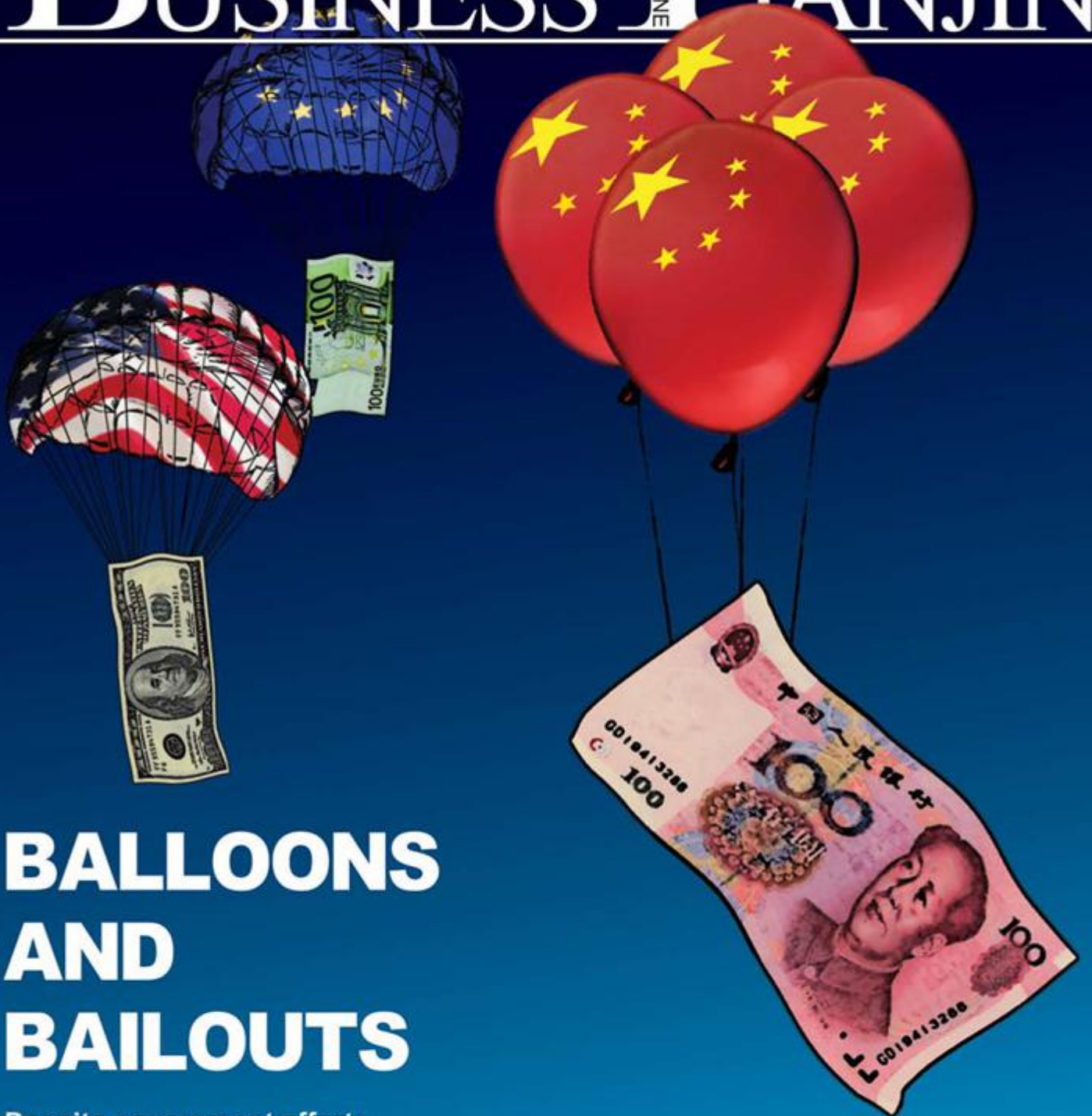




津衛商務

Insight Into a Changing Tianjin BUSINESS MAGAZINE TIANJIN



BALLOONS AND BAILOUTS

Despite government efforts, global economies are hanging by threads

Currency revaluation implications	10
New financial instruments in China	14
China's real estate bubble	18
World Economic Forum interviews	24
FDI policy developments	37





it's all about lobster

Immerse yourself with an extensive selection of cold and hot lobster dishes prepared to your liking.



The rich colors, flavors and aromas of Italy will be utilized in **live lobster** dishes to extend a truly authentic dining experience.

Also arriving in Prego... Prego's **lobster pizza**.

t 86. 22. 2389 0173

Z
E
N
I
T
S

A wide variety of **live lobster** selections are prepared by Chef Lim Hock Siong. Our award-winning chef is creating a new dining experience in Tianjin.

t 86. 22. 2389 142

知味 seasonal
Tastes

Lobster buffet is now available for every day dinner, Saturday and Sunday lunch at Seasonal Tastes for **rmb238*** per person including one imported lobster, **rmb288*** including endless wine of the world station and local beer.

t 86. 22. 2389 0168

* Above price is subject to 15% service charge.
Terms and conditions apply.

the westin tianjin, 101 nanjing road, heping district.

t 86.22.2389.0088 f 86.22.2389.0099

This is how it should feel.™

THE WESTIN

TIANJIN

天津君隆威斯汀酒店

CONTENTS

Business Tianjin / September 2010



Recent developments in China's financial industry

In spite of opening its economy nearly 30 years ago, China's financial system has remained highly regulated and relatively underdeveloped. As China further integrates with the rest of the world, its financial system will inevitably adapt to international standards. Lately there has been notable progress of financial reform in China's stock exchange, currency market and insurance industry. **See P13**

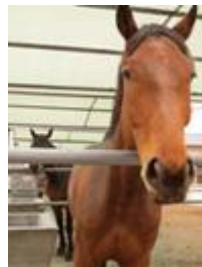


China's housing problem

Demand for housing has been rising quickly with the rapid swelling of populations in China's major cities – the combined populations of Beijing and Shanghai now exceed that of Canada. Current studies indicate continued expansion in urban development for most major cities in China for the foreseeable future, so demand will not diminish any time soon. However, the numbers alone are not the complete reason for the accelerated rise in housing prices. **See P18**

Horsing around

One of the most intriguing good-news stories of late was surely the announcement by a Dubai-Chinese joint venture that an equestrian city will be built in Tianjin to breed thousands of thoroughbred horses and run them in local races. It sounds utterly incredulous, and whoever wrote the press release announcing the venture doesn't seem to know much about the stuttering local equestrian scene, which remains immature compared to equestrianism in Japan or the West, particularly since the cash-cow of horse sports, racing, remains grounded here due to a ban on gambling. **See P40**



Leading without authority

How often have you needed the support of others to succeed when you had absolutely no formal authority? The "because I said so" option was not available. People are often not even aware that they have or have not the power to act as an official leader. Remember: it is influence, not authority, which keeps an organization running smoothly and prepares the culture for further growth. **See P52**

05 BIZ BRIEFS

ECONOMY

- 10 September China economy report
- 13 Recent developments in China's financial industry

17 NUMBERS

REAL ESTATE

- 18 China's housing problem

World Economic Forum 2010 DIALOGUES

- 24 Dieter Ammer, CEO, Conergy AG
- 27 Dr Lino Guzzella, Professor, ETH Zurich
- 30 Richard Gu, President, HCL Technologies Greater China Region
- 32 Michael Cheung, Head of North Asia, SWIFT
- 34 James Gifford, Executive Director, UN Principles for Responsible Investment

LEGAL ASSISTANCE

- 37 Developments on foreign investment policies

FEATURE STORY

- 40 Tianjin Horse City feasibility

POLICY EXPLANATION

- 46 Trust under Chinese law

IPR

- 49 Medical device industry IPR protection in China

MANAGEMENT TIPS

- 52 Leading without authority

55 JOB POSTINGS

EVENT REVIEW

- 56 Industrial Automation and Instruments Exhibition

57 PRESS REVIEW

MAPS

- 60 Tianjin industrial parks & economic development areas
- 61 China

TRANSPORTATION

- 63 Domestic & international flights, trains, metro, light rail

66 SHANGHAI EXPO 2010

BUSINESS CHINESE LESSON

- 68 Meeting with business partners

70 EVENT CALENDAR

CHAMBERS REPORT

- 72 EU, US, Benelux

LISTINGS

- 77 Dining, nightlife, services

ARTS & LEISURE

- 82 Book review & quotations
- 83 Daily treats at the Westin
- 84 Last word – (not) having a child in China

Business Tianjin

September 2010



www.businessstianjin.com

MANAGING DIRECTOR

J. Hernan
gm@businessstianjin.com

CHIEF EDITOR

Jamie Michael Kern
chiefeditor@businessstianjin.com

SENIOR EDITOR

Wang Na
senioreditor@businessstianjin.com

EDITORS

Regina Gonçalves, Gerald Anthony
editor@businessstianjin.com

CONTRIBUTORS

Simon Bai, Mike Cormack, Daniel Kenneth
Mark Gao, Wolfgang Knufer, Laine Maturana
Daniel Mueller, Simon Mair, Francisco Soler
Caballero, Yunjie Si, Joei Villarama

GRAPHIC DESIGN

Li Kechao, Li Weizhi
design@businessstianjin.com

SALES & ADVERTISING

Zhang Danni, Julia Cao
sales@businessstianjin.com

EVENTS & PROMOTIONS

Doris Fu
marketing@businessstianjin.com

PHOTOGRAPHERS

Wang Yifang, Lu Xinhai, Lukas Birk

DISTRIBUTION

Tang Xiaoyan, Huang Bin
distribution@businessstianjin.com

ADVERTISING

InterMediaChina

PUBLISHING DATE

September 2010

Business Tianjin is FREE
ONLY for Members
TEL: +86 22 2576 0956

国际统一刊号: ISSN 2076-3735

Dear Reader,

The economies of Asia, Europe and North America have relied heavily on two years of government stimuli to weather the global economic crisis. While the EU and US struggle to avert a crash, China aims to ease its rise. We have reached a peak in uncertainty over the Euro, US dollar and Yuan currency markets. Investors, seeking control and stability, are increasingly turning toward sustainable options to meet their long-term strategies.

This month Tianjin welcomes a thousand such CEOs and decision-makers from institutions around the world to the summer session of the World Economic Forum. The Annual Meeting of the New Champions invites participants whose organizations have experienced remarkably rapid growth over the past two years while demonstrating responsible leadership in their industries. Their goal: to drive the sustainability vital for global, national and business competitiveness in the 21st century.

The current socioeconomic issues that most concern investors in and residents of China involve clean and green economic and technological development (see WEF Dialogues and Press Review), currency revaluation (Economy), changes to foreign direct investment policies (Economy, Legal Assistance), the accelerating costs of land and property (Real Estate) and health care challenges (Last Word).

We at *Business Tianjin* magazine support and promote the pursuits of the regional business community. And as always, we welcome your constructive 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 reach out to us at the contacts on this page.

Sincerely,

Jamie Michael Kern

Chief Editor – Business Tianjin

TIANJIN NEWS

Aerial, aerospace output in Tianjin may top 100b CNY



The aerial and aerospace industry scale in Tianjin is expected to reach up to 21 billion CNY by the end of 2010 and the city's goal is to achieve 100 billion CNY in annual output by 2015, according to its municipal department. Data from the Tianjin Economic and Information Technology Commission suggests that the aerial and aerospace industry output in Tianjin, one of China's four municipalities directly under control of the central government, has witnessed rapid 180% year-on-year growth.

- *People's Daily Online, 3 August*

Steel group gets 100b CNY credit



Tianjin Bohai Iron & Steel Group Corp, which has just finished its restructuring, received a large credit of 100 billion CNY (14.75b USD) from eight banks: Tianjin City Commercial Bank, the Tianjin branches of Bank of China, China Construction Bank, China Merchants Bank, Bank of Shanghai, Industrial Bank, China CITIC Bank and Hua Xia Bank. Tianjin Bohai Iron & Steel Group Corp was established on 13 July, comprising Tianjin's four State-owned steel enterprises.

- *China Daily, 27 July*

Zero population growth by 2018

Expo city Shanghai will realize zero growth in population by 2015, the first region to reach that goal in China, followed by Beijing and Tianjin in 2018, according to the Report on Scientific Development of China 2010 released by the Chinese Academy of Science. China aims to realize national zero growth in population by 2030, to realize zero growth in resources and energy consumption by 2040, and zero growth in ecological degradation by 2050, the report said.

- *China Daily, 30 July*

Stomatological Hospital becomes SOS-designated hospital

Tianjin Stomatological Hospital signed a collaboration agreement with International SOS Pte. Ltd., formally joining the Global Emergency Relief Network and becoming the only oral cavity medical establishment designated by International SOS in Tianjin. It can provide over 2000 foreigners that work and live in Tianjin with oral and digestive tract health care.

Lean Manufacturing Symposium | 精益制造业论坛



September 14 ~ 15, 2010 Tianjin



Lean Manufacturing Symposium

Topics:

- Lean Manufacturing and Operation System Management
- Enterprise Lean Transformation
- Supply Chain Management and Supplier Development
- People Development

Speakers:



Michael Balle
Co-author of "Gold Mine" and "Lean Manager"



Phil Weihl
Vice President Kennametal

Nobu Morita, President of Morita Association; retired Honda executive
Ellen Sun, Senior Manager, Novo Nordisk Pharmaceuticals
Simon Sun, Supply Chain Manager, ABB Switchgear

Date: September 15th, 08:30 - 17:00

Venue: Holiday Inn Tianjin Riverside Hotel (Phoenix Mall A, East Haihe Road) / 天津海河假日酒店 (河北区海河东路凤凰广场A座)

Workshop: Dig Out Gold from Your Operation

Instructor: Dr. Michael Balle

Outline:

- Gold Mine Overview
- Challenge, Gemba & Kaizen
- Just-in-time & Stop-at-first-defect
- Takt Time & Budgets
- People Development
- Lean culture & organization
- PDCA management

Date: September 14th, 08:00 - 17:00

Organizer:



Sponsor:



Media Partner:



For more information, please check website: www.LeanChina.org / Tel: +86 21 8597 9076 / Email: summit@leanchina.org

International SOS is the world's leading international healthcare, medical assistance, and security services company, having 25 alarm centers all over the world.
- *People's Daily Online*, 27 July

Tianjin Airlines takes corporate social responsibility



The closing ceremony of the 2010 Binhai New Area Tourism Festival and the opening ceremony of "Journey of Harmony" Binhai Summer Camp for Xinjiang teachers and students were held 2 August, jointly sponsored by the Ministry of Railways, Communist Youth League of Tianjin Committee, Government of Binhai New Area, Tianjin Tourism Administration, Tianjin Port Group and Tianjin Airlines.
- 4 August

ism Administration, Tianjin Port Group and Tianjin Airlines.
- 4 August

Shipping sector develops



China overtook South Korea to become the world's top shipbuilding country for the first time in H1 2010. Chinese shipbuilders now need more tax-friendly financial packages and support services at their disposal. Tianjin, China's third largest city, has been nominated for development. Incentives may be offered to foreign companies wishing to establish the right kind of shipping service offices here, which could include allocation of land and tax breaks.
- *Tax-News*, 6 August

Tianjin to host 2010 China Tourism Industries Festival



The China National Tourism Administration and the Tianjin municipal government have announced that the 2010 China Tourism Industries Festival will be held in Tianjin on 13-17 October. She Qingwen, the director general of the Tianjin Tourism Bureau, said that this year's event will have five themed sections and will serve as a platform for global tourism industries to communicate and exchange ideas. It is reported that there are nearly 500 confirmed enterprise participants and nearly 1,800 exhibition slots have been booked.
- *China Hospitality*, 10 August

BUSINESS TIANJIN

Freelance writers, editors & proofreader Needed

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

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

VIP guests at the Sheraton's Client Appreciation Day



On 12 August, the annual client appreciation evening was held at Sheraton Tianjin Hotel, filled with signatories representing many top corporations in Tianjin. It provided an opportunity for networking and getting to know high-level officials on a personal level as well as their businesses in Tianjin. Business Tianjin met officials representing Toyota, P&G, Siemens, Samsung, Freescale, Turck, Clariant, Loi, China Overseas Property, China Daily, Enorth.Com and the German Chamber of Commerce, among others.

- 13 August

Michel Rolland visits Dynasty Winery Group



On 12 August, wine oenologist Michel Rolland visited Dynasty Winery Group for a tour of the Dynasty Wine Castle – the largest single wine castle in the world. At the opening ceremony of Les Grands Chais de France (GCF) Hall, located inside the castle, Dynasty Winery Group President Bai Zhisheng passed the GCF hall key to GCF President Joseph Ayrfare. To celebrate the 30th anniversary of Dynasty Group, a symposium titled, Dialogue: The Wine Industry's development between China and France was held the same day at Dynasty's elaborate wine cellar.

- Business Tianjin, 12 August

Cardiovascular drug passes US FDA clinical trials

Tianjin-based Tasly Pharmaceutical's Compound Danshen Dripping Pill passed the US FDA's Phase II clinical trials in July, one step closer to getting into the US and European drug market. The pill aims to treat cardiovascular conditions. Clinical trials of the drug, composed of herbal extracts, was conducted in 15 test centers in the US over the last three years and had "generated positive results," said the company's president.

- Xinhua, 11 August

FINANCE

China allows IMF to publish full report for the first time

For most countries, the International Monetary Fund regularly publishes an annual economic review, though Beijing has historically prevented its release. But China has given approval to the IMF to publish the staff review – a so-called Article VI report for the first time ever. The decision follows a softening in the IMF board's characterization of China's currency policy. In June, the IMF's managing director referred to China's currency as "substantially" undervalued, a characterization that sparked heated opposition from Beijing.

- The Wall Street Journal, 29 July

China becomes world's #2 economy

Japan lost its place to China as the world's #2 economy in Q2 as receding global growth sapped momentum and stunted a shaky recovery. Japan's GDP grew at an annualized rate of just 0.4%, far below expectations of 2.3% growth in a Kyodo news agency survey. The figures underscore China's emergence as an economic power that is changing everything from the global balance of military and financial power to how cars are designed. It is already the biggest exporter, auto buyer and steel producer. China is growing at about 10% a year while Japan's economy is forecast to grow 3% this year.

- Penticton Herald, 16 August

CNY posts biggest weekly decline in 20 months



China's yuan had its biggest weekly decline in 20 months on speculation the central bank is tempering gains to protect exports amid signs that economic growth is slowing. On 16 August, the People's Bank of China set the daily reference rate for currency trading at 6.8035 per dollar, 0.27% lower than the previous day's close. The Dollar Index, which tracks the yuan against the nation's six major trading partners, rallied that week as investors sought the perceived safety of the greenback after data around the world signaled economic recovery is faltering.

- Bloomberg, 16 August

Hanwha to buy 50% of Solarfun



South Korea's Hanwha Chemical will acquire a 49.99% stake in Chinese photovoltaic cell maker Solarfun Power Holdings Co for 434 billion KRW (370m USD) to expand into a new business. In a joint statement, Hanwha and Solarfun said Hanwha would pay 10.72 USD per American Depositary Share, or a 4.6% premium to 2 August's closing price. Hanwha said the deal was also aimed at securing production capacity in the fast-growing Chinese market. Solarfun is the world's fourth-largest solar module producer with 900 megawatts annual

capacity and counts Energie Baden-Wuerttemberg, Germany's third-largest utility, among its clients.

- Reuters, 4 August

China seeks to widen gold market

Beijing's central bank has moved to liberalise its gold market further, increasing the number of banks allowed to trade bullion internationally and announcing measures that will encourage development of gold-linked investment products. The move comes as the country's investors pour record amounts of money into gold, in a trend that is becoming a significant factor on global prices. China is the world's largest gold producer and the second-largest consumer, after India, but its domestic market remains constrained by limited investment products.

- Financial Times, 4 August

UnionPay opens cross-border services in HK

China UnionPay Co. Ltd. (CUP) on 6 August began services that would allow Hong Kong residents to pay bills in Hong Kong for expenses incurred in the mainland city of Shenzhen using their CUP credit cards. Hong Kong residents would be able to pay for expenses such as electricity, gas, cable TV, internet connections and cell phone services that were provided in Shenzhen by using CUP credit cards.

- Xinhua, 9 August

Trade surplus climbs to 28.7b USD

An unexpected surge in Chinese exports and weakening of imports pointed to the prospect of renewed frictions with the United States and other countries over China's international economic policies. China's surplus climbed to 28.7 billion USD in July, the highest since January of last year and much more than the consensus expectation of economists for a surplus of roughly 19 billion USD. The country had posted a trade surplus of 20 billion USD in June. Exports leaped 38.1% from an already strong showing in the same month last year, the General Administration of Customs said, while imports rose a more modest 22.7%.

- The New York Times, 10 August

Inflation spikes in July

China's consumer price index rose 3.3% year-over-year in July, the National Bureau of Statistics said. That's up from 2.9% in June but slightly below expectations of a 3.4% increase. Most of the increase was due to a sharp increase in food prices, which ballooned by 6.8% on heavy flooding. Non-food prices rose by 1.6%.

- thestreet.com, 11 August

LAW & POLICY

Government won't relax property measures



China won't relax property measures until it has effectively controlled home prices, the China Securities Journal reported, citing Wang Juelin, deputy director of the policy research center at the Ministry of Housing and Urban-Rural Development. Most cities have been slow in issuing policies to rein in local property markets, and China also needs to increase the supply of homes, Wang was cited as saying.

- Bloomberg, 2 August

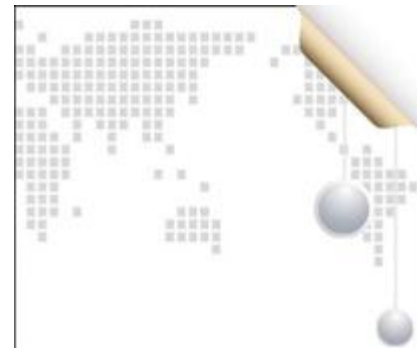
China may ease insurance market for foreign firms

The China Insurance Regulatory Commission may allow foreign firms to offer mandatory liability automobile insurance, said three people who declined to be identified because the decision isn't final. Foreign insurers, which can now only offer some optional car insurance products, are losing out to local firms as drivers tend to choose the same company for both non-compulsory and mandatory coverage.

- Bloomberg, 5 August

Banks told to account for loans

Chinese banks have been ordered to account for around 2.30 trillion CNY (340b USD) in off-balance sheet loans



Need Business Tianjin Magazine?

Send an email to distribution@business-tianjin.com or call at +86 22 2576 0956



– a move that could put some lenders under serious stress and require another large round of capital-raising. The China Banking Regulatory Commission, China’s banking regulator, has told lenders they must put all loans sold or transferred to lightly regulated Chinese trust companies back on their books and stop using “informal securitisation” to evade regulatory requirements. “We’ve learnt the lesson of the financial crisis and we realise we need to strengthen oversight over this phenomenon,” said a senior regulator.

- *Financial Times, 11 August*

LOGISTICS

China to double high-speed rail by 2012

China will spend 800 billion CNY (120b USD) as part of an ambitious plan to double its high-speed rail network by 2012, the Ministry of Railways said. The sum will be invested to lay more than 6,000km of new high-speed tracks across the country, pushing the total length of high-speed railways to 13,000km by 2012, said Yu Bangli, chief economist with the Ministry of Railways. China is now home to more high-speed rail lines – 6,920km of track for trains running at 200-350kph – than any other country.

- *China Daily, 30 July*

Airbus to expand production of A320 family

Airbus will increase its monthly manufacturing capacity of the A320 family of commercial aircraft, from 34 to 40 by early 2012. "Increased demand for the aircraft and a healthy backlog has led us to decide to further ramp up our production rate to 40 aircraft per month by 2012," said Tom Williams, executive vice president for programmes, via a press release. "The low operating costs and high reliability of the A320 family made it the market's best seller," he added.

- *Bernama, 2 August*

Australia's Goodman plans logistics parks in western China

Australia's largest listed industrial property company, Goodman Group, is planning to invest up to 300 million USD to

set up logistics parks in western China, where Beijing is currently making a big push. The conglomerate is considering cities such as Chongqing, Chengdu, Xi'an and Wuhan, which it said are commercial and logistics hubs with good transport networks. Goodman hopes to have its foot in two or three locations in western China by the end of 2010, and that it is also seeking to build logistics parks in Guangdong province. The National Development and Reform Commission announced plans in July to launch 23 infrastructure projects worth 100.7 billion USD in western China this year.

- *China Economic Review, 3 August*

TELECOM & TRANSPORTATION

China Unicom to sell iPhones with wi-Fi

Although iPhones have been officially sold in China since last year, the devices have come without Wi-Fi support in order to comply with Chinese laws. But a spokesman with the iPhone carrier China Unicom said the company will start offering the 8GB iPhone 3GS with Wi-Fi support. The Chinese media reported that the handset would be released on 9 August and would cost 4999 CNY (736 USD) under a 24-month contract plan that includes the product.

- *PCWorld, 6 August*

Over 100,000 buy train tickets online

One month after an online train-ticket sales network started in Jingong Supermarket, one of the biggest supermarket chains in Tianjin, over 100,000 passengers have purchased their tickets there. Officials from Tianjin Railway Station said that they intend to change the process of “station-ticket-train” and to guarantee the authenticity of tickets sold in the Jingong Supermarket. Later, the number of points-of-sale will increase from 50 to 100.

- *China Daily, 11 August*

China Mobile and Xinhua to build search engine

China Mobile and State-owned Xinhua News Agency have signed an agreement to establish a new Internet search engine

company. China's search market is already dominated by Chinese company Baidu, which controls a 70% share according to Analysys International. Google ranks second with 24.2% of the market.

- *Bloomberg, 13 August*

GENERAL

Urban air quality in China deteriorates during H1



Air quality in China deteriorated in the first half, the first such decline since 2005, due in part to a recovery in economic growth, according to statistics from the Ministry of Environmental Protection. In H1 2010, 91% of days in 113 Chinese cities had air quality at the Grade II national standard or better – 0.3 percentage points lower than in H1 2009. The amount of inhalable particles was 0.091mg/m3 in the cities, rising by 0.002mg/m3 a year earlier.

- *Bloomberg, 27 July*

November green industry expo

China will hold an international green industry expo on 24-27 November in Beijing, which will serve as a new platform of cooperation between domestic and overseas companies in developing a green economy. Vice Minister of Commerce Jiang Yaoping said that the expo would help guide Chinese enterprises towards clean energy, energy-savings, emission reductions, low carbon technology, a circular economy and other priority areas of the green economy.

- *Xinhua, 12 August*

To subscribe to our daily Biz Brief E-newsletter, please email bizbriefs@businesstianjin.com

September Chinese Economy Report

By Daniel Kenneth



Currency revaluation and its implications

CNY appreciated by almost 1% against USD in the two months after China re-pegged its currency to a “basket of currencies” in June. This was the biggest rise since China allowed CNY to appreciate by 18.5% for three years from July 2005 to July 2008.

Since the global financial crisis broke out in 2008, China has faced growing criticism from trade deficit countries – most vocally the US – to appreciate its currency. China’s quick recovery of trade surplus helped Beijing to postpone the recent revaluation.

The Chinese government re-valued its currency three times since 1990, mainly as a political tool to promote export growth. According to the World Bank’s World Development Index, CNY is valued at 20-30% below its appropriate level. For the next five years, China’s trade surplus will persist, according to Samsung Economy Research Institute (SERI). Because 50% of the Chinese economy is based in the processing industry, if export falls the subsequent import level will also fall to accommodate reduced external demand. Despite Beijing’s effort to transform its economy into a more consumption-driven market, in the next five

years, it is difficult to expect China to completely discard its export-based model. Furthermore, the Chinese government, since 2009, has regionally increased the minimum wage by 20-30%. Wage increases have spurred inflation, adding pressure to devalue CNY.

In the next five years, many economic analysts expect that CNY will appreciate about 20%. Chinese export growth will remain stagnant as long as the growth of developed countries remains sluggish. In the first half of 2010, exports increased by 35% year-on-year due to a record low export rate in 2009; after H2 2010, the export

growth rate will definitely fall. By 2015, SERI expects an exchange rate of 5.5-5.8 CNY to 1 USD.

Pros and cons for trade partners

CNY appreciation will reduce global imbalance and promote consumption-driven economic growth in China, which is a positive outcome for both China and the rest of the world. However, there will clearly be winners and losers of this policy shift.

Appreciation is good for countries like the US that hope to bring down their trade deficit with China. The US trade deficit with China was 226.9 billion USD in 2009 and 268.0 billion USD in 2008, according to the US Census Bureau. While nations running trade deficits expect CNY appreciation to boost their economy, one counter-argument suggests consumers will just purchase from low-cost countries in Southeast Asia, spreading out a

large trade deficit with one country to many smaller countries.

Appreciation is bad for countries that heavily export to China. If China decreases exports, it will subsequently reduce imports. Therefore, countries such as Japan and South Korea, for whom China is now their biggest trading partner, will see a huge decline in their export-to-China figures. Countries that invested heavily in China to build low-cost export centres will also suffer from currency appreciation.

Companies and trade partners should prepare for CNY appreciation now

Currency appreciation will especially hurt those companies focused on exporting producer goods and capital goods in China. Producer goods are partly finished goods and used in production of final goods. Capital goods include factories, machinery, tools,

equipment and various buildings which are used to produce other products for consumption; they are not produced for immediate consumption but instead used to produce other goods and services.

Trade partners should not expect that the increase in Chinese domestic consumption will be sufficient to replace the potential decline in imports should exports start to decline. China's overall imports have only increased a few times when China strategically decided to import much more raw commodities with its stronger CNY.

SERI provides the following suggestions for those countries and companies with tremendous CNY risk exposure:

1. Establish a Free Trade Agreement with China; this will help their companies to better withstand future CNY appreciation.





2. Countries should support their manufacturing industry operating in China by helping its service sector (i.e. banking and distribution industry) to expand into China; it will improve the infrastructural competitiveness for existing manufacturers and allow their service sector to capture the high-growth service market in China.
3. For companies that have already gained market competitiveness in China's domestic market, they should quickly expand their distribution networks to the rest of the nation and develop a variety of distribution channels.
4. Companies whose main competitiveness is on cost should move to the interior of China or consider neighbouring countries with lower cost bases.

Euro stabilization and influence in Chinese market

China's July exports to Europe, its biggest trading partner, increased 36.4% to 28.7 billion USD despite the European debt crisis; the trade surplus with the European Union grew 56.3% to 13.6 billion USD. According to Chinese Customs, July exports in total rose 38.1% over a year ago to 145.5 billion USD while

imports gained 22.7% to 116.8 billion USD. Export growth eased from June's 43.9% while import growth declined from June's 34.1% expansion due to the government's effort to slow down the economy.

The euro declined from a three-month high against the US dollar for the first two weeks in August on resurfacing concerns over euro-zone government debt and fears of global growth boosting demand for the US currency.

While European leaders scrambled to ensure their currency survives the debt crisis in Q2 2010, the euro-zone economy grew at its fastest quarterly pace in four years, boosted by much stronger-than-expected German growth. The 1% quarter-on-quarter growth for the three months to the end of June is equivalent to more than 4% a year – nearly three times the average rate recorded since the euro was created in 1999, according to Financial Times.

The divergence in the euro-zone was further highlighted on 13 August as Q2 GDP figures for the region showed robust growth of 2.2% in Germany but a 1.5% contraction in Greece, which remains firmly in

recession, and only modest growth of 0.2% in Spain and 0.4% in Italy. Ian Stannard of BNP Paribas said this divergence in performance would have severe negative consequences for the euro-zone, with weak growth in the peripheral nations hampering efforts to address fiscal imbalances.

“Indirectly, the ensuing depreciation of the euro linked to the crisis also helped make Germany's large manufacturing sector competitive internationally – a key factor behind its rapid growth,” reported Financial Times. The future direction of Euro will be dependent largely on the impact of fiscal tightening measures that took place in Q2 throughout the euro-zone, though with different timings and magnitudes.

Bank IPOs struggle to recoup their loans

Agricultural Bank of China and Everbright Bank's recent IPOs symbolize the decade-long reform process during which China's biggest lenders have been cleaned up, injected with fresh capital and floated on stock exchanges. “Mainland banks may struggle to recoup about 23% of the CNY 7.7 trillion they have loaned to finance local government infrastructure projects,” reported

Bloomberg on 26 July. The China Banking Regulatory Commission has told banks to write off non-performing project loans by the end of this year, and warned that borrowing by local government financing vehicles may threaten the banking industry.


“A combination of rapid credit growth, socialized credit risk, severely repressed interest rates, and serious lack of transparency led to large-scale capital misallocation and rising debts,” said Michael Pettis, Finance Professor at the Guanghua School of Management, Peking University.

CNY is valued at 20-30% below its appropriate level.

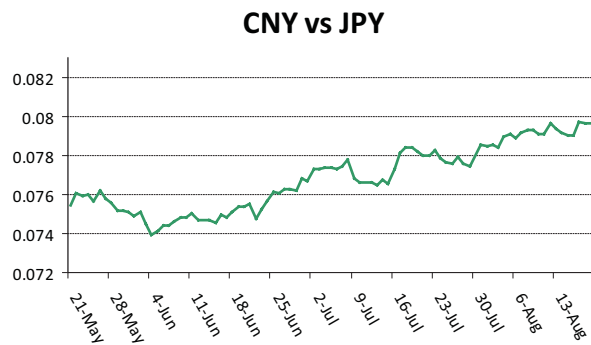
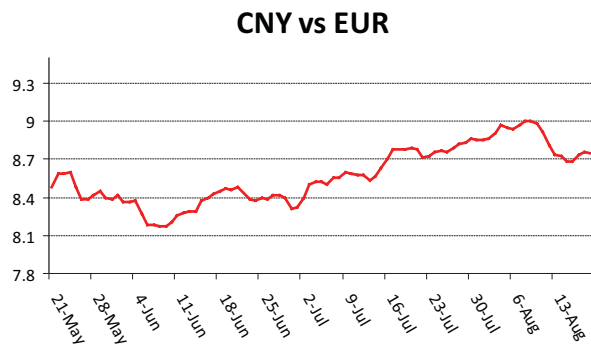
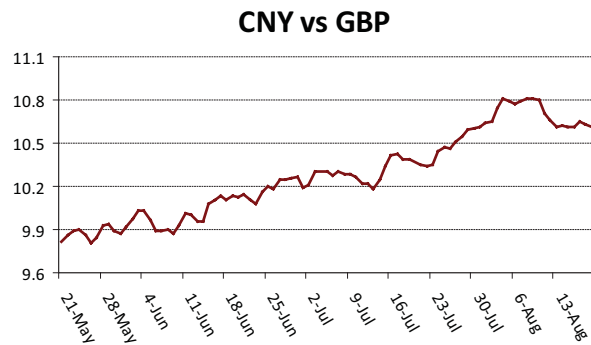
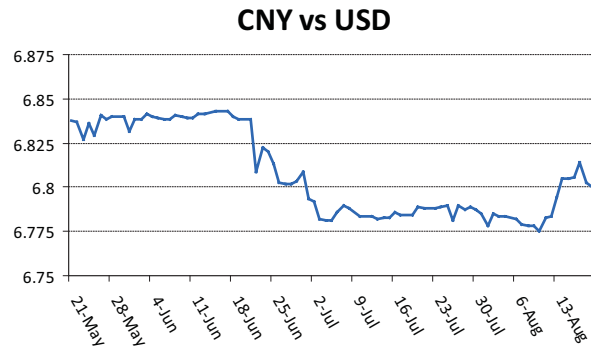
Interest rate is not the easiest tool to control inflation

While numerous news reports have indicated that Beijing will raise interest rates to fend off inflation growth, Pettis indicates there is no easy choice to control inflation despite mounting political pressures, because:

- a) If Beijing raises the interest rate quickly, debt and bankruptcy will rise and growth will crumble. Although the eventual rebalancing of economy may happen most quickly, the political risk is too high, especially in this uncertain global economic environment.
- b) If Beijing does not raise interest rates, China can keep growth high for a while longer, but the amount of reserves and misallocated capital will continue to grow, making the eventual cost of raising interest rates even higher.
- c) If Beijing slowly raises interest rates, China will suffer many more years of worsening imbalances until rates are finally high enough to begin reversing them. The one condition is that China should maintain a very high global trade surplus until imbalances are finally reversed.

Japan after 1985 also experienced an asset misallocation problem. Tokyo responded to external pressure to appreciate the Yen by reducing interest rates and making credit lines available for companies to minimize impact of the stronger currency, Pettis points out. As it is very difficult to choose between rising bankruptcies or rising misallocation of capital, the interest rate decision will likely be executed very carefully, with “a great deal of sympathy and cooperation from abroad”. 

Three-month CNY trends



Data source: Oanda.com interbank rate



Recent Developments in China's Financial Industry

Regulatory reform, new financial instruments and future prospects

By Daniel Kenneth

In spite of opening its economy nearly 30 years ago, China's financial system has remained highly regulated and relatively underdeveloped. As China further integrates with the rest of the world, its financial system will inevitably adapt to international standards. Lately there has been notable progress of financial reform in China's stock exchange, currency market and insurance industry.

Stock exchanges introduce hedging tools

Shanghai and Shenzhen stock markets, upon their establishment in 1990 and 1991 respectively, have rapidly transformed themselves into two of the world's biggest exchanges – an endeavour that took many countries well over a century.

The Shanghai Stock Exchange is the world's third largest by market capitalization at 3.07 trillion USD as of May 2010, according to China Economic Times. This is despite still not being entirely open to foreign investors due to tight capital account controls exercised by mainland authorities. The limitations have been a distinct trait that differentiates these domestic stock exchanges from their completely open counterpart: the Hong Kong Stock Exchange.

The opening of stock markets assisted China to develop a more sustainable economy by providing another means for ordinary Chinese citizens to invest their savings, by accelerating state-owned enterprise reform, and by promoting small- and medium-sized state-owned enterprises to adopt the shareholding system. Investors have

long anticipated the launch of short selling and index futures in financial reform because such tools can be used to hedge their risk from market decline.

Since the beginning of 2010, A-share index and the broader Shanghai Composite Index have both dropped 22% following the central government's effort to slow down the economy by increasing down payment requirements on home sales and ordering banks to set aside more deposits.

Four months after introducing margin trading and short sales to the Shanghai stock exchange, Beijing will significantly expand this trial project to spur struggling equities. "The object is simple: liquidity," reported China Economic Review on 3 August. In addition to the stock



market plunge, the economic outlook for H2 2010 remains uncertain. The government hopes to boost investor sentiment by widening exposure to three new financial products.

- **Trading on margin:** investors purchase stocks with borrowed money, magnifying potential gains upon sale if the shares rise, and deepening losses in the event of a fall.
- **Short selling:** investors borrow a security from a broker in order to sell it, hoping it can be bought back at a lower price and later returned to the broker, with the investor pocketing the price difference.
- **Index futures:** investors can bet on the direction of major share indexes, making it possible to profit when the market falls.

Source: Wall Street Journal

Chinese regulators recently lowered the net capital requirement (from 730m USD to 440m USD) for securities firms to join the program, and are considering plans to set up intermediary agencies to facilitate money and securities lending. At the beginning, participation for this pilot program was limited to 6 brokerages, including CITIC Securities and Guotai Junan Securities, and applied to only 90 top-ranked companies listed on both domestic stock

exchanges. China Economic Daily projects the daily value of margin trading and short selling on this limited pilot program only accounts for about 1% of the combined turnover of both stock exchanges.

In early June, the China Securities Regulatory Commission permitted 5 additional brokerages and expected to admit 15 brokerages in August after completing a trial trading period. Expansion of the program allows investors to borrow money or securities through third-party large financial institutions such as insurance firms and pension funds. Beijing hopes that it will attract greater liquidity into the depressed stock market.

China records the highest personal savings rate: 27% in 2008.

Currency approaches global standard

Mainland China and Hong Kong decided to expand CNY banking services in Hong Kong in hopes of encouraging banks in the Asian financial centre to offer a wider range of financial products in the national

currency. While it maintains its own currency, Hong Kong introduced CNY banking services in 2003. This new deal between the People's Bank of China and Hong Kong Monetary Authority extends the services from retail to corporate clients, reported Bloomberg on 21 July. The new guidelines allow companies to transfer funds between different accounts for any purpose – not just trade settlement – as well as let individual clients to transfer funds from their accounts without restrictions.

The loosened rules are expected to spawn new CNY-denominated financial products such as funds, timed deposits (CDs), bonds and insurance policies, stated Hong Kong's Ming Pao Daily News on 20 July. "[They will help] Hong Kong's renminbi business platform leap to new heights," said Hong Kong Monetary Authority Chief Executive Norman Chan at the signing ceremony on 19 July.

On 20 July, HSBC launched CNY-denominated structured deposits whose interest payments are linked to the CNY's exchange rate with foreign currencies. The British bank said in a statement that the new products were "well-received" by both retail and corporate customers. The chief executive of the Hong Kong branch

of Singaporean bank DBS Group Holdings said the new rules may lead to further increases in interest rates for CNY deposits as competition between local banks increases.

Also, to promote the use of the CNY internationally, the Chinese government in June expanded a trial program to allow settlement of trade transactions in CNY to include the rest of the world, compared to the initial batch of ASEAN (Association of Southeast Asian Nations), Hong Kong and Macau.

China needs to grow its long-term savings and personal insurance industry

The Chinese insurance industry rapidly expanded over the past decade, with annual life-insurance premiums growing from 10 billion USD in 1999 to 46 billion USD in 2006. In 2008, however, total life insurance premiums accounted for only 2.6% of national GDP – lower


than in more developed markets such as Taiwan (12.9%) and Hong Kong (10.6%), as well as China's developing neighbour India (4%), according to McKinsey.

Since the financial crisis, China has been focused on "sustainable socio-economic development." McKinsey explains that Chinese consumers are under-protected against accident, disease, disability and death. The protection levels currently provided by the public and private sectors are insufficient to address Chinese consumers' concerns. Consequently, China records the highest personal savings rate at 27% in 2008; bank deposit yields are low but this is the most accessible way for Chinese to protect themselves against accident, illness, unemployment and retirement.

China's life insurance industry has been overly focused on pursuing premium growth through a Bank

Insurance Model, which allows for a small sales force while selling products through bank staff. McKinsey forecasts that there will likely be change in the industry as Beijing promotes pilot programs to boost life insurance in rural areas by creating conditions that make it economically viable for insurers to develop this emerging market.

On the investment side, there is currently a shortage of longer-duration fixed-income instruments for insurance companies to hedge their risks. Further development of these markets is expected as sustainable growth of the industry is critical to China's overall economic success.

"Long term savings and protection products [are a] key lever for the government to stimulate consumption and drive domestic demand," said Peter Walker, a director at McKinsey's New York office. 



26,000

China recorded more than 26,000 geological disasters in the first 7 months of this year, nearly 10 times the number in the same period last year, Minister of Land and Resources Xu Shaoshi said on 20 August.



1,000,000

China Petroleum and Chemical Corporation, China's leading oil refiner, said its ethylene JV project with Saudi Basic Industries Corporation has entered into full operation with total annual production capacity of 1 million metric tons.

103

A total of 103 tons of milk powder from four dairy brands in Hebei, Shanxi and Tianjin provinces were found to be laced with the industrial chemical melamine, which can give a misleadingly high level of protein in tests.

3

The national flag of China flew at half mast in Beijing to mourn the victims of the mudslide in Zhouqu, Gansu Province. Chinese leaders paused for 3 minutes to pay tribute to those lost.

3,000

Tianjin plans to build 3,000 permanent berths by the end of 2011, as part of its efforts to meet the demand of the city's fast-developing yachting industry.



574

574-year-old Confucius Temple has been re-opened in Tianjin after three years of restoration, according to the local cultural relics authorities.



5

China will invest 5 trillion CNY (738b USD) into renewable energy projects over the next decade under a development plan of the industry, said China Securities Journal, citing the State Information Center.

440,000

440,000 people are being relocated through the end of 2014 in China to make way for the South-North Water Diversion Project, which will divert water from China's largest river, the Yangtze.

100,000

From 25 August to 15 September, 100,000 uniformed census takers will go door-to-door in Beijing to register households in preparation for the once-a-decade census of China, which begins in November.

0

The green "Zero Race" around the world in emission-free vehicles started on 16 August in Geneva, Switzerland. The race will last 80 days and cover 30,000 kilometers through 150 cities in 16 countries, including Shanghai.

ZERO RACE WORLD ROUTE



29.74%

Tsingtao Brewery Co., China's second-largest brewer by volume, has registered that its profit for the first half of the year climbed 29.74% year-on-year as sales of its high-end beers surged. In these first six months sales have increased 9.3%.

2,000,000,000

China National Petroleum Corporation received approval to construct two billion cubic meters of gas storage facilities in the Tianjin Dagang oilfield.



REAL ESTATE

China's Housing Problem

By Daniel Mueller

On a hot day in early spring, Xi Zhiqiang left his workplace and headed back to his rental flat in Beijing after resigning from his foreign employer. At the age of 25 he was leaving what had originally been a lucky find, the chance to work as an interpreter for an international company. Zhiqiang had done well in school, passed all of his English exams with good grades and, with his job at a European firm, was earning a salary and benefits that would have been the envy of many of his peers in Northern China. Zhiqiang was now planning to return to his hometown far to the north, in a much less developed part of China, where the bright lights and exciting distractions of the big city were not to be found. His job had provided him the opportunity to travel to Europe, take two weeks of vacation each year, and receive both Chinese and Western holidays off. Why was he leaving?

For love or for money

One year earlier, Zhiqiang had met the love of his life at a gathering of old friends. She, too, had a good job in Beijing. Their combined incomes were several times the average for a family in China. They seemed to be the model of a successful, up-and-coming Chinese couple. There was only one problem: the price of a new home in the city.

Zhiqiang joked he could save enough to afford one square meter of a new home if he and his wife just quit eating for several months. The going price of this common housing measure in Beijing usually starts at about 10,000 CNY (1,475 USD), though recent estimates placed some parts of the city, including the eastern suburbs, at prices 50% higher. A small, two-bedroom flat of about 100 square meters or less would cost at least 1 million CNY, and perhaps much more depending

on location and mortgage interest. A comparable purchase in the US would be a couple with a combined average yearly income of about \$60,000 buying an \$800,000 home. So, packing their worldly possessions, Zhiqiang and his future bride were heading north, to a small city where housing prices would be significantly less than Beijing's. Unfortunately, salaries there will also be far lower, as would be the quality of life, in the less developed reaches of China.

A dual-income, middle-class Beijing family shopping for an apartment is comparable to an American couple who earns 60,000 USD a year trying to buy an 800,000-dollar home.

This story is repeated many times daily in the rapidly modernizing urban areas of China, such as Beijing, Shanghai, Tianjin, and Guangzhou. Even in so-called second- and third-tier cities, new home prices have been rising very rapidly, placing them well out of reach for most Chinese, especially the new urban arrivals from the countryside who must make do with lower-paying, unskilled construction work. How is it that home prices in China have risen so high?

Demand for housing has been rising quickly with the rapid swelling of populations in China's major cities. Urban environments are attracting huge numbers of Chinese people – the combined populations of Beijing and Shanghai now exceed that of Canada. Current studies indicate continued expansion in urban

development for most major cities in China for the foreseeable future, so demand will not diminish any time soon. However, the numbers alone are not the complete reason for the accelerated rise in housing prices.

Quick flipping

As late as 2007, it was not uncommon to see huge, recently finished housing complexes of several hundred or even thousands of new apartment-homes standing half or mostly vacant for several months to a year after completion. Housing presented an investment opportunity, and one of relatively low risk, to any person or group who had the money and opportunity to purchase finished homes. With limited opportunities for investment, middle-aged couples also found a second home purchase an attractive option. Those with the available cash were able to buy any number of recently completed apartment-style homes.

After the purchase, property buyers simply waited several months, a year, or whatever time frame was necessary to allow prices to rise to the desired profit level, then resold the property. The already steep demand for housing was thereby exacerbated, with would-be homebuyers waiting for purchasing opportunities, and housing prices rising all the while. In June of this year, it was still thought that apartment vacancy rates were between 30 to 40% in many areas.

China's rich have reaped a bonanza from this practice, something that has not escaped the attention and concern of the Beijing government. A report on China's new billionaires – which jumped in number from 15 in 2006 to 106 in 2007 – was compiled by Shanghai-based independent analyst Rupert Hoogewerf, who noted that six of



the top ten income earners had made their money through their investment in real estate. “China’s richest have reaped windfalls from a sharp hike in property prices,” Hoogerperf said. Beijing-based investment banker Andrew Zhang added, “The list shows up bubbles in the economy. The rich have accumulated their wealth with little technology, branding or international networks.”

Market regulation

This ungainly situation has been further aggravated by growing recognition that some local authorities and developers have often engaged in lucrative but illicit practices that extract large profits at the expense of prospective homebuyers and owners. The housing market is not completely market driven: demand drives up the price but government controls supply. All land in China remains government-owned; developers only get leases. But while ownership is

The housing market is not completely market driven: demand drives up the price but government controls supply.

clearly in the hands of the state, which level of government is authorized to grant leases can be unclear. Consequently, leases may be negotiated at the local level without much oversight by higher-level agencies. This ambiguity has allowed local authorities to negotiate leases with developers, transferring the land at inflated valuations, and subsequently increasing home prices. Sometimes local governments haven’t just sold land leases to a developer; they’ve also invested directly in the same development business. This creates additional incentives to increase

land valuations, forming a bubble in the local asset structure.

Authorities in Beijing have taken stern measures this year to eliminate this sort of practice, restricting pre-sales by developers, curbing loans for third-home purchases, raising minimum mortgage rates and tightening down-payment requirements for second-home purchases. There have also been proposals for tax increases for ownership of a second home. Subsequently, there has been a large-scale drop in home construction, and first-tier cities have reported up to a 70% drop in home sales in May of this year.

A third factor in property cost increases was the wide-spread domestic credit expansion of 2009. Intended to be part of a national stimulus policy, credit availability was expanded across China at the direction of policy makers. Financial instruments



such as public bonds, often used to pay for development in the West, were not part of the stimulus picture; instead banks simply made loans much more available. The easy availability of credit, which included lowered deposit-to-lending ratios at many banks, stimulated development, but the ready flow of cash also drove up speculation. This credit expansion

was used during the global financial crisis to compensate for a previous policy attempt in 2007 to restrain rising housing costs, when Beijing tightened monetary policy. That effort moderately reduced housing prices but caused the stock market to crash in October of 2007, a lesson that still affects any thoughts in Beijing about credit restriction.

continued rise in prices will have undesirable social effects, given that housing is increasingly out of reach for so many Chinese people. This is a situation that Beijing eagerly wants to correct.

There will also be tremendous pressure from those interests that have significant gains from the property boom to continue unrestrained growth. By some estimates, housing already accounts for more than 15% of China's economic development, and continued economic growth is also a priority of the Beijing administration. Barring a complete restructuring of the housing finance system, which seems highly unlikely in the near future, it appears likely Beijing will be driving the car with one foot on the brake and one on the gas pedal. **E**

While there has been conjecture in many media outlets about the ultimate consequences of China's property bubble, it seems unlikely that there will be any catastrophic economic effects such as seen, for example, in the US. Urban growth and housing demand will sustain the market for some time, and Beijing's huge cash reserves will probably cover investment losses. It is more likely that the





WELLINGTON COLLEGE
INTERNATIONAL
TIANJIN



Artist's impression of the Tianjin campus

- 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, the partner school of the prestigious Wellington College in the UK!

As the Founding Headmaster of Wellington College International Tianjin, I am delighted to inform you that I have now taken up my post twelve months before the College will open its doors for the first intake of students, aged 3 to 13, on 22nd August 2011. My objective for the College is to become the leading international school in China and, in achieving this aim, I 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, who will be 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.



Artist's impression of the Tianjin campus

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.

Why are we partnered with Wellington College in the UK? The 150-year-old 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 and exciting educational environment for everybody in the school. At the heart of the school 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 in Tianjin.



David Cook, Headmaster




Wellington College International Tianjin'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. Now that I am resident in Tianjin, I look forward to meeting all prospective parents, showing them around the emerging school campus and discussing with them this most exciting of educational opportunities for their child(ren). For more information on Wellington College International Tianjin and the admissions procedure, please visit the school website at www.wellingtoncollegeintl.cn. For registrations and any further enquiries please email info@wellingtoncollegeintl.cn. My door is always open and I can guarantee you the warmest of welcomes at Wellington in Tianjin.

Best wishes,

D. P. Cook

David Cook



Conergy is Hamburg-based. We are one of the early starters in the solar industry since we started around 11-12 years ago when it was still an infant industry. Today it's a company of 1500 employees operating in 16 countries on 4 different continents.

We've produced some of the largest solar projects in the world. We were the first company to build a 4-megawatt (MW) facility, on the rooftop of Michelin in the early 2000s, which was quite unbelievable at that time. Up to now we have sold more than 1.5GW of renewable energy systems and more than 1GW of photovoltaics (PV) alone. We IPOed the company in 2005. It's a history that is very much coupled with the development of the PV industry itself.

Economic development can be matched with ecological responsibility

Dialogue with Dieter Ammer, Chief Executive Officer, Conergy AG

As Cofounder, Chairman of the Management Board and CEO of Conergy AG, what are your key roles and leadership responsibilities?

We, two of us, established the company in 1998 and in 2000 I was appointed chairman of the supervisory board. In November 2007, because of our enormous, stressful growth, we had to reshape our strategy. I was delegated from the supervisory board to management. As CEO, I'm responsible for strategy, communications, legal and HR.

The period from 2008 to 2009 was difficult because of the economic crisis, even for the renewable energy industry. We had a cumulative growth rate of roughly 85%. As you can imagine, a growth rate of 85% is difficult to track and to manage. We had too many activities in too many renewable energy technologies in too many parts of the world. We had to refocus the company – and at the same time the economy turned down.

We refocused on PV. We took out our wind, hydro and solar-thermal activities, refocusing on what we do best and what we know best, on which was and is the original DNA structure of our company: PV.

How have those roles – and your business strategy – changed with advancing technology and investor demands?

The PV industry is immature, still focused on what R&D brings next.

What I've seen through these last 11 to 12 years are rapidly changing cycles of supply driven or demand driven situations. So the power shifted frequently between the customers and the suppliers, and it still does. These rapid cycles challenge the company's flexibility and strategy. We are not in one of those industries where you write a strategy booklet in the year 2000 and you follow it for the next 10 to 20 years.

This industry is also government-subsidy based. If subsidy systems change, our industry changes. A very good example of that is Spain, where the industry boomed, and when a low cap was introduced, the Spanish market collapsed within months.

What makes Conergy a leading supplier in the field of photovoltaics?

First of all, it is our quality: our premium products made in Germany respond to the customers' increasing quality awareness. Our customers understand that they get a highly efficient product that will last for at least 20 years.

The second reason why we are a leading solar company is our position as a system supplier. We offer the integration of three elements: the module with the inverter with the mounting system. It's not only a question of the efficiency of the individual cell or module, it's also question of how much of the energy

produced by a module can be transferred into the grid by the inverter.

Today in the PV industry, people buy the various elements from different suppliers and expect them to cooperate and function perfectly. It would be comparable to buying tires from A, gearbox from B, motor from C and body from D and expect a totally integrated car. An automobile's efficiency comes from integration. At the moment, we are the only solar company that offers well-matched components for an entirely integrated solar system.

What are the advantages of investing in solar projects compared with biofuel and wind energy projects?

Solar power is produced and delivered where it is needed. You don't need a huge cable or grid for solar panels. Bio and wind projects, however, are normally put where the resources are available – where you get corn or wood or wind. Strong winds are normally not where people live. This means that you have to transport the power to where it is needed. Solar power is a more decentralized energy production that does not have mechanical wear and tear. Panels work at least 20 years or even 25 to 30 years depending on quality.

The renewable energy game is not one of which is the best, but of which one is best suited at this specific place.



24MW solar park, SinAn, South Korea



2MW rooftop solar park, KAUST University, Saudi Arabia

What barriers does the solar power industry still face, and how does Conergy plan to surmount them?

We have to cope with the fact that we live in a government-subsidized environment. We have to get to grid parity (producing solar power at or below the price of fossil or nuclear power at the place of household consumption) as soon as possible. So we have to lower our costs as an industry in order to be independent of subsidy systems.

The industry has roughly reduced its costs between 15 and 20% per year on average over the past 10 years. Conergy does this by integrating the 3 elements of the system, by running our factories as efficiently as we can, and also by sourcing parts of our products from lower-cost countries.

One of the challenges that we as an industry still face is the huge lobby of the traditional fossil power industry.

Which regions of the world will Conergy target for future development?

We consider the Asia-Pacific region to be one of the future markets. Countries there have started attractive subsidy systems. Asia and also the US will outgrow Europe, and in Europe the other countries will outgrow Germany. Until recently, Germany was roughly 60% of our market. That will go down within the next 1 to 3 years.

According to Solarbuzz, Asia currently has a 7GW pipeline, and 20% of the world's newly installed capac-

I cannot imagine that China can overcome its power challenges just by adding coal power stations.

ity in 2010. That means that supply comes out of Asia.

India is also supposed to be one of the large developing markets. Its "National Solar Mission" is expected to provide multiple gigawatts for the Indian market. So India is attractive. We've already been based there for the last couple of years.

China's pollution is the worst it has been in 5 years. Is China doing everything possible to develop cleanly?

To manage climate change and environmental disasters, and at the same time provide the country with good economic growth and a good increase in private and public wealth is a huge challenge. This challenge can only be matched if the economic growth is coupled with clean energy. I cannot imagine that China can overcome its power challenges just by adding coal power stations one by one, because the long term environmental impact will be a disaster.

There will be a permanent competition between the cost-efficient fossil power stations and clean power, but clean power is imperative for the ecological development of China as a whole.


Right now we have no sales activities in China because competition has been extremely fierce. We are used to competition in general and can cope with it but in China it's very much the element of "buy local"; it's not easy to compete if there is no level playing ground.

What does Conergy have to offer this summer session of the World Economic Forum? And what does it hope to gain from participating?

I will certainly take the clean energy message to the World Economic Forum. I will bring an open mind, an interest to compare and to understand, and maybe find and meet people thinking alike. Because this is a matter that we have to solve globally. It is not a national issue. Clean energy has been very high up on the agenda of individuals and nations for quite a while. After what has happened in the Gulf of Mexico it has moved up again on the priority list.

Any other comments you would like to share with our readers?

I think China is the leading nation that can prove that economic development can be matched with ecological responsibility. It has the ability to do that by using its planning system – it is probably better-prepared to drive resources into the right direction. I think China can be a role model for the world and especially for the developing world: If China makes it in a proper way, there is no reason that others can't. ☐

A close-up portrait of Dr. Lino Guzzella, a middle-aged man with dark hair, wearing glasses, a dark suit jacket, a white shirt, and a patterned tie. He is smiling slightly. The background is a blurred green and white pattern, possibly foliage.

I'm a professor here at ETH, the Swiss Federal Institute of Science and Technology in Zurich, Switzerland. I'm in the mechanical engineering department, which is important for this Forum, related to automotive systems, in particular in creating fuel economy and reducing pollutant emission. We work a lot on hybrid-powered trains, combustion engines, fuel efficient approaches, and how to make mobility possible.

Transportation is one of the fastest growing sectors in energy consumption worldwide, and particularly in China. It's one of the toughest sectors in which to come up with good solutions.

Dr Lino Guzzella
Professor of Mechanical Engineering
ETH Zurich

Creating fuel economy and reducing pollutant emission

What are your key roles and leadership responsibilities at ETH Zurich?

First of all I am an educator – this I think is my most important role. I interact with young people and try to convince them that energy efficient and environmental issues are important. It's not that obvious. Sometimes they're just interested in Formula 1 racing. You have to make clear to them that while it's fun, it's not important. The important thing is to make fuel-efficient, very clean and also very environmentally benign systems. I give them the tools to achieve this objective – mathematical, physical foundations. Then we carry out projects. Students are building eco-cars, fuel-efficient cars, to get used to this field of research and development.

Second, we do our own research, come up with new ideas or optimize existing ideas. This is done most of the time in partnership with industry, so we have very good ties to many automotive OEMs and tier-one suppliers.

The third role in this area is as a general public informer. I'm asked to give interviews in business magazines, or to appear in TV shows or give public talks. I take that role seriously because not only is it important that we have an improved science and technology based, but that we bring this knowledge to the people. When a large number of people know what the issues are, they accordingly deal with them.

How have your activities minimized fuel consumption and pollutant emissions?

Modern gasoline cars emit almost no pollutants anymore. Compare a 2010 gasoline car with a 1980 model, and we have reduced the toxic pollutant emission by more than a factor of 100 – we emit less than 1% of the emission that we

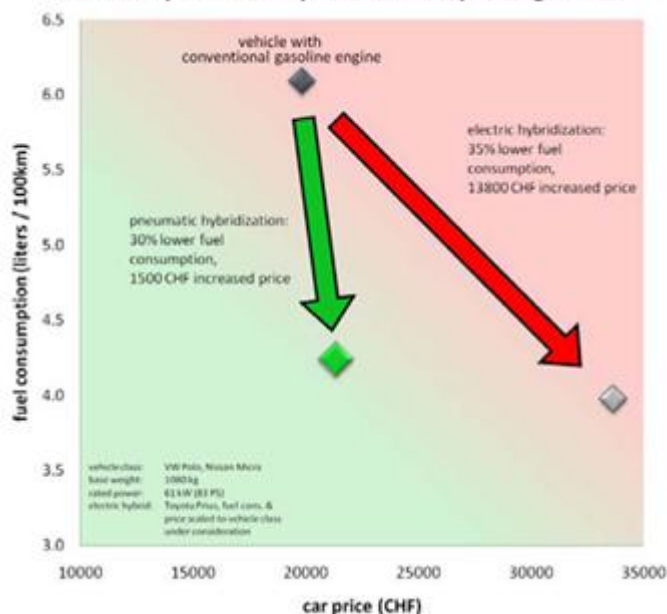
emitted in “the old days”. Particularly here in Europe this has led to a dramatic improvement of air quality in downtown areas. That's not the case all over the world yet, but I'm sure that it will be in a couple of years, provided that the new technology (three-way catalytic converters, controlled injection systems) is really put into place.

Our institute, together with Robert Bosch GmbH, the largest tier-one supplier in the automotive industry, has developed control algorithms – the feedback software – that drives these fuel injection systems such that the catalytic converter can work as it should. This is a contribution of which we are very proud, making engines cleaner.

Making engines more fuel-efficient, the main contribution was the proven concept of downsizing and supercharging. The larger an engine is, the more fuel it consumes. So they key is to make them smaller; get rid of 6-cylinder engines and use 3-cylinder engines. The problem is these lack the power and people still insist on power. We can recover the power by using turbocharging, which is much more complex to control, so it needs much better software to run.

Fifteen to 17 years ago we, together with a Swiss company, put together the first car that really embodied these basic ideas of downsizing and supercharging, and dramatically increased fuel economy – 40% less fuel consumption at that time, with really cheap means to achieve that.

electric vs. pneumatic hybridization of passenger cars



What makes ETH Zurich a leading global science and technology university?

We have proposed an air-assisted combustion engine. We call it the air-hybrid. For a typical electric-hybrid car today, you're looking at at least 10,000 USD more on price compared to the standard power train. Batteries, electronics, powered motors are all expensive. There's also a durability issue associated with that.

We propose the concept where we replace the battery with an air tank. Instead of having extra electric motors or generators, we utilize only the downsized, supercharged combustion engine. With this combination we achieve almost the same fuel savings that an electric hybrid can achieve, but at a much reduced cost – only 300 to 500 USD more.

This technology is very well suited for developing countries like China. This is the reason I am coming to China this fall. I will give presentations in Shanghai, Beijing and Tianjin, and talk to people from the



▲ The Monta Rosa Hut can host up to 125 guests with minimal environmental impact

Chinese automotive industry to see if there is an option to bring these ideas into reality for Chinese automotive companies.

For the Forum I will present work on intelligent building and smart grids. We are working on an alpine cabin that is almost self-sufficient (solar photovoltaic panels and water generated from molten snow) in the middle of the Alps. That needs very sophisticated electronic control systems.

Your teams' PAC-CAR II was certified as the world's most fuel-efficient vehicle. What were the repercussions of these achievements?

Our hydrogen fuel cell car. We worked on that for some time, but believe that fuel cells are a little bit too early at the moment. The problem of fuel cells is they need hydrogen. As long as you make hydrogen out of electricity, it's better to utilize that electricity directly in an electric hybrid power train. It doesn't make sense to make this detour over hydrogen.

The whole thing about efficient mobility is "how can you convert one energy form, let's say solar, into another one, say electric?" Whenever you convert, you inevitably lose. You cannot make more energy than you put in to a system. The trick is to avoid as much as possible these losses.

The problem is that this is not a real car. It's an experimental vehicle op-

timized to beat the world record in fuel economy. Nothing more. Like Formula 1, the fastest, you cannot use them in everyday life.

It was for educating students, for making the ideas known, but not for immediate application, unfortunately. We hoped for some time that we'd be able to bring the ideas of fuel cell technology into real life. We built other vehicles much closer to real cars at that time, but we hit the barrier.

That's why we decided to focus on more realistic approaches. And the most realistic approaches we see today are clean diesel engines, fuel-efficient hybrid electric vehicles, and – which we believe for specific markets is the best – air-assisted hybrid vehicles.

If China can't solve this problem, the planet will not be able to.

What are the biggest barriers to creating zero-emission cars?

Cost. It's a sad fact of life that any new technology is more expensive in the beginning because of the scale of economy. Whenever you add a device – like a battery or an extra turbocharger – it incurs additional costs, and the automotive sector is very cost-sensitive. As long as fuel prices are comparably low,

people are very reluctant to spend say 5000 USD more when they purchase to save up to 10000 USD over the lifetime of the car in reduced fuel consumption. That changed recently of course, when the [crude oil] barrel was over 100 USD people became aware of that issue. But the memory of the people is very short.

How committed is China in this sort of environmental research?

Of course you have problems of rapid development, as we have had here. I'm very much impressed with the intentions and commitments of your leaders and industry to work hard towards an improved environmental situation in China. I'd be very glad to be part of this quest. It's clear that if China can't solve this problem, the planet will not be able to solve this problem.

What are ETH Zurich's expectations from participation in this summer session of the World Economic Forum?

I offer an open mind, interest, contacts to what is going on in Switzerland and middle-Europe. I am looking for people, seeing the real needs, the real opportunities, how much is myth and how much is reality. I would be happy if I come back and have a better understanding of what's really important and what's less important and more of a smokescreen. I want to see through the smokescreen. ☒

HCL is an Indian-headquartered, global IT service provider. Revenue-wise HCL is ranked #4 in that particular category. The top 4 (called the Indian Big 4) have similar aspirations to be the next IBM. They have a core of offshore outsourcing, low-cost alternatives. There are still service offering gaps that need to be filled before they reach this aspiration.

One of the major gaps is how to effectively use a consulting-led approach to drive the IT service. HCL, to address that particular issue, took on a very aggressive acquisition path. At the end of 2008, HCL acquired a London-based consulting firm named Axon. This has given HCL a significant advantage. It also has helped us in taking steps toward our longer-term goal of being a credible alternative to the IBM-like companies all over the world.

Technology without borders

Richard Gu
President, HCL Technologies Greater China Region



What makes HCL a leading global IT services provider?

For any players to claim themselves as a leading IT service provider they need to fulfill a couple of aspects. One is from the service offerings, a second is portfolio perspective.

We have the business consulting/enterprise application that contributes around 30% of our company's revenue. We build custom development software for different companies' Application Development Management (ADM) services. In addition we have an infrastructure service that takes into account a company's core technology and monitoring systems. A fourth line of service, called engineering research, is where a company will outsource its R&D to us.

We still have a majority of the delivery and staff in India, but we have also branched out. This is one of the reasons that have brought us to China, Poland, Brazil, Mexico and Malaysia.

It is said that providers of IT services can no longer afford to focus on technology and internal organization; they now have to consider the quality of the services they provide and focus on the relationship with customers. How does HCL manage that?

The customer relationship is always an important aspect to our overall business strategy. If you look at our services, you can see that everything we touch includes this. The key is to make sure that our services are centered on this approach and can be recognized in the process. The other thing is in order for us to stay as a leading service provider, we conduct a regular customer satisfaction survey and apply the results that come from the feedback.

As a Regional Chief Operations Officer, what are your leadership responsibilities?

HCL-Axon is our business consulting/enterprise applications service.

I have the regional operation responsibility over this. That includes team capability development, operational measurement, collaboration with global delivery, organization, staffing and project responsibility.

There is a greater China strategy, but below that there is a sub-regional strategy.

What are HCL's projects in the Asia-Pacific Region?

In the Greater China region we are currently supporting a very large Systems Applications and Products (SAP) insurance solution. We are providing integration consulting for this client. Additionally, we are maintaining a relationship with an aviation client for the past three years: a joint venture in Shanghai that is looking for alternative solutions to manage their business operations and aviation requirements.

We are also working with the financial service area in Australia. We support six of the top banks of the nation with a variety of IT services. We have furthermore secured a very large public sector engagement in New Zealand to modernize the country's IT systems.

What's more, the Singapore Stock Exchange has selected HCL to improve and manage its IT infrastructure. It will be a combination of local on-site personnel as well as our global staff.

Since establishing here in 2007, what has HCL learned about China's market? How has it adjusted to the market?

For the potential size that this market offers it does put a demand on any MNC. We must truly do our research and take lessons away from others that may or may not be very successful.


There are some key areas where we try to implement our strategy. We have a very large portfolio, but we don't like to take the view that we should just push our portfolio into the market. We want to make sure we have thorough research that will tell us what is relevant and if we should put localization efforts into relevant projects.

The second is project localization. As a service provider our core assets are people. It is important for us to be able to build a China-focused team with backup from our global team. The sequence should not be that we come in with a global view and force it into the market.

The third thing is to take a separate regional view. For example, the southern China market of Hong Kong, Macau and the Shenzhen area is unique, and from our experience this is the market where we can leverage our global domain more effectively.

We are also making good progress in the east region. We want to take more time to also address the northern market, which is the more SOE-driven district, by Beijing. Taiwan is also an area of high developing activity. We need to take the time to build up our readiness to address the different markets. We try to take a sub-regional view.

What does HCL have to offer this summer session of the World Economic Forum? And what does it hope to gain from participating?

At Davos we are not only participants, but involved in the conference with the delivery of speeches. We view Davos as an integral part of our global marketing strategy from the perspectives of branding and awareness. Particularly in China, we want to take advantage of the opportunity to further bring awareness of who we are and what we do to the local market. 

A portrait of Michael Cheung, a middle-aged man with dark hair and glasses, wearing a dark suit, white shirt, and a patterned tie. He is looking directly at the camera with a slight smile. The background is a blurred office setting.

SWIFT is an industry-owned cooperative through which the financial world conducts its business operations with speed, certainty and confidence.

More than 9,000 banking organisations, securities institutions and corporate customers in 209 countries trust us every day to exchange millions of standardised financial messages.

Our value proposition to banks is automation and the creation of standards. This is because we describe different types of financial transactions in standards that enable the back office to read and execute the transaction without manual intervention. We also provide a secured network that banks and financial institutions use to exchange messages. When you make a payment or receive money, it is highly likely that the transaction has come through SWIFT. It is the first cloud computing application system in financial services.

The primary objective of my team is to manage our relationships with the key customers and market infrastructures in the greater China and Korea region and to represent the needs and aspirations of this customer segment with regard to SWIFT's strategy in Asia.

Financial market infrastructure

Michael Cheung
Head of North Asia
SWIFT

How has your business strategy changed with advancing financial markets and investor demands over the past few years?

In 2007 we reorganised SWIFT globally to be a more customer-centric organisation and we regionalised our relationship activities to ensure that our decision-making was close to our customers. This reflects the evolution of our business strategy to move from predominantly the messaging space to working with customers end-to-end in financial transaction management. Since then, our fundamental business strategy has not changed and we have been focusing all our efforts in the region to become the financial market infrastructure that supports Asia's economic growth, development and stability.

What are SWIFT's key activities in China?

In China, our vision translates into important opportunities in the domestic environment as well as the cross-border space.

Half of what we do today globally is already domestic; for example, much of our activity in the securities market and in real-time settlement systems takes place within domestic markets. In countries such as China, where we are well-established as providing a gateway to the rest of the financial world, we are focusing in this domestic space and particularly looking at how we can work more closely with local players and offer products and perhaps even governance and ownership that meet local market needs.

SWIFT has recently collaborated with the central bank of China to integrate financial markets. Could you comment on this activity, and its significance for financial institutions in China?

You are referring to the well-publicised news of our recent cooperation with the central bank to introduce and promote the adoption



In China, securities market traffic is growing by 100%.

of ISO 20022 financial messaging standards. Li Dongrong, Assistant Governor, People's Bank of China, was clear about the importance of this activity for financial institutions in China when he spoke at our Standards Forum in Beijing last May: "The adoption of ISO 20022 is a strategic move for the entire Chinese financial community to achieve interoperability across systems, efficiency, information sharing and to allow better collaboration and competition with international financial institutions worldwide."

We share his view that the implementation of financial standards is a key element to the healthy development of the domestic financial industry in the long term, and we will continue to support our customers and the PBOC as it adopts ISO 20022 in its core systems, including CNAPS II, ACS and bond systems, which we agree are setting an example for the rest of the financial industry.

Despite rapidly emerging Asian markets, SWIFT traffic in the region is just a fraction of that in the Americas or in Europe. What accounts for the relatively low usage of SWIFT services here?

A major reason is that in Europe, where SWIFT began in 1973, there was a strong pressure from the start for the financial markets to standardise in the context of

building the European community – the issue of market standardisation and harmonisation is a more recent issue. The Chinese financial industry is now particularly interested in the issue of standardisation, and they look to SWIFT as their on-the-ground experts for making sure both domestic market practice and international interoperability are defined and integrated within the Chinese financial services industry.

This is changing, however, and for the last few years we've really been noticing a shift from west to east, as in other economic sectors. For example, SWIFT message traffic in Asia-Pacific has risen by 14.9% year-on-year at mid-August of 2010. This is markedly higher than growth elsewhere in the world; Europe, the Middle East and Africa traffic increased 6.0% and the Americas 7.9% during the same period compared to 2009. This year in fact has been the first time we've seen Asia grow faster than other regions. In China, average daily traffic is up 24% as of end July, and securities market traffic is growing by 100%. Clearly, as these markets develop, their need to interoperate efficiently with the rest of the world and within their own financial systems becomes only more important.

What does SWIFT have to offer this summer session of the World Economic Forum? And what does it hope to gain from participating?

The strength of SWIFT is not only in our people, platform, products and services, but we act as a community, creating benefit through shared services and shared ideas. I'm looking forward to talking with colleagues here from both the public and private sector about how communities can lead change, and in particular about how the financial infrastructure of Asia can be strengthened by better cooperation of the various national and sectoral communities present across the region. **E**

The PRI is an initiative originally convened by former UN Secretary-General Kofi Annan, who argued that investor goals of prosperity and growing markets go hand in hand with core United Nations goals of peace, security and sustainable use of resources.

In early 2005, Annan invited a group of the world's largest institutional investors to develop the six Principles for Responsible Investment. Individuals representing 20 pension funds from 12 countries participated, supported by a 70-person group of experts, government officials, civil society and academia.

The Principles were launched in April 2006 at the New York Stock Exchange. In just over four years the PRI network has grown to 800 signatories, from over 40 countries, who manage a total of around 20 trillion USD of assets.

To put that in context, around 20 trillion USD is thought to be 10% of global capital markets.

A portrait of James Gifford, a man with short brown hair and glasses, wearing a dark pinstriped suit jacket, a white shirt, and a red tie with a small white pattern. He is smiling slightly and looking towards the camera.

Environmental, social and corporate governance

Dialogue with James Gifford
Executive Director

United Nations Principles for Responsible Investment

What is necessary for a company to be a prospective investment partner for UNPRI?

Our signatories commit to six aspirational principles:

1. Incorporate environmental, social and governance (ESG) issues into their investment analysis and decision-making processes;
2. Engage in dialogue with companies and other entities to improve corporate performance on ESG issues;
3. Seek ESG information from companies and other entities in which they invest;
4. Promote responsible investment across the investment industry;
5. Collaborate with fellow signatories; and
6. Report on activities and progress towards implementing these Principles.

The Principles are based on the view that ESG issues can affect the performance of investment portfolios. Therefore, giving appropriate consideration to these issues helps investors to fulfil their fiduciary duty and can help protect the value of their investments over the long term.

Has climate change affected how and where to invest?

Climate change matters to mainstream investors. There is also growing evidence that investors are responding to the risks posed by climate change and environmental damage. PRI signatories, for example, have been involved in 22 environmental engagements with companies over the last 12 months.

How has the investment market changed after the economic crisis of 2008/2009?

We have found that the crisis has actually noticeably increased investor interest in responsible investment in general and the PRI in particular. In the past year alone over 200 new signatories managing over 4 trillion USD have signed up to the Initiative. The crisis has shown the need for a more sustainable form of investment where the full range of risks – including those that have the potential to bring down the system – are incorporated into investment analysis and ownership practices. This crisis can be seen as a failure of analysis of risk (Principle 1), a failure of active ownership to ensure that risk is managed (Principle 2) and a failure on the part of investee entities to be sufficiently transparent (Principle 3).

What are the organizations greatest achievements?

The PRI initiative is slowly but surely catalysing real improvements in investor consideration of ESG issues within investment decision-making and ownership practices. This is evidenced mainly through improvements in self-reported responsible investment activity among signatories.

The Principles focus the policies and processes around integration, engagement and transparency applied across the 20 trillion USD of assets that have signed up. In these areas we have seen strong progress in the four years since the PRI was launched.

A large number of signatories have appointed dedicated ESG or sustainability managers within their investment teams, and global organisations such as HSBC Investments have rolled out training programmes for all their investment professionals.

The economic crisis noticeably increased investor interest in responsible investment, and the PRI in particular.

Around 90% of asset owner signatories to the PRI now take part in some form of active ownership activities, which include engaging in dialogue with companies, voting at company meetings and, where dialogue is unsuccessful, filing shareholder resolutions. While the bulk of these activities remain focused on ‘traditional’ corporate governance issues, increasingly, environmental and social issues are moving up the agenda.

One recent example came about through the PRI’s online Clearinghouse, and saw a coalition of 20 signatories engage with many global companies to help end the use of forced child labour in Uzbekistan’s cotton sector – the world’s third biggest cotton supplier. Over 70 of the world’s largest apparel brands and retailers have joined the effort, including C&A, Gap and Levi’s.

What challenges does UNPRI face?

The biggest challenge continues to be facilitating learning between all investors to ensure ESG analysis and engagement with companies become a routine part of investment decision-making and ownership practices.

The Principles are ambitious, but with support we hope investors will take up these challenges. The result should be better-managed companies with long-term and sustainable operations, leading ultimately to better investment returns. **E**





Your Active Partner !

Business Consulting
Events Organization
Human Resource
Logistics Solutions
International Business Center

 **Boxinves**
www.boxinves.com

Magnetic Plaza, Building A4, 6th Floor, Binshui West Road, Nankai District, 300381 TIANJIN, P.R. CHINA
Tel : +86 22 2391 7700 Fax : +86 22 2391 0555 E-mail : csc@boxinves.com

Recent Developments on Foreign Investment Policies in China (Part II)



Francisco Soler Caballero



Yunjie Si

by Francisco Soler Caballero and Yunjie Si, Garrigues Shanghai

As introduced in this column last month, on 6 April 2010, the State Council of the People's Republic of China promulgated *Several Opinions on Further Improving the Utilization of Foreign Investment* (the Opinions), launching a reform of the current foreign investment regulatory system. To implement the Opinions, the National Development and Reform Commission (NDRC) also issued the *Circular on Delegation of Verification Power for the Foreign Invested Projects* on 4 May 2010, the Ministry of Commerce (MOC) issued the *Circular on Delegation of Approval Power for the Foreign Investments* on 10 June 2010, and the State Administration for Industry and Commerce (SAIC) issued the *Several Opinions on Fully Playing the Functions on Administration of Industry and Commerce and Further Improving the Work of Serving the Foreign Invested Enterprise* on 7 May 2010 (collectively referred to as Implementing Rules).

In the last issue, two main features of the above Opinions – optimizing the industrial structure of foreign investment and encouraging “going to Midwest China” – were introduced. In continuation, this article will present additional important aspects of the above Opinions regarding the new development on foreign investment policies.

Facilitating Foreign Investment

Delegation of approval powers

According to the Opinions as well as Implementing Rules of NDRC and MOC, local governments are granted with more powers in the verification and approval of foreign-invested projects. Generally speaking, the line between central approval and local approval has been brought up from 100 million USD

to 300 million USD for permitted and encouraged projects, while the line remains 50 million USD for restricted projects. In addition, MOC also delegates its approval power for foreign investments in many industries that involve macro-controlling or special industrial policies to the local government.

The following chart illustrates the approval power regime for foreign investment following the Opinions and the MOC Implementing Rules:

Projects	Above the line*	Below the line*
New establishment and change of ordinary encouraged, permitted and restricted project	MOC	
Capital increase		local MOC
Encouraged project that does not require national overall balance	local MOC	
Investment company	MOC	local MOC + filing with MOC
Venture capital investment company		
Service industry	local MOC (except expressly stipulated by laws and regulations to be approved by MOC)	
Financial industry	MOC	MOC
Telecom industry		

* the line refers to, in terms of total investment amount, 300m USD for permitted and encouraged projects and 50m USD for restricted projects; one exception is that the line for an investment company is in terms of registered capital.

It is worthwhile to pay special attention to the reform in the approval of foreign investment in service industries. Actually, since 2008 the MOC has been gradually delegating its approval power to local MOCs in some specific service industry projects with a total investment below the line (projects that were previously stipulated to be approved by MOC according to relevant specific industry regulations). Those services mainly included financing leasing services, distribution of books, newspapers, audiovisual products, auctions and medical institutions (Specific Service Industries).

According to the Opinions and MOC Implementing Rules, foreign investment in the service industry (including those above the line, but not financial and telecom services) will be subject to the approval of the local MOC, except when expressly stipulated by laws and regulations to be approved by MOC. It is understood that "laws and regulations" usually refers to those issued by the National People's Congress or its standing committee, or the State Council, excluding the ministry regulations issued by MOC or other ministries. Based on such understanding, all the included service industries, even

the service industry would remain unchanged, except that the line is brought up from 100 million USD to 300 million USD.

Due to the above contradiction between the Opinions and the said State Council Decisions, further regulations should be issued to clarify the delegation of approval power for foreign investment in service industries.

Possibility to extend the contribution schedule

Considering the ongoing global financial crisis, the Opinions allow extension of a capital contribution payment schedule if a foreign investor is unable to make its contribution on time due to lack of funds.

The Opinions did not, however, specify whether the extension is possible for all contribution installments including initial installment and the remaining installments, or only possible for the remaining installments. This question is of importance because pursuant to current foreign investment laws, if foreign investors fail to contribute the first installment on schedule, the foreign invested enterprise (FIE) will be automatically dissolved. This matter has been clarified by the SAIC Implementing Rules, according to which the extension is only possible for the remaining installments after the initial installment is fully contributed and provided that the FIE has no violation record. Such extension is subject to approval by the approval authorities of the foreign investment.

Facilitating the capital increase via creditor's rights

According to the Company Law of the PRC, the expressly specified possible instruments for capital contribution are currency or non-currency property that may be valued in currency and transferable according to law (ex. physical objects, intellectual property and land use rights).

Specific Service Industries, will be subject to approval of local MOC – a great change from the current approval procedures.

However, pursuant to the Decisions of the State Council concerning the *Fifth Batch of Administrative Approval Items for which the Approvals are Cancelled or Delegated*, as recently issued on 4 July 2010, the approval power for the aforementioned Specific Service Industries with a total investment below the line is delegated to local MOCs, which implies the approval power for the aforementioned Specific Service Industries with a total investment above the line would be retained by the MOC. Based on this understanding, approval in

There is no law, however, expressly allowing the creditor's rights to be contributed to the registered capital of the FIE, though the regulations of State Administration for Foreign Exchange (SAFE) permit so. Due to this uncertainty in law, practices vary from one location to another, namely, creditor's rights as a contribution method may be accepted by an authority in one place but may not be accepted by another authority in a different location.

In order to facilitate foreign investment and give the foreign investor more flexibility in capital contribution, the SAIC Implementing Rules expressly put forward that capital increase via creditor's rights should be facilitated. The SAIC will study and issue detailed rules on capital increase via creditor's rights to uniform the practice.

Simplifying the Settlement Procedure for Foreign Capital Fund

The current settlement procedure for Foreign Capital Fund is established under the SAFE regulations Hui-zongfa [2008] No.142, pursuant to which four principles are adopted: (1) the foreign capital fund can be settled only after verification of capital; (2) the CNY fund from the settlement of foreign capital fund of a FIE shall be used only within the business scope as approved, and shall not be used for domestic equity investment unless it is otherwise provided for; (3) except for the settlement for corporate petty cash fund below the cap of 50,000 USD, the settlement shall be conducted only when there is a need for using the fund as proved by documents certifying the purposes of the CNY fund (ex. commercial contracts or payment notices); (4) after the settlement, the CNY fund shall be paid out on the same day of settlement if the CNY account is opened at the same bank, or within 2 working days when the CNY account is opened at a different bank. As it can be seen, the

settlement of foreign capital fund is currently tightly controlled and can cause some inconvenience to the enterprise's use of capital fund.

Eligible FIEs are encouraged to go public and to issue shares, corporate bonds and medium-term instruments in China to facilitate broader financing channels.

In the Opinions, SAFE is required to simplify the settlement procedure for foreign capital fund, but there are no further provisions on how this should be done. So far, some simplified procedures have been implemented on trial basis in some areas in China (like the Sino-Singapore Eco-City in Tianjin), so this trial procedure may be generalized in the future. In the trial procedures, the FIE may at its discretion chose to settle the foreign capital fund when necessary and save the CNY fund in its CNY account; the bank will check each use and flow of the CNY fund only when it is paid out from the CNY account. By doing so, the enterprise can reduce the exchange risk. So it is foreseeable that SAFE will soon issue relevant regulations on how to simplify the settlement procedure for foreign capital fund.

Simplifying the approval and registration procedures


Both the Opinions and the Implementing Rules require the relevant authorities to simplify the approval and registration procedures by shortening the approval time, formatting the templates of articles of association and foreign investment contracts, adopting the online approval and delegating powers.

Diversifying Foreign Investment Modes

According to the Opinions, foreign investments are welcome to participate in the restructuring and consolidation of Chinese domestic enterprises by means of equity holding and M&A. A-share listed companies are encouraged to introduce foreign strategic investors, subject to approval by MOC. Nevertheless, the foreign investors should always be cautious of anti-monopoly review launched by the Chinese government during the above transactions.

Foreign investors are allowed to establish small and medium guarantee companies in 9 provinces on a trial basis. The NDRC is currently working on the relevant detailed rules.

Additionally, eligible FIEs are encouraged to go public and to issue shares, corporate bonds and medium-term instruments in China to facilitate broader financing channels.

In conclusion, though the Opinions mainly provide general guidelines regarding the new policies in foreign investment, its implementation still relies on further detail rules. The Opinions reflect the general attitude of the Chinese government and are sure to reform the foreign investment regulatory regime, greatly impacting foreign investors' decision-making in China. All FIEs in China, as well as foreign companies doing business in this country, should keep a close watch on further developments of these policies. 

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.





Horsing Around

How real is prospect of 'equestrian city' promised by investors?

By Mark Gao

Big announcements are common fodder for Chinese business press: promises and pledges of huge investments, joint ventures, factories fill pages. Barely half the plans are realized, in Tianjin or elsewhere. Yet one of the most intriguing such good-news stories of late was surely the announcement by a Dubai-Chinese joint venture that an equestrian city will be built in Tianjin to breed thousands of thoroughbred horses and run them in local races. Lots more was suggested: tourism, equestrian sports excellence centre, etc.

Tianjin Horse City is to be jointly established by Meydan City Corporation (Dubai, UAE) and TAK Design Consultants (Malaysia) alongside Chinese partners Zhouji Jiye and Tianjin Farm Group. Meydan claims, “The Group will help fulfil the gaps in the equestrian sports and horse culture industry economy in China, and merge the modern equine industry operations system in the coming 15 years.”

It sounds utterly incredulous, and whoever wrote the press release announcing the venture doesn't seem to know much about the stuttering local

The cash-cow of horse sports, racing, remains grounded here due to a ban on gambling.

equestrian scene, which remains immature compared to equestrianism in Japan or the West, particularly since the cash-cow of horse sports, racing, remains grounded here due to a ban on gambling.

Yet the international backers of the project would seem to have some form in the business. Controlled by the government of the United Arab Emirates (of which Dubai is part), Meydan oversees a vast new race course in Dubai (with an obligatory 5-star hotel and “ten fine dining establishments” similar to what's been promised in Tianjin). Yet the new Dubai project has been branded an “Ozymandias in the desert” by international media outlets as given the recent exodus of expatriates from debt-scarred Dubai.

Another white elephant in the making perhaps, Tianjin Horse City is nothing if not ambitious. When the earth movers move onto the site in Ninghe County, a township of the city, they'll be working a 5,000 mu (3.3 sqkm) site which will eventually host train facilities for 8,000 equestrian professionals and breed 1,000 high quality studhorses.

In addition to an equestrian college, feedstuff plant, breeding base, horse hospital and quarantine centre, Tianjin Horse City will also include “five-star to seven-star” luxury hotels as well as offices, and apartments, all in a comparative backwater belt of Tianjin.

Horse City also promises to “hold international and domestic professional horse races, promote and im-





Model of the proposed Tianjin Horse City

part equine culture and knowledge to youths, provide tourism services for the public, and protect the wellbeing and interests of equines.”

Phew! And everything will be up and running by 2015. In fairness there are some things in Tianjin’s favour. It has a track record as a testing ground for off-beat sports. The first baseball stadium post-1949 was built here – by the Dodgers boss no less. Tianjin is also the site of a new motor racing track being built by an operation connected to the Beijing-based Goldenport racetrack operator. And there’s talk of a new yacht club in the city.

Also in Tianjin’s favour is its proximity to Beijing which is far and away the centre of China’s equestrian scene, boasting more equestrian clubs than the rest of the country’s cities put together. Tianjin, where land is cheaper and more available, could be a good base to service such a scene.

But who needs 1,000 horses? True, imports of bloodstock are growing, but from a small base and are unlikely to amount to more than a couple of hundred horses a year. Moreover there is local capacity to supply racing steeds: the ill-fated Jockey Club in Beijing’s Tongzhou suburbs breeds 2,000 horses a year.

There are plenty in Meydan’s home turf who similarly question the project’s ability to provide 10,000 jobs and “pay hundreds of millions of taxes and profits to the State within five years” – not to mind franchise its operations across China. The announcement has caused some head-scratching in UAE financial circles, given the territory has had a torrid time lately dealing with debt built up from rash construction projects. An editorial writer on the popular portal Arabianbusiness.com noted that “few people in Tianjin or even in China seem to have heard anything about

this Tianjin Horse City project until the recent announcement by Meydan through press releases.”

Given that the accumulated total foreign investment in Ninghe to date is just around 290 million USD, such a huge inflow (of 4 billion USD over time) as announced by Meydan should not have gone unnoticed. So it’s very strange that nobody in China seems to have heard of this JV up till now.

Arabianbusiness pertinently asks why Meydan didn’t instead partner with the Royal Nanjing Jockey Club in Nanjing, which has apparently been trying to partner with Meydan to brand and develop its race course, currently being upgraded. “It seems strange that Meydan should even consider such a major equestrian based real estate project in such a small town when it has been invited to participate... with an already licensed race course operator.”



In true Leninist style the Horse City management has prepared two five-year plans, the first spanning five years and eight months from May 2010 to December 2015. By the end of 2011, the equestrian college, stud-horse base and feedstuff plant will be completed and put into trial operations. By the end of 2012, the horse trading centre, hotel, clubhouse, shopping centre, and entertainment centre will be completed, and by the end of the following year offices and living facilities will be completed.

By 2014, national standard club events, national equestrian club and national equestrian park franchises will be developed. The second five-year plan spans from January 2016 to December 2020, which will focus “on the listing of the Company and cohesion with the international horse industry.”

Though its feasibility is questionable there are some admirable aspects to

the project, notably its educational offering. Up and running in 2012 with 1,000 students and 50 teachers, the 1.4-billion-USD Hua Zhi Jie International Equestrian College will be jointly established with a local (unnamed) agricultural university and a sports university to train “qualified professionals as future equestrians to support the horse industry”. Graduates will include vets and “horse breakers”.

If it does happen, the college will provide some first for China: a horse hospital, quarantine centre and horse feedstuff plant. But does China need a stud farm with “1,000 different blood horses, most of which will be derived from good stud horses in the world”? Seeing perhaps too much of the commercial aspects the backers say “a highly ranked imported blood horse may sell at 1-10 million CNY or more.”

Other promises of the project are somewhat ethereal, if laudable. The

1,000 horses will produce about 10 tons of manure, enough for a bio-mass pool to generate methane for daily cooking, heating and lighting as well as fertilizer for local land. Production at the project’s feed factory will combine imported formulas and equipment but some 50% of output will be exported. Given the difficulties of China’s existing equestrian clubs in sourcing quality hay (lack of arable land and problems of overgrazing in grass belts like Inner Mongolia) and feed suitable for horses, the projection sounds particularly optimistic.

Horse City is also being optimistic in predicting its horse auction house will have an initial trade volume of 700 horses a year, “with an annual increase of 10%, up to 1,050 horses a year in the fifth year.” More astounding though is a plan to develop 500 standard equestrian clubs and 500 equestrian parks, “with



25,000 employees and 50,000 studhorses, with a production value of 30-50 billion CNY.”

Another Horse City pledge is the establishment of the China Equestrian Professional League. “In particular, in the first year, the company will standardize various equestrian matches, train various talents, and enhance the level of equestrian sport and the quality of horses in China.” Research on “equestrian standards” apparently already commenced in May this year.

Yet while such ventures may do much for the club’s standardization and the competition scene here, the suggested “mass appeal” for equestrian sports which Horse City promises to generate seems unlikely any time soon, given the country has only a patchy series of local equestrian competitions and scant sponsorship of same.

Most intriguing of all is what the project planners have to say on horse racing, which would seem vital to any project of this scale. While the project promises racing, the press releases so far note the “commencement of the construction of a horse racing field will depend on the decision of the State on commercial horse racing.” The Group, though, in the meantime “will pay attention to and make proposals on the policy of the State in respect of commercial horse racing, seek the support of the State and local governments.”

Others have tried, and Wuhan already hosts a major Hong Kong-invested racetrack with jockey training centre, which has been described in local media as the country’s test bed for legalized racing-for-betting. There have been no announcements that Wuhan is making much progress in persuading local powers that be. So it’s difficult to see how Tianjin would get the green light any faster. Without racing, there seems less chance of success for a five-star to seven-star international hotel with a capacity for 3,600 guests.

I stand open to correction, and wait to be convinced by events, but so far this whole project smells somewhat of equine manure. Given that Dubai is no longer as flush with cash as it used to be there will clearly be consequences if things don’t work out for Meydan in Tianjin. That Arabianbusiness.com editorial puts it bluntly: “Meydan, being part of a Sovereign Fund, has both the business and moral obligation to seriously achieve commercial viability for all of its activities be it foreign or domestic if it wants to establish the credibility that Dubai as a whole lost during the recent financial crisis.” **E**

GREAT WALL CHARITY SAILING CHALLENGE

The ultimate team endurance event

16 October 2010



www.beijingsailing.com

39° 54' 25" N 119° 34' 04" E

Come and watch this unique event and help raise much-needed funds for charity. Special supporters' weekend package available. All sponsorship donations welcome. Call today!



Raising funds for charity
www.roundaboutchina.com

Event Media Partner

thebeijinger



BSC BASE ⇨ **LAOLONGTOU** ⇨ **SHANGHAIGUAN** ⇨ **JIAOSHAN**

SAIL 40 KM



RUN 12 KM



SCRAMBLE 2 KM

FINISH ON TOP OF THE GREAT WALL!



Business Tianjin is proud to support this charity event.

+86 1500 118 9580

+86 10 5900 0276

sailing@beijingsailing.com

www.beijingsailing.com

和北京航海中心一起在美丽的北戴河航海
5.1-10.31全天营业

Sailing with the Beijing Sailing Center at scenic Beidaihe open every day May 1 to Oct 31



Simon Bai
Winners Law Firm

TRUST UNDER CHINESE LAW



Trust as a legal concept originated in England in the 13th century. Under English law, a trust is created by a settlor, who entrusts some or all of his property to people of his choice (the trustees), who in turn administer such properties as instructed. The trustees hold legal title to the trust property, but they are obliged to hold the property for the benefit of one or more individuals or organizations (the beneficiary), usually determined by the settlor, who holds equitable title. There exists a fiduciary duty on the part of the trustee owed to the beneficiaries.

Like some Asian countries, China adopted into its legal system the idea of trust in the late 1990s, although having substantially changed what trust is under common law.

The 'trust' under *Trust Law of China* (TLC) is defined as a settlor, based on his trust in the trustee, entrusting his property rights to the trustee and allowing the trustee, according to the will of the settlor and in the name of the trustee, to administer or dispose of such property in the interest of a beneficiary or for any other intended purposes.

It is noteworthy that, unlike trust under common law, legal title of the properties under a Chinese trust is not transferred from the settlor to the trustee. Entrustment under TLC is somewhat equivalent to the common law doctrine of agency, although scholars have different opinions. In addition, legally speaking, there are no such legal terms as equitable interest or fiduciary duty under Chinese law, which may be dealt with by way of contract, which is the case of trust in China.

Creation of a trust

In order to establish a trust under Chinese law, four requirements have to be fulfilled:

- i. Legitimate purpose of the trust
TLC expressly requires that a trust serve a legitimate purpose, which means a trust is subject to invalidity if it is found to be used for illegal purposes.
- ii. Certainty of trust properties
Similar to common law requirements, TLC also stipulates that there must be certainty as to the trust properties, and such properties shall be lawfully owned by the settlor.
- iii. In writing
A valid and enforceable trust has to be in a written form, which includes trust contracts, wills or other written documents that are recognized under Chinese law. Moreover, such written document shall include the following information in order to constitute a legally binding trust:
 - a) Purpose of the trust;
 - b) Names and addresses of the settlor, the trustee and the beneficiary;
 - c) The beneficiary or the scope of the beneficiary;

- d) Scope, type and status of the trust property;
- e) Ways and methods by which the beneficiary gets the trust proceeds.

Besides the above, the duration of the trust, methods of management of the trust property, remuneration of the trustee, methods of designation of new trustees, reasons for terminating a trust and other information could also be provided in the trust documents.

This requirement of trust being in writing under TLC means that it is not possible for a settlor to create a trust merely by declaring himself a trustee. Similarly, there is no scope for constructive or implied trusts to operate as under common law systems.

- iv. Registration of trust where required
TLC provides that where trust property shall be registered according to the provisions of laws or administrative regulations for the establishment of a trust, such property shall undergo a filing and registration procedure with government agencies in order to make it valid and effective.

There are circumstances under which the trust could be held null and void under Chinese law. These include the following:

- i. The purposes of the trust are against laws or regulations, or harm the public interests of society;
- ii. The trust property cannot be identified;
- iii. The settlor establishes a trust by using illegal properties or properties that are prohibited by law;
- iv. Establishing a trust especially for the purpose of litigation or of demanding the payment of a debt or loan;

- v. The beneficiary or the scope of beneficiaries cannot be identified.

The parties to a trust

The settlor, who shall be a natural or legal person with full civil capacity, maintains a prominent position in a trust under Chinese law. He continues to enjoy many rights after the creation of the trust. The settlor has the right of access to information about the administration of the trust, including its income, expenses and disposal of properties, as well as the right to request explanations of the trustee's activities and to review or duplicate trust accounts.

The settlor may request the trustee to modify the methods of administering the trust property if the current methods prevent the realization of the purposes of the trust or are not in the best interests of the beneficiary due to causes that were unforeseen when the trust was established.

The settlor may also apply to the court to annul dispositions of properties in breach of trust (such a right has to be exercised within one year from the time when the settlor knows or should have known such dispositions) and request the trustee to restore the property to its former state or make compensation if there exists gross negligence or willful misconduct on the part of the trustee.

If a transferee of such trust property accepts the property while knowing the violation of the purposes of the trust, he shall return the property or make compensation.

Where gross negligence on the part of the trustee or breach of trust purpose can be established, the settlor may dismiss the trustee in accordance with the trust document or upon application to the court.



In China, institutional trustees (other than natural persons) shall be approved by government, which requires special qualifications. The trustee is obliged to be bound by the provisions of the trust documents and under the obligation to conduct business in the best interests of the beneficiary.

In this regard, TLC provides that the trustee shall fulfill his duties and perform the obligation of being honest, of good faith and prudent, and administer the trust properties effectively.

The duties of prudence and effectiveness are not usually seen under common law duties. In common

law a trustee must act honestly and exercise the same degree of care, skill and diligence that an ordinary person would exercise, and the trustee must act in the best interests of the beneficiaries. These additional duties under Chinese law are understandable or natural since the thresholds for institutional trustees are stringent and the approval process is rigorous. However, it would be difficult to draw up a guideline as to what constitutes breach of these two duties in practice.

The trustee shall avoid conflicts of interest and shall not promote his personal interests at the cost of


In China, institutional trustees shall be approved by the government.

trust properties. Also, the trustee is required to administer the trust property separately from his own property and to keep separate accounting books; this applies to trust properties of different settlors.

The trustee has the right to remuneration as agreed in the trust documents; where there is no such agreement, a supplementary agreement may be reached with the consent of all parties concerned.

The trustee's duty to pay trust benefits or proceeds to the beneficiaries shall be within the limit of the trust property subject to circumstances of gross negligence or breach of trust purposes, etc.

The beneficiary is the person who enjoys the beneficial right and interests of the trust. The settlor may be the beneficiary, and may also be the only beneficiary of the same trust. The trustee may be the beneficiary, but must not be the only beneficiary of the same trust.

Chinese law provides that a beneficiary may exercise virtually all the rights that the settlor is entitled to. In exercising those rights, if a beneficiary holds different views from those of the settlor, the beneficiary may resort to the court for a decision, which means he may take legal actions to request a ruling. 

One of the biggest full-service firms in Tianjin, WINNERS (金诺律师事务所) provides legal service in Mandarin, English, Japanese, and Korean. WINNERS was named "Tianjin Law Firm of the Year" in 2008 and 2009 by Asia Legal Business, a testimony to our achievement as the market leader in Tianjin.



Simon Mair,
Project Manager,
China IPR SME
Helpdesk

Guideline on Medical Device Industry IPR Protection in China



China is one of the world's largest healthcare markets. As such, a chief concern for the medical device industry is risk from IPR infringement. Effective IP protection in the medical device industry requires registration of IPR, management of IP during R&D, and sourcing, among other considerations. Identifying and registering all of your IP assets will help to prevent issues before they arise - a much simpler and affordable process than enforcing your rights following the discovery of infringement.

Identification and Registration of IPR

Trademarks

It is common for domestic applicants to register the English or Chinese trademarks of foreign companies in bad faith, and use them to produce infringing products or to sell them back to the rightful owner.

To best protect trademarks, companies should:

- Register their trademarks as soon as possible, considering the two- to three-year registration process
- Register and consistently use Chinese ver-

sions of their trademark to avoid the problem of an unofficial 'nickname', which others can also register

- Avoid 'pirated' registrations by hiring a trademark watching service (either internationally or with their local agent in China) to monitor for similar marks that are published for registration

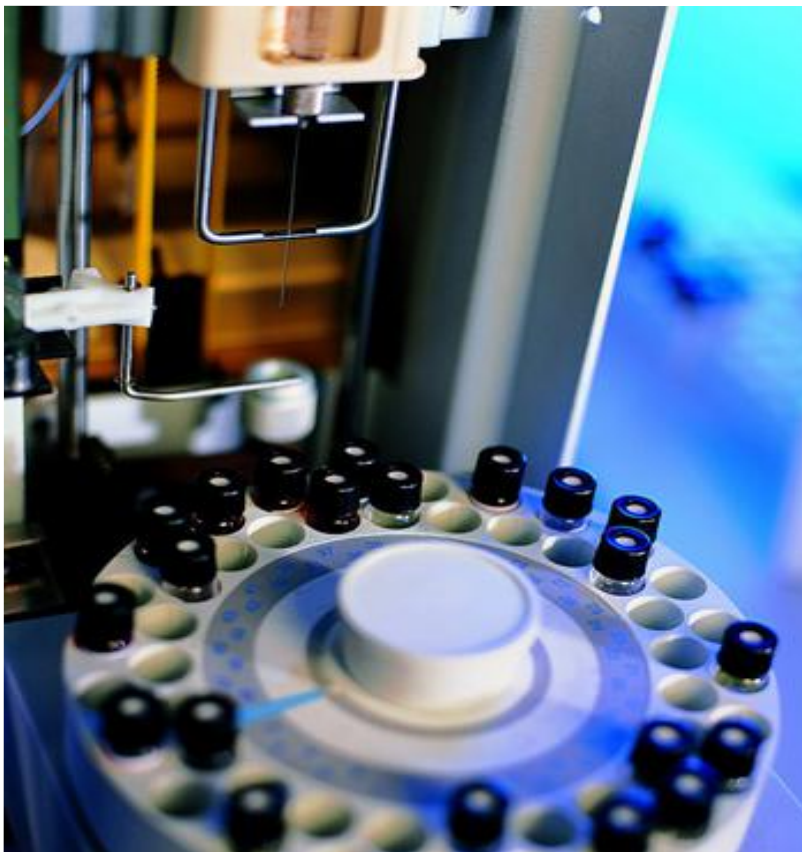
Copyrights

Electronic diagnostic devices are often operated with software and technical manuals. Both software and printed materials are protectable as works of copyright in China. Unlike Europe, China has a system for registering copyright. While registration is not required to enforce your copyright, it is a convenient way to show evidence of ownership, and is a straightforward procedure.

Databases resulting from devices that require clinical trials are also registrable as works of copyright.

Invention Patents

Considering the growing importance of the



It is common for infringing companies to register others' designs to sell infringing products or even threaten action against the originator.

medical devices market and the significance of China in the global supply chain, it is strongly recommended that companies file patents in China for new inventions. Invention patents are granted by the State Intellectual Property Office (SIPO) and the registration process takes approximately three to five years.

Companies should be aware of the absolute novelty standard, which means patents must be examined against worldwide prior art, rather than only novelty in China, to ensure that patents filed in China are genuinely novel and prevent 'pirated' applications of other's technologies

patented elsewhere. Therefore, foreign companies must be careful and ensure that the novelty is protected before applying for a patent.

In addition, SMEs in the medical devices industry should be aware of the 'Bolar exemption', which states that producing, using or importing patented medicine or patented medicinal equipment for the purpose of obtaining approval does not constitute infringement. Bearing in mind that product approval is a lengthy process in the medical device industry, this rule may allow competitors to quickly launch competing products when the patent of the originator company expires.

Utility Model and Design Patents

In addition to invention patents, China also recognises utility model patents and design patents. Both types of patents last for 10 years and are granted within one year. A utility model patent is granted for new technical solutions relating to the shape and/or structure of an object. In general, the degree of invention required for a utility model patent is not as high as for invention patents.

Design patents cover only the outward appearance of a product. It is common for infringing companies to register the designs of others and to use their registration to sell infringing products or even threaten action against the originator or its suppliers. While this kind of 'pirate' patent can be invalidated, the process is much more time-consuming and costly than simply registering a design patent.

Trade Secrets

China recognises protection for trade secrets, provided that physical and contractual barriers are in place for maintaining confidential information. For example, the owner of the trade secret should mark the information 'confidential', identify the information as confidential in a written agreement, and take steps to limit access to the information such as requiring the signing of confidentiality agreements.

China's Labour Contract Law allows for restrictive covenants to be imposed on key employees post-employment for a period of up to one year, although reasonable remuneration should be provided.

To best protect trade secrets, companies should:

- Conduct an internal review of what information or know-how should be properly protected as a trade secret and whether such information is used in China

- Ensure that such information is properly identified and that security measures are taken to isolate it from being freely circulated; employees or third parties that have access to such information should be strictly bound by confidentiality terms not to disclose the secret to others

Management of IP in Your Business

R&D and Joint Product Development

It is quite common for European SMEs to work with Chinese suppliers for joint development of new products. While this process can be rewarding for your business, there are also IP risks involved.

Companies with joint R&D efforts in China should:

- Ensure that that key employees are covered by confidentiality agreements, trade secrets are protected as recommended above, and that patent management policies comply with Chinese law
- State clearly in the contract how newly created IPR will be owned; it should be noted that contracts that do not allow another party to derive any economic benefit from improvements or new IP will generally not be legally valid
- File for a patent in China first or seek a license from the SIPO to file overseas first for the new R&D product
- Assure that the remuneration policy for inventors is in under compliance

Product Sourcing, Distribution and Licensing

If you are considering sourcing products from China, distributing product in China, or licensing into China any products that may contain IP in the form of brands, patents or know-how, you should draft contracts that specifically identify and protect your IP from misuse by business partners.

Some foreign companies are often under the impression that contracts in

China are not actually enforceable – this is a misconception and companies should always treat contracts as fully enforceable as they would in their home country.

Companies sourcing, distributing or licensing in China should:

- Conduct comprehensive due diligence on potential partners, including background checks on whether they have been involved in IPR disputes and references from other business partners
- Draft contracts in Chinese in accordance with the Chinese law and ensure that both parties fully understand the terms
- Check that potential new supplies for OEM production are recognised in Chinese courts
- Review clauses carefully to guard against disclosure of information and products that may contain proprietary IP

Ensure that key employees are covered by confidentiality agreements.

Enforcement of IPR

Considering the critical importance of safety in the medical devices industry, infringing products are especially detrimental to a company's business and reputation. Therefore, medical device manufacturers selling in or sourcing products from China should have a procedure established in advance to deal with reports of suspect products.

Companies should:

- Establish a quick reporting protocol with local business units and partners so that reports of potentially substandard or counterfeit products can be analysed immediately; any substandard product reported

should be considered potentially counterfeit

- Monitor industry trade fairs / Internet trade portals to find potentially competing products
- Work closely with the Administration of Quality Supervision Inspection and Quarantine (AQSIQ), which has direct regulatory supervision over medical devices, in order to gain assistance in dealing with suspected counterfeit products and reduce the likelihood of a product recall
- Use security marking on products and tightly control this system to ensure efficient authentication
- Engage a professional investigation firm with experience in medical devices or the healthcare industry that can work with you to identify potential problems and gather evidence in a way that will increase the chances of effective enforcement

Safety is an issue of paramount importance in the medical devices industry. Counterfeit medical devices can not only be detrimental to public health but can also directly damage your reputation and result in reduced market share in both China and at home.

Establishing an effective IPR strategy that includes taking preventative measures before issues arise and establishing procedures should infringement be discovered can greatly reduce risks and protect your business. **E**

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.



Wolfgang Knüfer

Leading Without Authority

How often have you needed the support of others to succeed when you had absolutely no formal authority? The “because I said so” option was not available. Even more troubling was the fact that the “I ain’t gotta do it; I’m outta here” option was clearly available to the other party.

This article offers a few concepts and skills to help you exercise influence without authority. Now especially, successful companies in Tianjin – like Siemens SMDT, which expends great effort to manage its tremendous growth – need and apply these concepts and skills.

People are often not even aware that they have or have not the power to act as an official leader. So first, let’s briefly cover the four types of power available in the work place.

- **Positional Power** comes from your position (title) in the formal hierarchy of your company. A structure of positional power and authority is absolutely necessary to bring order and discipline to organizations.

The bad news is that positional power can be easily abused. Every time we lean heavily on the “because I said so” option, there is unwanted collateral damage to the relationship with colleagues. Positional power should be minimized and understated. It only guarantees





the job will get done to the absolute lowest standard.

- **Coercive Power** is the power to punish or to dole out negative consequences. We call it threat and intimidation, though it's not always bad.

- **Expert Power** is the power behind special knowledge or skills one possesses. The Ph.D.s of the world earn that prestigious moniker by making a contribution to mankind's body of knowledge in a particular field. Being a Ph.D. at *Leading When You are Not in Charge* requires a thorough knowledge and application of several key "people skills".

- Finally, **Personal Power** exists in the eye of the beholder. You have personal power if and only if the other party perceives that you do. When you are perceived as a person of character, integrity, honesty, selfless passion for the company, and as someone who can be trusted at all times under

all circumstances – then you will have personal power.

Positional and coercive powers are limited by the job description. These two types of power underwrite a behavioral rental agreement that expires at the end of every business day. Bottom line – these two "blunt instruments" are limited by law.

If you operate from a base of expert and personal power, however, your capability to influence without authority is virtually unlimited. People will be willing to do far more for you, the company and the customer than you can ever demand. You will harness their enthusiasm, creativity, loyalty and commitment – those precious intangibles which are never for sale – and you must earn them every day.

Unfortunately, we have all witnessed people with positional and coercive power chose the quickest route by resorting to "because I said so!" In do-

ing so, they never develop the more valuable expert and personal powers.

Our brief time together allows me to share one simple, yet powerful, technique to aid in soliciting support from others when you have no authority. This process has served me well; I have shared it with thousands of people across four continents.

When you want to influence someone to do something, whether you have authority or not, I suggest the following:

- Always use that person's name, or nickname if they prefer. If you are on a first name basis, use it, but don't take such informal liberties if Mr. Jones or Ms. Smith prefers those titles.

- Use the word "please". "Please" and "thank you" are courtesy cushions which soften the interaction.

- Make your request in the form of a focused question. This was Socrates'



Positional power only guarantees the job will get done to the absolute lowest standard.

secret: he asked his students questions because questions create answers. When we think of an answer ourselves, we tend to own and value that answer. The question identifies exactly “what” you want the other person to do.

- Finally, state the reason “why” the task needs to be done or “why” you asked that particular person. When we combine the “what” and the “why”, people understand. Everybody wants to understand.

Bill and Mindy are co-workers; there is no authority relationship between them. Bill asks, “Mindy, will you please do the time report for my section this Friday? Mary, the only trained person

in my section, will be at home with a sick child until Monday.” If you were Mindy, how would you respond? “Sure, Bill, I would be glad to help.” And Bill would say, “Thanks, Mindy, I really appreciate your support.”

Now, for the icing on the cake. Bill takes 30 seconds to send a note or an e-mail to Mindy’s boss. “Susan, please express my appreciation to Mindy for doing our time report this week while Mary is out with a sick child. She is a real team player. Thanks.”

It has been my experience that when Bill uses this simple but effective tool, he not only gains the ability to lead when he is not in charge, but others in the office begin to model the same

behavior. The team is now moving from a relationship grounded in authority, which tends to be limited to the last period in the job description, to one of influence based on positive professional relationships which far transcend authority.

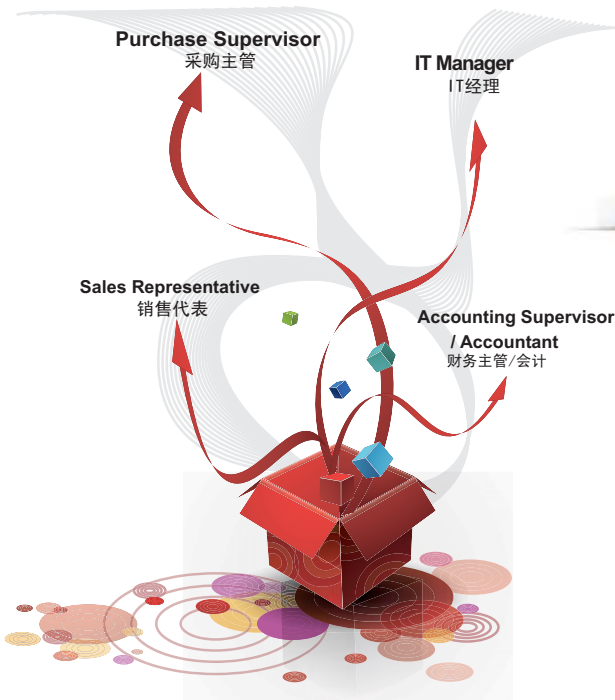
Remember: it is influence, not authority, which keeps an organization running smoothly and prepares the culture for further growth. □

The author:

Wolfgang Knüfer can look back at a successful career as an international manager and management consultant. He works as a coach with main emphases on leadership, time management, sales and communication for a variety of companies worldwide. The list of his references covers well-known enterprises and organizations like IBM in Atlanta, Thyssen-Krupp in Düsseldorf, Pacific Bell in San Francisco, Harada in Osaka, Karstadt in Essen and Siemens in Tianjin. Wolfgang Knüfer has been working for the European Chamber of Commerce in Tianjin and makes himself available for exclusive seminars on diverse management and leadership topics.

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



Purchase Supervisor
采购主管

Code: PS100901

JOB DESCRIPTION:

- Strictly follow company purchase procedures
- Acquire quotations from market suppliers
- Negotiate with multiple suppliers
- Report to management to appropriate suppliers
- Get purchase approval from management
- Supervise the purchase orders, product delivery and payment procedure
- Establish purchasing database
- Work beneath the financial manager

WHO WE ARE LOOKING FOR:

- University graduated and preferably a science major
- Minimum 2 years of work experience in purchasing functions
- Good written and spoken communication skills
- Computer skills, experienced in basic MS Office applications
- Good at collecting information through internet and other usable sources
- Business-minded

IT Manager
IT经理

Code: ITM100901

JOB DESCRIPTION:

- Lead IT support (hardware, software, network, database analysis, etc.) and development to achieve targets on quality of services
- Build a high performance team of programmers, engineers, web designers, etc.
- Setup and develop related IT policies and work procedures
- Ensure projects get completed on time, as per agreed business scope within budget and high quality

WHO WE ARE LOOKING FOR:

- Over 5 years of work experience in IT field
- Expert at Windows server and operating systems
- Expert at hardware and software maintenance, and telecommunication operation
- Knowledge of web development programs such as PHP, ASP
- Strong management skills in leading an IT team, managing projects coordinating IT requests from multiple departments
- Works well independently and in groups
- Good spoken and written English communication skills

Sales Representative
销售代表

Code: SR100901

JOB DESCRIPTION:

- Present and sell company products and services to current and potential clients
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made
- Establish and maintain current client and potential client relationships
- Manage account services through quality checks and other follow-up
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals
- Participate in marketing events such as seminars, trade shows and telemarketing events
- Coordinate shipping schedules and delivery of merchandise and services
- Provide on-the-job training to new sales employees

WHO WE ARE LOOKING FOR:

- Basic reading, writing, and arithmetic skills required
- Ability to persuade and influence others
- Strong interpersonal and communication skills
- Knowledge of advertising and sales promotion techniques
- Visibility requires maintaining a professional appearance and providing a positive company image to the public
- 3 or more years of sales experience

Accounting Supervisor
/ Accountant
财务主管/会计

Code: ASA100901

JOB DESCRIPTION:

- Manage accounting system
- Check all vouchers for accuracy, validity and completeness
- Check important items in balance sheet related to AR AP assets
- Provide financial analysis and report to management
- Responsible for tax declaration, monthly and yearly tax settlement
- Conduct inventory and fixed assets management
- Communicate with authorities such as AIC and tax bureau
- Well-organize financial files

WHO WE ARE LOOKING FOR:

- Bachelor's degree in accounting or finance
- Minimum three years of work experience in a related position
- Familiar with Yong You accounting system
- Good knowledge of MS Office
- Fluent spoken and written English
- Proactive, open-minded and a quick learner

Machines and More Machines

By Joei Villarama

A robotic arm plays Chinese chess while a silver-clad mime poses as a sculpture – these were two of the popular draws at the 6th China International Industrial Automation and Instruments Exhibition. The content of course was entirely high-tech, cutting-edge machines spread over nine halls of the 50,000-sqm Tianjin Binhai International Convention and Exhibition Center. From 18 to 21 August, over 1,100 companies from the equipment manufacturing sector held booths for more than 50,000 industry professional attendees.

The exhibition was divided into metal processing, industrial automation, foundry and metallurgical industry. It also sought to promote and strengthen green manufacturing through low-energy consumption, low-carbon emission machines.

Leo O'Yang came from Taiwan specifically for the exhibit. His 28-year-old company, Kai Fang Photoelectric, is a leading manufacturer of sensors in Taiwan, including proximity, photoelectric, speed and fiber sensors and light curtains. He came to the fair in search of dealers and distributors since Kai Fang is trying to establish a sales network in mainland China. Currently, its biggest market is the US and Europe, but with a fully-automated factory, the company is confident in meeting the needs of clients the world over.

Also from Taiwan, Warren Li is looking for potential customers for his ultra durable tablet PC's especially made for military, marine and transportation applications. His company, WinMate Communication, manufactures PCs that can be installed

even in truck fleets and police cars. They can be taken out and brought to the crime scene or used to check whether suspected cars are registered. Its biggest market is Europe but the company is hoping to crack the mainland because it sees a growing need for this type of product.

Carlo Romano, GM of the China office for FPT, flew in from Shanghai to grace the exhibit representing his 45-year old-company. Based in northeastern Italy, FPT manufactures milling and boring machines for the mechanical, die and mould industries. Its customers include wind turbine and diesel engine block makers, and its products have found application in the hydraulics, construction and aerospace industry. They have mainly joined big international exhibitions in Beijing and Shanghai, but two years ago they decided to attend events in second-tier cities like Tianjin and Nanjing.

Some exhibitors commented that the Binhai-located fair was not as well-attended as they had expected. For Mr. Romano, however, it was enough to have his company's presence felt and to expose the public to the FPT brand. "We don't need to target thousands and thousands of people. We just need to target a few." He wants to meet dealers or distributors who have been successful at selling European machines to big customers. A veteran participant of exhibits, Mr. Romano says one can never tell if a contact is going to be good or not. First impressions don't necessarily translate to lasting partnerships. "Especially in China, it's not easy to recognize in the beginning." ■



Leo O'Yang of Kai Fang Photoelectric



Two visitors watch the single-axis robot playing Chinese chess



Warren Li of WinMate



Carlo Romano of FPT

Ford named Top 10 leading green company in China

Business Watch, 17 August 2010

In a feature story published in Business Watch's "Top 50 Green Company" special edition, the magazine highlighted Ford's long-term contributions in improving the local environment as well as its strong commitment to driving towards a sustainable future. Ford's 11-year Conservation and Environmental Grants China Program has encouraged many individuals and NGOs in China to implement a wide range of environmental protection projects. Ford's Driving Skills for Life initiative promotes safe and eco-friendly driving skills to Chinese drivers.



"With the strong support from our global and regional team, the China team is working together to elevate Ford's image relative to environmental stewardship in China. We are delighted and proud to be named as one of the 10 best green companies in China. It recognizes the efforts of the entire Ford China team as well as our joint venture partners in China," said Ford Motor China Chairman and CEO, Bob Graziano.

Besides Ford, this year's winners included industry giants such as ABB, Shell, Dell, Dow Chemical and Motorola.

The rising power of the Chinese worker

The Economist, 31 July - 6 August 2010

Approximately 130 million migrant workers in booming Chinese cities earn average salaries of just 200 USD per month. Yet this pay is 17% higher than one year ago. China's 2008 Labor Law and an increasing multitude of worker strikes over the past few years attest to the people's rising aspirations.



The strikes, though illegal in China, have been tacitly allowed at factories of multinational organizations. So far, several strikes have succeeded in increasing workplace safety, wages, compensation and benefits.

Lack of intervention may reflect the government's desire to "rebalance" the economy, "letting wages rise at the expense of profits". The result would be increased domestic demand, a necessary development for China to move away from its reliance on investment and manufacturing.

The world, currently experiencing high unemployment, also needs a stronger Chinese consumer. Higher Chinese wages and appreciation of the Yuan would both diminish China's trade surplus and boost its spending. The potential result: increased exports from around the world, creating hundreds of thousands of jobs, and a return to full employment.

Fight over GOME's control

Caijing, 16 August 2010

Huang Guangyu, the imprisoned former Chairman of appliance retailer giant Gome is seeking ways against Chen Xiao, Executive Director and Chairman, to guarantee his decisive position in the organization.



In an open letter dated 4 August, Huang employed harsh words criticizing Chen's attempt to overturn his power in Gome for personal interest and that Chen's adjustment in operation strategies impaired Gome's long-term development.

Huang called Chen's collaboration with an American private equity firm "conspiracy" and warned that Chen would transform Gome, one of the most successful Chinese-owned brands, into a profit-making tool under foreign capital's control.

Huang remains Gome's largest shareholder with a 34% stake, though Chen plans to issue additional stake for absorbing foreign capital, which would dilute Huang's dominance. In concluding his letter, Huang appealed on the behalf of the majority of shareholders to all employees to uphold his proposals, including the removal of Chen Xiao from Gome.

The following day, a senior officer in Gome management commented that Huang's rhetoric was completely beyond the company's expectation, and worried about the letter's adverse effects on Gome employees and shareholders not involved in the dispute.

Building a second home in China

McKinsey Quarterly, 2010 Number 3

"Few multinationals are committing to China a level of resources and management attention commensurate with the country's importance." Yet their competitors are, and gaining not only valuable market share, but a long-term operational advantage that will extend into other large developing markets like India and Brazil.



The authors pose a multitude of questions that clarify and often all-too-weak priority placed on business activities in China:

Do any of your China leaders report directly to the CEO? How many execs and board members are from China? Does your CEO have a familiarity and close relationships with customers, suppliers, government leaders and regulators that equal those in your home country? Do you invest as much in professional training and development in China as in your home country? Are your China products based on researched Chinese customers' needs, or are they simply imported or "de-featured" Western designs?

Most of the time, the China management team must report to and accept decisions from executives overseas who are completely isolated and unaware trends and demands in the domestic market.



SHUTTLE BUS LEASING

for
COMPANIES

China Bus Travel
offers great deals on coach rentals!

Go from your home directly to
your company with CBT

- SAFETY
PUNCTUALITY
COMPETITIVE PRICES

- We promise to pay
TAXI FEES to employees
if we don't arrive on time.

- MORE THAN 10 YEARS OF EXPERIENCE IN CHINA
- EXPERTS in the MARKET of COMPANY SHUTTLE BUSES
- FOREIGN and CHINESE MANAGEMENT
- SAFETY BELT for EACH SEAT

For further information,
send e-mail to info@chinabustravel.com or
call **+86 135 0207 0987**



China Cycle Industry Park

Date of establishment: 2007

Planning area: 21.97 km²

Occupied area: 3.6 km²

Total enterprises: 63

Total foreign enterprises: 3

Industrial focus: High-end bicycle industry, new material, renewable energy, machinery equipment, modern services

China Cycle Industry Park (CCIP) was established in 2007 by the approval of Tianjin municipal government. In 2009, it was approved as the Demonstration Industrial Park of Tianjin.

Location

CCIP is located between Beijing and Tianjin, in the corridor of Jing-Jin hi-tech industry zone. Beijing-Shanghai, Beijing-Tianjin Harbor, and Tianjin-Baoding expressways pass through CCIP; an entrance and exit ramp (汉沽港) on the Beijing-Shanghai expressway is located in CCIP.

- 12 km to Beijing-Tianjin Bullet Train Wuqing station
- 25 km to downtown Tianjin
- 30 km to Tianjin airport
- 70 km to Tianjin harbour
- 80 km to Beijing fifth-ring road
- 120 km to Beijing Capital Airport

Investment Options

- Buy land
- Lease customized workshop

- Lease standard workshops with many sizes to choose from (500sqm-7877sqm)
- Lease incubator
- Develop commercial projects (ex. hotel, theme park)

Leading Industries

- New material industry
- Largest magnesium alloy manufacturing base in China
- State key bicycle laboratory approved by Tianjin Quality Inspection Bureau
- Environmental protection equipment

Representative Enterprises

Kruger Ventilation	Waterlink
Avic	DYJT
Feimin	Polarise
LBH	

CCIP offers small and medium-sized foreign companies an easy entry into China whether in sales, engineering, assembly or production. In CCIP companies can gradually grow their businesses over time with broad space for expansion.

Contact Information

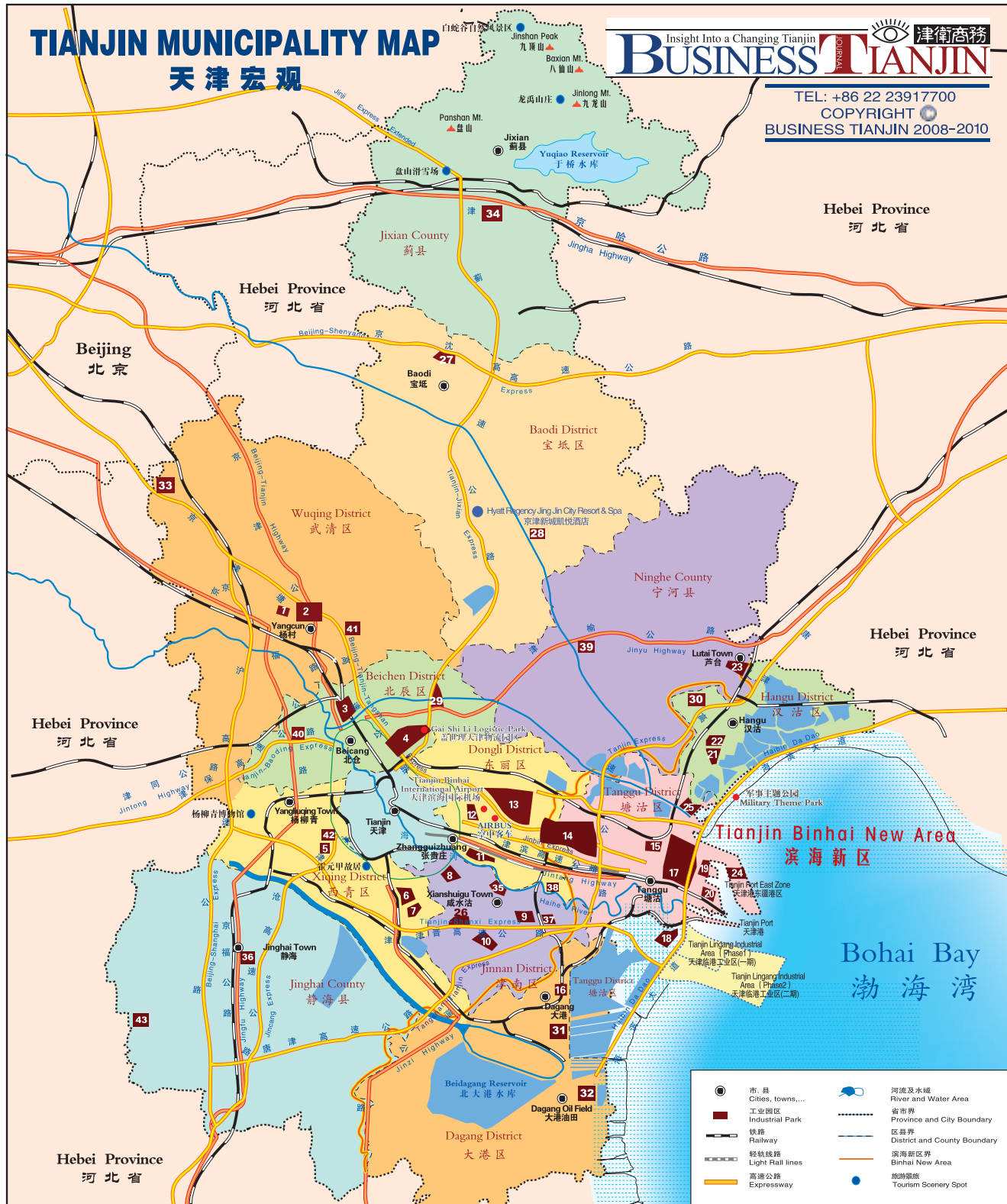
Address: Xiangyuan Road, Wuqing, Tianjin, China
 Tel: +86 22 2949 8019
 +86 22 5962 1819
 Fax: +86 22 2949 8019
 E-mail: ccip@tjccip.com

Tianjin Industrial Parks & Economic Development Areas

TIANJIN MUNICIPALITY MAP 天津宏观

Insight Into a Changing Tianjin
BUSINESS TIANJIN

TEL: +86 22 23917700
COPYRIGHT
BUSINESS TIANJIN 2008-2010



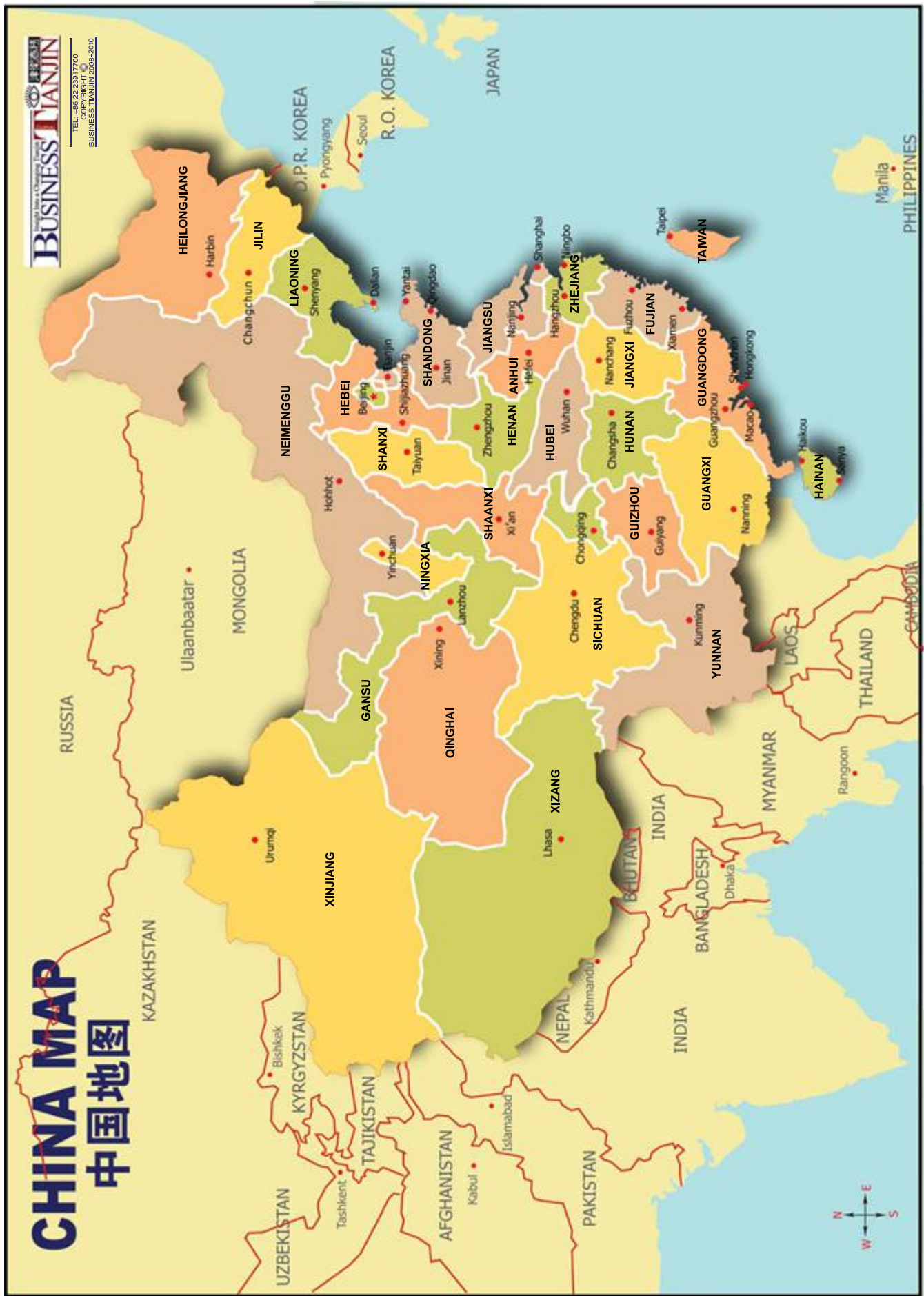
List of Tianjin Industrial Parks & Economic Development Areas

- | | | | |
|--|---|--|---|
| 1 TEDA Yat-Sen Scientific-Industrial Park
TEDA逸仙科学工业园 | 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 Jinchuan Industrial Park 天津津南鑫达工业园区 |
| 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
汉沽化学工业园区 | 31 Tianjin Dagang Economic Development Area 天津大港开发区 |
| 5 Tianjin Hi-Tech Industrial Park
Huayuan Industrial Development Area
天津新技术产业园区华苑产业区 | 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 Dagang Petrochemical Industrial Area 天津大港石化产业园区 |
| 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 Wuqing Dawangou Economic Development Area
天津武清区大王古经济开发区 |
| 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)
天津经济技术开发区 | 26 Tianjin Balitai 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 Junliangcheng 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 |

CHINA MAP 中国地图

Business Tianjin

TEL: 022-58917700
COPYRIGHT ©
BUSINESS TIANJIN 2008-2010



RAFFLES



BE SEEN...AND MAKE A SCENE

Discover the new home of indulgence in Tianjin! Savor wicked drinks, stunning city lights plus, enjoy the enchanting voice of St. Lucia's very own International Diva, Derede and saxophonist Jab Tuesdays through Sundays.

50% off

Selected beverages until 30 September, 2010.
Cannot be combined with any other offer.

CitySpace at Raffles Tianjin
Taking you up where you belong



Please call 2321 5888 ext.5106 for reservations



RAFFLES
TIANJIN CHINA
天津萊佛士酒店

50F, Raffles Tianjin, No.219 Nanjing Road, Heping District of Tianjin 300051, PRC
tianjin@raffles.com www.raffles.com/tianjin Tel: +86-22-2321 5888 Fax: +86-22-2321 5666

Select DOMESTIC FLIGHTS

for more, contact editor@businessianjin.com
(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...
Changsha	08:05	10:15	CA1467	1234567
Chengdu	13:00	15:30	8L9976	123.567
Chifeng	14:20	15:15	MU2135	1234567
Chongqing	11:20	13:50	HU6238/PN6238	1234567
Dalian	11:35	12:20	GS7579/HU7579	1234567
Fuzhou	09:05	12:45	MF8138	1234567
Guangzhou	13:35	16:25	HU7201	1234567
Guilin	18:00	20:40	BK2819	.2.4.6.
Guiyang	08:10	12:15	GS7465/HU7465	1234567
Haikou	09:50	14:30	GS7561/HU7561	1234567
Hangzhou	13:50	15:30	MF8377	1234567
Harbin	07:00	08:50	BK2821	1.3.5.7
Hefei	07:05	08:30	BK2847	.2.4.6.
Huhhot	14:00	15:10	GS7468/HU7468	1234567
Jinjiang	07:00	10:40	BK2857	1234567
Kunming	13:00	17:30	8L9976	1234567
Nanjing	14:55	16:30	FM9291	123.567
Nanning	13:50	18:35	MF8377	1234567
Nantong	13:40	15:10	ZH9730	1..4.6.
Ningbo	09:30	11:20	GS6603/HU6603	1234567
Qingdao	08:20	09:10	GS7575/HU7575	1234567
Sanya	17:15	20:50	MU9159/FM9159	1234567
Shanghai	08:05	10:05	GS7205/HU7205	1234567
Shenyang	11:05	12:20	3U8861	12.4567
Shenzhen	16:30	19:25	ZH9936	1234.67
Taiyuan	11:30	12:30	GS6601/HU6601	1234567
Urumqi	15:45	21:10	CZ6928	.23.5..
Wuhan	07:50	09:40	GS6695/HU6695	1234567
Xiamen	14:30	17:10	MF855	1234567
Xi'an	08:10	09:45	GS7465/HU7465	1234567
Yantai	08:20	09:20	GS7421/HU7421	1234567
Yinchuan	18:45	20:35	CZ6457	1.34.6.
Yuncheng	08:30	09:55	GS6677/HU6677	.234567
Zhang Jia Jie	18:30	20:40	BK2813	1.3.5.7
Zhengzhou	12:55	14:20	GS6609/HU6609	.2.4.6.
Zhuhai	16:00	18:45	BK2831	..3.5.7

To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:10	14:55	GS6572/HU6572	1234567
Changsha	21:10	23:10	BK2812	1.3.5.7
Chengdu	09:35	11:55	8L9975	123.567
Chifeng	16:05	17:15	MU2136	1234567
Chongqing	08:15	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	.2.4.6.
Guiyang	13:10	17:10	GS7466/HU7466	1234567
Haikou	15:20	19:50	GS7562/HU7562	1234567
Hangzhou	22:10	23:50	MF8378	1234567
Harbin	09:30	11:25	BK2822	1.3.5.7
Hefei	15:50	17:20	BK2848	.2.4.6.
Huhhot	09:05	10:10	GS7467/HU7467	1234567
Jinjiang	11:25	15:20	BK2858	1234567
Kunming	07:35	11:55	8L9975	123.567
Nanjing	21:55	23:20	FM9292	.234567
Nanning	19:25	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	123.567
Shenzhen	12:50	15:50	ZH9935	1234.67
Taiyuan	15:45	16:45	GS6602/HU6602	1234567
Urumqi	09:50	15:00	CZ6927	.23.5..
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	GS7422/HU7422	1234567
Yinchuan	21:25	23:05	CZ6458	1.34.6.
Yuncheng	14:40	16:00	GS6678/HU6678	1234567
Zhang Jia Jie	21:30	23:40	BK2814	1.3.5.7
Zhengzhou	20:10	21:30	GS6610/HU6610	.2.4.6.
Zhuhai	23:05	01:50(+1)	BK2832	..3.5.7

Airline Code

3U Sichuan Airlines	FM Shanghai Airlines	MF Xiamen Airlines	VD Kunpeng Airlines
8L Lucky Air	GS Grand China	MU China Eastern Airlines	ZH Shenzhen Airlines
BK Okay Airways	HO Juneyao Airlines	NS Northeast Airlines	
CA Air China	HU Hainan Airlines	PN West Air	
CZ China Southern Airlines	JD Deer Air	SC Shandong Airlines	



Select INTERNATIONAL FLIGHTS

for more, contact editor@businessianjin.com
(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	05:55	HU491	.2.4.67
Delhi	20:50	01:40(+1)	CA947	...3..6.
Dubai	23:55	04:20(+1)	EK307	1234567
Frankfurt	10:30	14:30	LH721	1234567
Hanoi	17:15	22:00	VN915	1..5...
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	22:30	CA9716.
London	11:15	15:10	BA0038	12.4.67
Los Angeles	21:00	18:00	CA983	1234567
Madrid	00:05	06:35	CA907	1.34.67
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
Seoul*	11:50 13:50 21:15	14:55 16:50 00:10(+1)	KE852 KE856 KE854	1234567 1.3.5.7 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.....
Tokyo	16:40	21:00	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	..34.67
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	...4..7
Dubai	04:10	15:10	EK306	1234567
Frankfurt	17:20	08:30(+1)	LH720	1234567
Hanoi	08:35	14:50	VN914	1..5...
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	23:30	05:50(+1)	CA9726.
London	16:35	09:30(+1)	BA0039	1...567
Los Angeles	01:40	05:20	CA984	1234567
Madrid	11:25	05:00(+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
Seoul*	09:30 11:35 19:00	10:35 12:40 20:05	KE851 KE855 KE853	1234567 1.3.5.7 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...6.
Tokyo	10:30	13:35	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	08:35	11:50	KA1103	1234567
Seoul*	12:15 18:55	15:05 21:40	KE806 KE864	1234567 1234.67
Nagoya	13:00	16:50	JL840	1234567
Kuala Lumpur	15:50	22:15	D7 2613	1.3.567

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Hong Kong	12:50	16:00	KA1104	1234567
Seoul*	09:30 17:05	10:20 17:55	KE805 KE863	1234567 1234.67
Nagoya	09:40	11:50	JL841	1234567
Kuala Lumpur	08:30	14:35	D7 2612	1.3.567

* 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)

Train	Departs	Arrives
4493	13:10	16:08

TEDA-TJ-BJ (¥14)

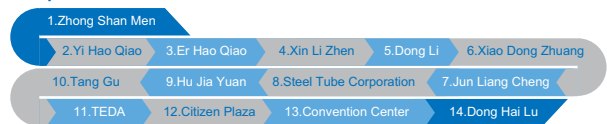
Train	Departs	Arrives
4494	08:05	11:21

LIGHT RAIL

TJ - BINHAI (¥6)

Train	Monday - Friday		Saturday - Sunday	
	Time	Freq (min)	Time	Freq (min)
Zhong Shan Men (TJ - Binhai) ¥6	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
First: 06:30	18:15 - 21:00	15	17:25 - 21:00	12 - 15
Last: 21:00	06:00 - 07:00	15	06:00 - 07:00	15
Dong Hai Lu (Binhai - TJ) ¥6	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
First: 06:30	17:58 - 18:30	10 - 12	18:30 - 21:00	15
Last: 21:00	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 Beichen, 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)

Train	Tianjin	Beijing
C2002	06:25	06:55
C2202	06:40	07:15
C2004	06:55	07:25
C2006	07:10	07:40
C2008	07:25	07:55
C2010	07:45	08:15
C2012	07:55	08:25
C2014	08:20	08:50
C2016	08:35	09:05
C2018	08:45	09:15
C2272	08:55	09:25
C2020	09:20	09:50
C2022	09:30	10:00
C2024	09:55	10:25
C2026	10:05	10:35
C2204	10:15	10:50
C2028	10:30	11:00
C2030	10:40	11:10
C2032	10:50	11:20
C2034	11:10	11:40
C2036	11:35	12:05
C2038	12:00	12:30
C2040	12:30	13:00
C2042	13:20	13:50
C2206	13:30	14:05
C2044	13:50	14:20
C2046	14:00	14:30
C2048	14:25	14:55
C2050	14:50	15:20
C2052	15:05	15:35
C2054	15:20	15:50
C2056	15:35	16:05
C2058	15:55	16:25
C2060	16:20	16:50
C2208	16:30	17:05
C2062	16:45	17:15
C2064	17:05	17:35
C2066	17:15	17:45
C2068	17:45	18:15
C2210	18:15	18:50
C2070	18:30	19:00
C2072	18:40	19:10
C2074	19:00	19:30
C2076	19:10	19:40
C2078	19:20	19:50
C2080	19:45	20:15
C2082	20:35	21:05
C2212	21:00	21:35
C2084	21:15	21:45
C2086	21:25	21:55
C2088	21:35	22:05
C2090	21:55	22:25
C2282	22:05	22:35
C2092	22:15	22:45
C2094	22:45	23:15

BJ ~ TJ (¥58 - ¥69)

Train	Beijing	Tianjin
C2001	06:35	07:05
C2003	07:00	07:30
C2005	07:10	07:40
C2271	07:20	07:50
C2007	07:30	08:00
C2009	07:45	08:15
C2011	08:00	08:30
C2013	08:10	08:40
C2015	08:45	09:15
C2201	08:55	09:30
C2017	09:10	09:40
C2019	09:30	10:00
C2021	09:40	10:10
C2023	09:55	10:25
C2025	10:05	10:35
C2027	10:15	10:45
C2203	10:30	11:05
C2029	10:55	11:25
C2031	11:30	12:00
C2033	11:45	12:15
C2035	11:55	12:25
C2037	12:15	12:45
C2205	12:55	13:30
C2039	13:15	13:45
C2041	13:40	14:10
C2043	13:50	14:20
C2045	14:10	14:40
C2047	14:45	15:15
C2049	15:00	15:30
C2051	15:10	15:40
C2053	15:20	15:50
C2207	15:40	16:15
C2055	16:20	16:50
C2057	16:30	17:00
C2059	16:40	17:10
C2061	16:55	17:20
C2063	17:25	17:55
C2065	17:40	18:10
C2067	17:50	18:20
C2069	18:00	18:30
C2071	18:20	18:50
C2209	18:30	19:05
C2073	19:05	19:35
C2075	19:15	19:45
C2077	19:40	20:10
C2079	19:50	20:20
C2081	20:05	20:35
C2281	20:25	20:55
C2083	20:45	21:15
C2211	21:15	21:50
C2085	21:40	22:10
C2087	22:20	22:50
C2089	22:30	23:00
C2093	23:00	23:30

TG ~ BJ (¥70-¥118)

Train	Tanggu	Beijing
C2272	08:29	09:25
C2292	09:29	10:25
C2274	12:14	13:10
C2276	13:44	14:40
C2286	15:45	16:43
C2294	16:34	17:30
C2296	17:09	18:05
C2278	18:14	19:10
C2298	19:24	20:20
C2280	19:59	20:55
C2282	21:39	22:35

BJ ~ TG (¥70-¥118)

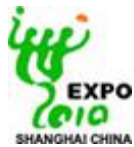
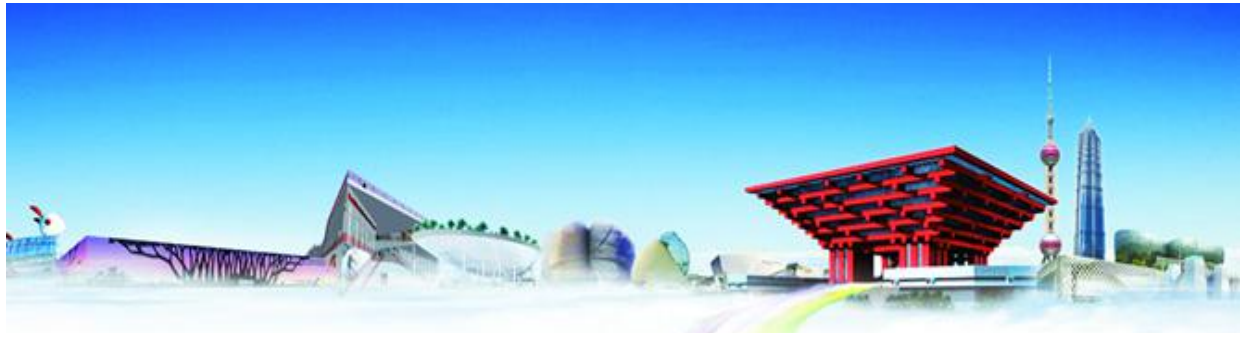
Train	Beijing	Tanggu
C2271	07:20	08:14
C2291	08:05	08:59
C2273	10:45	11:39
C2275	12:35	13:29
C2285	14:30	15:25
C2293	15:20	16:14
C2295	15:55	16:49
C2277	16:55	17:49
C2297	17:55	18:49
C2279	18:50	19:44
C2281	20:25	21:19

Wuqing ~ BJ

Train	Wuqing	Beijing
C2202	06:52	07:15
C2232	08:12	08:35
C2204	08:32	08:55
C2206	09:32	09:55
C2208	10:47	11:10
C2210	11:42	12:05
C2212	13:22	13:45
C2214	14:32	14:55
C2234	15:37	16:00
C2216	15:47	16:10
C2218	16:27	16:50
C2224	17:42	18:05
C2220	17:52	18:15
C2222	20:07	20:30

BJ ~ Wuqing

Train	Beijing	Wuqing
C2201	06:45	07:05
C2203	08:15	08:35
C2205	08:40	09:00
C2207	09:10	09:30
C2209	09:50	10:10
C2211	11:25	11:45
C2213	13:40	14:00
C2223	13:45	14:05
C2231	14:50	15:10
C2215	16:15	16:35
C2217	17:20	17:40
C2219	18:25	18:45
C2221	19:45	20:05
C2233	20:15	20:35



Shanghai Expo 2010

The hot weather hasn't seemed to stop anyone from visiting the Shanghai Expo, which has recorded an average of 300,000 visitors everyday according to the organizers. This is noticeable in the long lines – some more than 3 hours – you have to wait on to enter the pavilions. But if you, like me, don't have more than a couple of days to see the Expo, there is salvation.

All around the expo (ex. near the Portugal Pavilion) are reservation machines where you can select the pavilions you most want to see and make a reservation for your visit. This was probably the organizers' answer to a rather unusual phenomenon that occurred at the Expo: the selling of places in line for a few yuan – a clever way of earning back the ticket money. You can also call the Expo hot-line to get information on how to reserve your ticket in advance. And to visit your own country's pavilion, just show your passport at its VIP gate. Easy entry is guaranteed at least there.

Australia: The exterior of the pavilion, made of red ochre steel, is inspired by Ayer's Rock situated in central Australia. Two steel statues of little kangaroos rest by the entrance. As you enter, the first part, called 'Journey', houses paintings and wax sculptures that exhibit and explain Australia and its history. The second area, called 'Discover', plays a short film featuring three kids of different origins living in Australian cities and talking about Australian characteristics: population, cities, lifestyle and the future. In the third part, called 'Enjoy', you can sample Australian dishes and drinks and buy some souvenirs to take home. From time to time and by complete surprise, two actors dressed in scuba gear are suddenly lifted to the pavilion's ceiling and perform as if swimming in the seas of Australia right above your head.

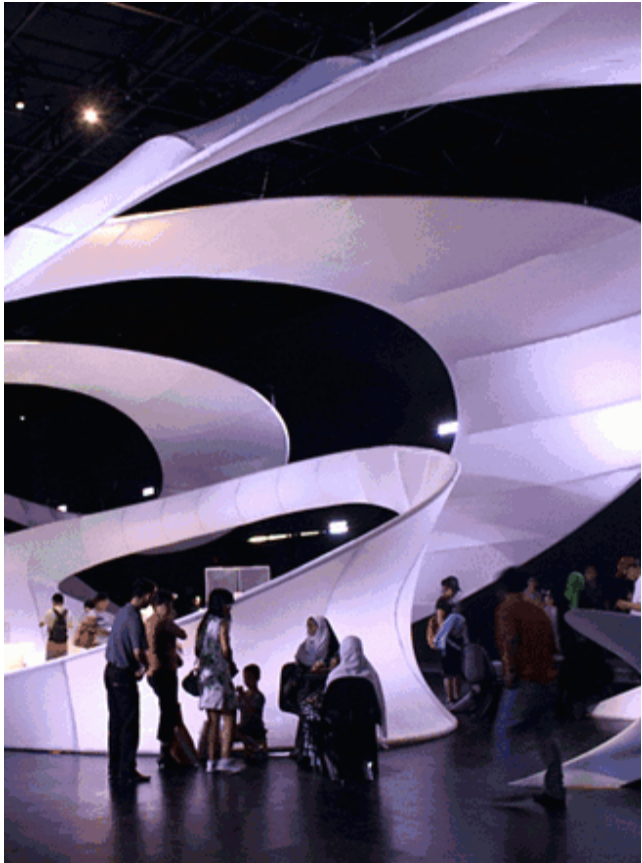
Egypt: The pavilion's modern exterior adopts black and white colors. Guarding the entrance, two stone sphinxes give passage to visitors. Inside the pavilion, abundant

white spirals represent the continuity of time: the past giving way to the present and the coming future, recalling the knowledge of so long ago. The style means Egypt is developing itself in harmony with its ancient history. Reproduced in the spirals are videos about Egypt, the ancient and the new, and plans to further develop the country. Egyptian antiques and traditional songs together with documentaries give the visitors insight into Egyptians life, customs and traditions. Another beautiful piece of culture is the embroidered towels and carpets made by two women sitting in the pavilion. You can even purchase a piece once they finish it.

Thailand: The Thai pavilion was constructed to imitate Thai architecture. Gold, white and red dominate the decoration, giving beauty and balance. As you enter, all you can see are four screens in the center, one directed to each side of the room. When the presentation begins, waterfalls surround the screens that display Thai life, its people, and their deep relation with water for newborns, to newlyweds, in ceremonies and festivals, the same water that irrigates their land and transports them and their food inland. In the second area, two robots, a Chinese statue and a Thai statue, talk with the public and take them on a journey into Thailand's history, culture and its long relationship with China. They show how Thai and Chinese people have long-shared knowledge and influenced each other culturally. In the third part, visitors are given 3-D glasses and seated to watch a video showing how Thai people live, what they eat and which festivals they celebrate. Outside, a Thai food stand sells delicious meals from their varied cuisine. 📺



Australia
Thailand
Egypt



MEETING WITH BUSINESS PARTNERS

(PART I)

VOLUME 33

Stating intention to cooperate

表明(1) | 合作意向(2)
biǎomíng | hézuòyìxiàng

I think that China has provided a very attractive environment for foreign investment.

我 | 认为(3) | 中国 | 为 | 外商投资(4) | 提供(5) | 了 | 非常吸引人的(6) | 环境(7)。
wǒ | rènwéi | zhōngguó | wèi | wàishāngtóuzī | tígōng | le | fēichángxīyǐnrén de | huánjīng.

We're considering setting up a joint venture manufacturing electronic components.

我们 | 考虑(8) | 建立(9) | 一个 | 生产电子零部件(10) | 的 | 合资企业(11)。
wǒmen | kǎolǜ | jiànli | yíge | shēngchǎn diànzǐ língbùjiàn | de | hézī qǐyè.

I believe our companies have a lot to offer one another.

我 | 相信(12) | 我们的 | 合作 | 会给 | 彼此(13) | 带来利益(14)。
wǒ | xiāngxìn | wǒmen de | hézuò | huì gěi | bǐcǐ | dàilái lìyì.

We would like to cooperate in future business.

我们 | 愿意(15) | 在 | 未来业务上(16) | 合作。
wǒmen | yuànyì | zài | wèilái yèwù shàng | hézuò.

(1) 表明	biǎomíng	state	(10) 生产电子	shēngchǎn diànzǐ	manufacturing electronic
(2) 合作意向	hézuò yìxiàng	cooperation intention	零部件	língbùjiàn	components
(3) 认为	rènwéi	think	(11) 合资企业	hézī qǐyè	joint venture
(4) 外商投资	wàishāng tóuzī	foreign investment	(12) 相信	xiāngxìn	believe
(5) 提供	tígōng	provide	(13) 彼此	bǐcǐ	one another
(6) 非常吸引人的	fēicháng xīyǐnrén de	very attractive	(14) 带来利益	dàilái lìyì	have a lot (benefit) to offer
(7) 环境	huánjīng	environment	(15) 愿意	yuànyì	would like to
(8) 考虑	kǎolǜ	consider	(16) 未来业务上	wèilái yèwù shàng	in future business
(9) 建立	jiànli	set up			



Initial bilateral understanding

双方(17) | 初步(18) | 了解
 shuāngfāng | chūbù | liǎojiě

We need to know more about your policy for joint venture.

我们 | 需要(19) | 更多的(20) | 了解(21) | 你们 | 对 | 合资经营企业 | 的 | 政策(22)。
 wǒmen | xūyào | gèngduō de | liǎojiě | nǐmen | duì | hézī jīngyíng qǐyè | de | zhèngcè。

What sort of business do you hope to set up with us?

你 | 希望(23) | 和 | 我们 | 经营 | 什么业务(24)?
 nǐ | xīwàng | hé | wǒmen | jīngyíng | shénme yèwù?

To what degree will Tianjin government support joint ventures?

天津市 | 政府(25) | 能在 | 多大程度上(26) | 支持(27) | 合资企业 | 呢?
 tiānjīnshì | zhèngfǔ | néngzài | duōdà chéngdù shàng | zhīchí | hézī qǐyè | ne?

(next month: terms, conditions and contract details)

(17) 双方	shuāngfāng	both sides, bilateral	(23) 希望	xīwàng	hope
(18) 初步	chūbù	initial	(24) 什么业务	shénme yèwù	what sort of business
(19) 需要	xūyào	need	(25) 政府	zhèngfǔ	government
(20) 更多的	gèngduō de	more	(26) 多大程度上	duōdà chéngdù shàng	to what degree, how much
(21) 了解	liǎojiě	understanding	(27) 支持	zhīchí	support
(22) 政策	zhèngcè	policy			



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.

CALENDAR

SEPTEMBER 2010																																																														
MON		TUE		WEN																																																										
				1-2 Peking Opera Along the Silk Road ⤴ Tianjin Grand Theatre ⌚ 19:30 ¥ 180/280/380CNY ☎ +86 22 2777 8571																																																										
		7 TICC Coffee Morning ⤴ Sheraton Hotel Tianjin ⌚ 10:00		8-10 China International Energy Storage and Motive Power Battery Industry & Technology Exhibition ⤴ Binhai International Convention & Exhibition Centre																																																										
13-15 Annual Meeting of the New Champions 2010 ⤴ Tianjin Meijing Convention & Exhibition Centre (No. 18, Youyi South Road, Xiqing District)		14-15 Lean Manufacturing Symposium ⤴ Tianjin Riverside Holiday Inn		15-17 China Injection Moulding Expo ⤴ Binhai International Convention & Exhibition Centre																																																										
20		21 Mysterious & Musical YOIK-Finland Artist Wimpe Saari's China Tour Concert ⤴ Tianjin Concert Hall ⌚ 19:30 ¥ 10/30/50/80/100/120/150CNY ☎ +86 22 2332 0068		22 Chinese Qin Concert from Father and Son Zeng Chengwei and Zeng He ⤴ Tianjin Concert Hall ⌚ 19:30 ¥ 10/30/50/80/100/120/150CNY ☎ +86 22 2332 0068																																																										
27		28 The First Tianjin Binhai Ecocity Expo ⤴ Binhai International Convention & Exhibition Centre																																																												
OCTOBER 2010																																																														
<table border="1"> <thead> <tr> <th colspan="7">October</th> </tr> <tr> <th>一</th> <th>二</th> <th>三</th> <th>四</th> <th>五</th> <th>六</th> <th>日</th> </tr> <tr> <th>MON</th> <th>TUE</th> <th>WED</th> <th>THU</th> <th>FRI</th> <th>SAT</th> <th>SUN</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td>1</td> <td>2</td> <td>3</td> </tr> <tr> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> </tr> <tr> <td>11</td> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> </tr> <tr> <td>18</td> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> </tr> <tr> <td>25</td> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td></td> </tr> </tbody> </table>		October							一	二	三	四	五	六	日	MON	TUE	WED	THU	FRI	SAT	SUN					1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30		13-15 The Third China Paper Packing Industry (Tianjin) Corrugated Carton Color-Box Packaging Printing Expo ⤴ Binhai International Convention & Exhibition Centre		16-18 Tianjin Chapter 2010 Fall Classic Golf Tournament ⤴ Tianjin Yangliuqing Golf Club China Mining Congress & Expo ⤴ Tianjin Meiji International Convention & Exhibition Center		
October																																																														
一	二	三	四	五	六	日																																																								
MON	TUE	WED	THU	FRI	SAT	SUN																																																								
				1	2	3																																																								
4	5	6	7	8	9	10																																																								
11	12	13	14	15	16	17																																																								
18	19	20	21	22	23	24																																																								
25	26	27	28	29	30																																																									

TIANJIN & BEIJING EVENTS

THU	FRI	SAT	SUN
2	3-4 Zheng Yuanjie Children's Pantomime <i>Magic Cube - Gateway to Music</i> Tianjin Concert Hall 19:30 ¥ 10/30/50/80/100/120/150CNY +86 22 2332 0068		
9	10 Scotland-England Folk Song Concert Tianjin Concert Hall 19:30 ¥ 10/30/50/80/100/120/150CNY +86 22 2332 0068	11	12
16 Exclusive Tianjin New Property Tour and Mixer Tianjin World Finance Center & Xia Guang Dao No. 5 TICC Beijing Bus Trip Magnetic Capital	17 I Believe - Jane Zhang 2010 World Tour Concert - Tianjin Tianjin Sports Center 19:30 ¥ 300/400/600/880/1280/1600CNY +86 22 5839 5839		19 Wang Leehom's Tianjin Concert Tianjin Olympic Sports Arena 19:30 ¥ 280/480/680/880/1280CNY +86 22 5839 5839
23 Silver Cloud In A Moon Night World-Famous Piano Pieces Concert Tianjin Concert Hall 19:30 ¥ 10/30/50/80/100/120/150CNY +86 22 2332 0068	24 Dmitri Shostakovich Works Concert Tianjin Concert Hall 19:30 ¥ 10/30/50/80/100/120/150CNY +86 22 2332 0068	25	26-29 Ecotech Tianjin Binhai International Convention & Exhibition Centre
30 Australia Boys Choir Concert Tianjin Concert Hall 19:30 ¥ 10/30/50/80/100/120/150CNY +86 22 2332 0068			

TIANJIN & BEIJING EVENTS

22-24 The 68th China Auto Parts Fair Binhai International Convention & Exhibition Centre	25-28 Icecream China Tianjin China International Exhibition Center	26-29 China Pharm China National Convention Center, Beijing
---	---	--



AmCham-China Tianjin Chapter

Exclusive Tianjin New Property Tour and Mixer

1:45pm - 5:30pm, Thursday, September 16
Tianjin World Finance Center & Xia Guang Dao No. 5

AmCham-China invites you to attend a pre-opening tour of the Tianjin World Financial Center (TWC), an iconic office tower located along the Hai River due for completion in 2011. The tour will also take in TWC's luxury residential apartments. Following the Tianjin WFC tour, attendees will have the opportunity to visit Xia Guang Dao No. 5, a gated luxury residential community in the heart of the city, characterized by quaint brick townhouses and large gardens.

Registration Venue

1F, Hotel Nikko Tianjin, No. 189 Nanjing Rd, Heping District
和平区南京路189号天津日航酒店1楼

Flexing Your Workforce Using Overall Labor Effectiveness to Manage Fluctuating Demand A Tianjin Chapter members' dinner event

6:00pm - 8:30pm, Wednesday September 8
Radisson Plaza Hotel Tianjin

AmCham-China, Tianjin Chapter in conjunction with Kronos Software (Beijing) Co., Ltd. invite you to attend this event on how to best manage and maximize overall labor effectiveness (OLE).

Venue:

Peony Room, 3F, Radisson Plaza Hotel Tianjin, No. 66 Xinkai Road, Hedong District
河东区新开路66号天津天诚丽笙世嘉酒店3楼牡丹厅

For more information, please email amandahe@amchamchina.org or call + 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

— CAFÉ @ 66 —



INDIAN FOOD FESTIVAL 印度美食节

13-24 September, 2010

Venue: Café@66 1F

Dinner: 1800hrs - 2130hrs

For reservations,
please call: 022-2457 8888 ext.3623

Radisson

PLAZA
HOTEL TIANJIN
天津天诚丽笙世嘉酒店



Oktoberfest is coming back

Muenchner Musikaten live German band , Germany Famous food with free beers, valuable prizes with exciting games.

Join us for an unforgettable night...

The 5th Annual Oktoberfest - more to come...

Price: RMB 288 per person

Promotion Period: October 14 & 15, 2010

No matter where or why you travel, there's always something wonderfully new to be found

renaissancetianjinTEDA.com

29, Second Avenue, TEDA, Tianjin 300457, China

Tel : [86 22] 66218888 Fax: [86 22] 66219999

R

RENAISSANCE®

TIANJIN TEDA CONVENTION CENTRE HOTEL

European Food & Beverage

Celebration Evening 2010

Friday, 15th October

Join us for an enchanting evening of typical & appetizing European Food & Beverage prepared by the European Chef with the assistance of our Tianjin friends and our wine & beer connoisseurs in the luxury newly opened Raffles Tianjin hotel.

This year's event will feature:

- Cocktail lounge with selected cocktail served
- Tasty foods, wines and beers from different European Countries
- Live band
- Entertainment and games
- Lucky draw prizes
- Picture taking

RMB350 per person, RMB3000 per table.

Date: Friday, 15th October, 2010, 6:30pm-1:00am.

Tickets available now!

Contact Kitty / YinYuan

Email: tianjin@euccc.com.cn

Tel: 86-22-23741122

Major Sponsors



Exclusive Media Partner



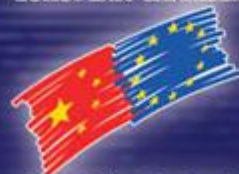
Beer Sponsor



Venue Sponsor



EUROPEAN CHAMBER



中国欧盟商会





EUCCC TIANJIN 2010 Photo Contest

The European Union Chamber of Commerce in China Tianjin Chapter is pleased to announce the first ever EUCCC Tianjin Photo Contest! The contest goal is to promote Chapter member companies' work culture, environment, development and employee efforts.

The EUCCC has invited talented, professional photographers and artists to serve as judges for this contest. A public vote will also be held for a special prize. In addition to individual prizes, there are also excellent corporate team awards.

Each photo should depict a memorable event. Participants will be eligible to win prizes for any works that are in accordance with the theme and accompanied by a description of up to 30 words. So tell your stories and show off your company!



Organizer

European Union Chamber of Commerce in China Tianjin Chapter

Participants and Media Support

Member Companies of EUCCC Tianjin Chapter
Media Sponsor: Business Tianjin

Dates

1. Photo Submission: Sep. 15th - Oct. 31st, 2010
2. On-line Vote: Oct. 31st - Nov. 15th, 2010
3. Jury Assessment: Nov. 2010
4. Winners and Awards Publication: 1st 10 days in Dec.

Prizes

Jury award – Based on jury vote – 3 prizes:

- First prize: 1 – 3,000 RMB in cash or gift value
- Second prize: 2 – 2,000 RMB in cash or gift value
- Third prize: 3 – 1,000 RMB in cash or gift value

Public award – Based on company member employees votes

- One prize: – 2,000 RMB in cash or gift value

Best Team Participation – The companies with the greatest number of participants and submissions

- One prize: – 1,000 RMB in cash or gift value

All winners are awarded certificates issued by the organizers.

All winning entries will be published on the EUCCC website, co-published media, and at the end of the presentation and exhibition on display at the General Assembly.

For more information, please visit: www.eucccontest.com or call 022-23741122 for assistance.





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 of 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.

ORGANISING VISITS TO CHINA, SEMINARS AND SPEAKERS.

Does your company out of Europe want to organise a trip to China? Are you organising a study tour or field trip to China with other companies? BenCham can take care of your logistics, organise seminars, find speakers and arrange company visits and field trips to trade fairs or conferences.

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 www.linkedin.com/groupRegistration?gid=105429.

UPCOMING EVENTS

- 1 September 2010: **Business Event – New implementation rules for enterprise reorganization: more certainties or questions?**
- 7 September 2010: **Young Professional Event:**
- 9 September 2010: **Social Event – BenCham members-only back to business party**
- 15 September 2010: **Social Event – All Chamber Networking**
- 17 September 2010: **SME Event – IPR Creative Industry**

To keep updated, please visit our website www.bencham.org.

PAST EVENTS

- 24 August 2010: **Business Event – Reporting, a small step to sustainability. Global Reporting Initiative, a workshop on making a CSR report.**

BENCHAM BEIJING OFFICE

Rm. 5006 Xinhe Dasha
Sanyuanli No.14
Shunyuán Street
Chaoyang District
Beijing, 100027
Tel: + 86 (0)10 6465 0320
/ 0985
Fax: +86 (0)10 6465 2080
beijing@bencham.org
www.bencham.org

北京市朝阳区顺源街
三源里小区14号
信和大厦5006室,
邮政编码: 100027
Tel: + 86 (0)10 6465 0320
/ 0985
Fax: +86 (0)10 6465 2080
beijing@bencham.org
www.bencham.org

YEARLY SPONSORS



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
河西区秋水道与紫金山路交口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

Seitaro

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

Chateau35 Wine Bar & Bistro

Opposite 79, Changde Dao
(Between Kunming Lu and Yunnan Lu)
Heping District
Tel: +86 22 2331 5678 +86 159 2218 2183
古堡35西餐葡萄酒吧
和平区常德道79号对面
(昆明路与云南路之间)
www.chateau35.com

Glass House

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
赛纳河法国餐厅
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
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

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



Banks

Agricultural Development Bank
Tianjin Branch

FF, bldg. B, No. 139, Nanjing Lu
Heping District

BUY IMPORTED WINE
from EUROPE.

Selection of Red
and White Wines.

Free Home Delivery.
Box of 12 bottles.

Ask prices and our
regular service by
e-mail: wines@jin24h.com

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
天津日本商会
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, Xianguang 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

Event Planning

InterMediaChina is Tianjin's premiere event planning company. We will pinpoint the features that can make your event a success and ensure that your target audience is reached through superb advertising

and promotion.
Also arrange the following:

- Budgeting
 - Selecting and reserving the event site
 - Transportation and parking
- To set up an event with InterMediaChina, please send e-mail to gm@intermediachina.com

Exhibition Centre

Tianjin International Exhibition Center

No. 32, Youyi Lu, Hexi District
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

LOGISTICSTIANJIN can provide a full range of LOGISTICS SERVICES:

- Import and Export shipments
 - Pick up/deliver shipments and documents
 - Inland container transportation
 - Customs clearance
 - Inspection and quarantine declaration
 - Warehousing in bonded zones
- For further details, please send e-mail to service@logisticstianjin.com

Printing Material

TIANJINPRINT is a 24-HOURS professional printing service provider. Provides the highest level of service by employing the most advanced equipment, superior customer service, and excellent quality control systems, to ensure that customers receive the highest quality products and services. Print, including design, prepress, finishing, binding and inserting. For projects or inquiries, please send e-mail to info@tianjinprint.com

Promotional Products

PROMOTIANJIN is a traditional promotional products agency serving major corporations and non-profit agencies since 1998. Based in Tianjin, it has been actively serving accounts in financial services, health care, media, non-profit, advertising, cultural affairs and home and industrial furnishings fields. Main clients are organizations of all sizes throughout China and abroad. For further details, please send e-mail to gm@promotianjin.com

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
天津市伊玛特房地产服务有限公司
河西区宾水道15号紫金花园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
紫金花园2座20B

Rentals



CAR/BUS Rental Services in Tianjin and Beijing with

reasonable rates.
Tel: +86 135 0207 0987
To make a reservation or enquiry, please send e-mail to info@chinabustravel.com or call +86 135 0207 0987

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

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

SPORTS SERVICES

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

Tianjin Pearl Beach

International Golf Country Club
Yingcheng Hu, Hangu District
Tel: +86 22 6720 1818
天津龙海国际高尔夫乡村俱乐部
汉沽区营城湖

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)

Golf Studios



Golf Clinic/LAB/Golf Fitness/ Pro Shop/Golf Club Coupons

B2, Huaqiao Building, no. 92-1 Nanjing Ku, Heping District
Tel: +86 22 2392 1936
+86 22 2331 8407
Fax: +86 22 2392 1937
E-mail: kwisunkim@hotmail.com
吉恩吉高尔夫诊断中心
和平区南京路92号增1号华侨大厦B2

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中心
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

Indian & Thai

Sawasdee Thai & Indian Food

No. 1-4-7, King Buyer Shopping Mall
No.32, 3rd Avenue, TEDA
Tel: +86 6629 2120
萨瓦哩泰国餐厅
开发区第三大街32号鸿泰佰佰汇商业广场1-4-7号

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
开发区南海路与发发街交口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

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层

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

BEIJING

Clinic



Vista Clinic

An International standard clinic providing comprehensive medical service for Expats and their families. Open 24 hours a day, 365 days a year.
B29, Beijing Kerry Center
No. 1, Guanghua Lu
Chaoyang District, Beijing, 100020
Tel: +86 10 8529 6618
www.vista-china.net
维世达诊所
北京市朝阳区光华路1号北京嘉里中心B29
邮编100020

To include your advertising in the next issue, please write to classified@business-tianjin.com before the 15th day of the current month.



www.cnhrexpo.com



2nd Expatriate Services Expo

30-31 October 2010

Hong Kong Macau Center Swissotel Beijing, China

Your China Eyes and China Ears
to Ease Your China Fears

Contact Information:

Tel: 0086 10 63356410, 63356413,
63356416, 51200834

Fax: 0086 10 63356430

Email: info@cnhrexpo.com

<< Free Entrance



THE STARS TRAVEL TRAVELLING WAS NEVER THIS EXCITING
We specialize on the needs of foreign communities
We offer you the most diverse and culturally rich packages

Whether you're looking for:

- A modern and frenetic city itinerary
- A journey to ancient locations
- A stroll through magnificent landscapes or a calming day by the sea, we will make it happen!

For further information, please send an E-mail to

info@thestarstravel.com



or call **+86 159 22 000 555**



Share your China Travels
with Tianjin Plus

If you're all about a pictorial train, a breathtaking landscape and your I-would-die-if-I-ever-lost-you Moleskine, then welcome a board!

Tianjin Plus is giving the opportunity to China travel lovers to send your thoughts and photos.
Your article will have the chance of being published in Tianjin Plus magazine and website.

**What are you waiting for?
Start typing, start sharing!**

E-mail your photos above 1MB and article with 400-1000 words to travel@tianjinplus.com.

Forbes Best Business Mistakes: How Today's Top Business Leaders Turned Missteps into Success

by Bob Sellers

review by Joei Villarama

Businessmen, executives and financial wizards have parlayed some of their greatest mistakes into windfalls. Bob Sellers compiles these stories in an easily digestible book of anecdotes sandwiched between profiles of individual legends (e.g. Jack Welch), CEOs (e.g. Barbara Corcoran), the soon-to-be-famous (e.g. Craigslist's Jim Buckmaster) and already famous personalities (e.g. Suze Orman) in the money-making world.

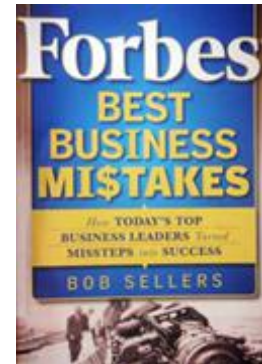
Getting fired, losing everything in the stock market, a nightmare interview – the hook is how mundane episodes like these get turned around to gain an upper hand in life. Wiped out at a Nassau blackjack table, PIMCO Founder Bill Gross refused losing. He beat the system by pouring over a card-counting book, won in Vegas, and then translated the lesson into managing risk applied to investments. Hosting a wet t-shirt contest with some under-aged participants ended Mark Cuban's bar-owning career, but launched him on the path to becoming a dot-com billionaire. In another thread, a botched marketing ploy accidentally led to an early ride on the internet bandwagon.

Interestingly, there are lessons in the book that contradict one another. For instance, David Novak's "Show me a good business, and I'll show you a good leader" versus Peter Lynch's "Go for a business that any idiot can run – because sooner or later, any idiot probably is going to run it". The truth falls into a rather wide range when it comes to aspects of leadership, but in the arena of failures learning is inevitable. Pharmaceutical mogul R.J. Kirk said that with success, "you can't tell which were the critical factors" that contributed to it. It can't be proven because you can't "go back in time and alter those inputs and try it the other way". With failure, on the other hand, it's "possible to derive some inferences and therefore learn".

Speaking of which, the publishers could learn from some mistakes in this book. There are redundancies and inconsistencies in the profile formats, not to mention copy-pastes from Wikipedia. Some narratives of mistakes are so brief that one wishes other noteworthy entrepreneurs were instead added to the roster.

As one "secret" from financial management expert Dave Ramsey goes, "Everything we've done has been built on mistakes. We figured out that the gleaming mountain of success looks more like a pile of garbage. All you're doing is standing on it instead of lying under it... The way we run an organization – the core values that are written down – are the things we did wrong and figured out how not to do anymore."

If you want to purchase this book, please send an email to BOOKS@INTERMEDIACHINA.COM, we will deliver the book to your door.



Language: English
Paperback: 224 pages
Price: 350 CNY + Shipping

QUOTATIONS OF THE MONTH

Common sense in an uncommon degree is what the world calls wisdom. — Samuel Taylor Coleridge

A man who dares to waste one hour of time has not discovered the value of life. — Charles Darwin

The snow goose need not bathe to make itself white. Neither need you do anything but be yourself.
— Lao Zi

Choose your pleasures for yourself, and do not let them be imposed upon you. — Lord Chesterfield



THE WESTIN
TIANJIN
天津威斯頓酒店

Daily Treats at the Westin – Scrumptious Moments



Framboise Emulsion and Panna Cotta. These desserts first caught my attention because renowned chefs and homemade recipes have made it challenging for famous dishes like these to continue to amaze. But those who know best proved me wrong again after the first bite.

Depending on your taste, Daily Treats is the best bakery in town. Executive Chef Eric built his menu committed to healthier living. At Daily Treats one motto is “reduced sugar”, supporting the Westin’s healthy philosophy.

Of course, if you’re looking for addiction at Daily Treats, look no further than the signature dessert: Poached Chocolate. Yes, that’s the name. You need not to know every technique involved in its production, which are quite a few and include cooling on marble. What you do need to know is it’s the ultimate cocoa delicacy that melts in your mouth.

Have you ever tasted a blueberry and strawberry cheesecake that created an overwhelming supernova of sweet flavours in your mouth? Well, experience the explosion. And for ice cream aficionados, find everything from favourites like chocolate and strawberry to striking flavours like red bean and peas.

Daily Treats bakes custom cakes for weddings, birthdays and more, to whatever requirement you might have. Even bring in a photo that you want reproduced as the cake topping’s design!

But let’s not forget about the rich variety of exotic fruits at Daily Treats. They come from all over the world in wonderful colours and aromas. And if you still have room, top it all with an espresso.

Especially handy for businesspeople, there is a fine selection of fresh salads, sandwiches and well-known beverages to quickly and wisely start the day.

All in all, if you continually complain that the Chinese taste in desserts is utterly different than yours, take joy in this locale.

Daily Treats at The Westin Tianjin – Tasty Bites of Sweetness



(not) having a child in China

Tianjin's hospitals advise us to try again

By Mike Cormack

The queues form early at the Children's Hospital in Tianjin. It's not yet 8a.m. and already the ticket queue just to see a doctor stretches 100 metres from the front door. Fathers carry babies wrapped in blankets, grandparents cling tight to toddlers with cheeks red and roughened by the cold, and policemen stolidly guard the doorways. I'm here with my wife, Shelley, a Chinese native: she has been experiencing some complications with her pregnancy.

China's health system, despite the connotations of the People's Republic, is almost entirely private; no "socialised medicine" here. And although I have health insurance through my employer, it does not extend to my wife. Not that it really matters at this moment – we would still have to queue.

Eight a.m. comes and the doors open. The policeman patiently lets in a few people at a time, and the queue steadily snakes forward. Desperate men rush to the front

to try to ask questions. Ten minutes after the doors open, my wife and I are in.

The next task is to buy a ticket for a doctor's appointment. People are literally running to the hatches from which these tickets – ranging from 4 to 120 CNY depending on the quality of the doctor – are sold. We make our way a little more uncertainly (it's our first time here) to a thronging mass at one of the hatches.

Any notion of queuing has been long gone; instead a desperate, elbow-sharp mob strives for the attention of the cashier. It makes closing time in a nightclub seem civilised and decorous. There is no point in waiting your turn – someone will jump in ahead of you, thrusting their note onto the desk and asking for a ticket before the cashier has finished attending to her previous customer. I jostle and push my way to the front and, thanks to some good elbow-work gained from experience in the Beijing subway system, eventually procure a ticket.





We're at the Children's Hospital to see Dr. Li, who is reputedly one of the best children's doctors in the whole of Tianjin. If you got here after 9am, say, there would be no chance of seeing her that day; all the tickets would be sold out. But we make our way up to the section where Dr Li works, and have to wait in a small area of around 20 screw-down plastic chairs, numerous frazzled parents and surprisingly placid children. Shelley indicates she has a ticket to see Dr. Li to a disinterested nurse, who dismissively nods at the chairs without saying a word.

Forty minutes pass. The clock strikes nine and a nurse begins to let people into a corridor with a half-dozen consulting rooms, calling their names into a microphone. Newly-arriving adults try to wheedle their way through, while those called head on in. Shelley and I evidently arrived too late for the first consultations, but only have another 20 minutes or so before we are called to see Dr. Li.

In China the likelihood of high costs and the one-child policy mean that any birth defects almost automatically result in abortion.

Dr. Li is a pretty young doctor in her early-30s, wearing a pearl necklace and an off-white doctor's outfit which has obviously been through a thousand washes. Her consulting room is Spartan in the extreme: scuffed walls, no medical equipment, and just a bed, a computer and one chair for patients. I stand as Shelley sits and describes her case, shows the results of her scans, and asks questions. Dr. Li has a good bedside manner – I can tell right away, even though I can only understand one word in 10. She is sympathetic, her body language expressive, and

has a confident, helpful air about her. She makes a pleasant contrast to the impassive or snarling, obstructive nurses whom we have seen thus far.

The door is open, as is usual. Mid-way through the consultation a woman enters and plops her baby down on the bed. Maybe she's tired of holding the baby, maybe it needs its nappy changed, maybe she's begging to have her child seen too, I don't know – in any event, Dr. Li orders her to go back out, and gestures for me to close the door. I do so, and sit on the bed, attempting to ignore the fervent, rapacious looks of those waiting outside.

We have come to this hospital because during a scan in our local hospital our baby was found to have gastroschisis. This is a condition where the stomach has a hole in it and some of the intestines are outside in the amniotic fluid. Our local hospital advised us to abort. Given that our baby (we do not know if it is a boy or girl because doctors



are forbidden to tell this, for fear that parents will get rid of an unwanted girl) is now six months into its journey to life, and has been kicking strongly for some months, we feel we cannot do this.

We've read as much about it as we can from internet forums that discuss healthcare and childcare issues in the Beijing/Tianjin area. Gastroschisis, when given correct care and attention, has a high survival rate. After birth, the intestines should be covered in a sterile bag to let the swelling caused by reaction to the amniotic fluid go down, after which they can be placed back inside and the belly stitched up. This might take days or weeks,

depending on the swelling and the size of the hole.

Unfortunately in China, healthcare is private, and combines the lengthy queues of British NHS hospitals with the financial imperatives of US healthcare. In China the likelihood of high costs and the one-child policy mean that any birth defects almost automatically result in abortion. The children who are born must be perfect. While the procedure I had read about would be feasible in a Western hospital, it's almost unheard of in Tianjin. Dr. Li says that we are young and healthy – we will have the chance to have another child. She also advises us to have an abortion.

By this time we have seen doctors in four different hospitals. All of them have given the same advice. Now our resistance is shattered. We begin to discuss the procedure for a late termination, Dr. Li empathetically talking us through it. We are distraught, but Dr. Li's manner is consoling while still authoritative.

A man suddenly opens the door and begins haranguing. He gestures at us, torrents of angry Chinese bursting from him. Even I can understand: he's saying that we don't have a child, so why are we in there? Dr. Li does not shout at him but gestures to my wife's enlarged belly and requests him to leave. Anguished and agitated, violent machismo notions take my mind, but fortunately the man leaves. I close the door behind him, seeing the ravenously impatient eyes wishing us gone. Dr. Li apologises and continues. The Children's Hospital does not carry out abortions so she suggests another, one in which we already had a consultation. We thank her and leave.

*

At the next hospital it is approaching 11a.m. and biblical throngs of people cascade from one side to another, here, there and everywhere. Queues vary between lengthy and grotesque; some are so long that they intersect with others, which causes some confusion and opportunism. We manage to get a ticket and an appointment, in spite of various queue-jumping efforts and shameless attempts to edge ahead of us. Unable to communicate and needing to protect my wife in her hour of need, I aggressively elbow off any interlopers and curse anyone who goes straight to the counter. I probably look like an idiotic foreigner, but at this point, I don't care. We get an appointment. Shelley sees a doctor who confirms the abortion and we make our way, unguided and confused, to the maternity wing. **E**



Sheraton
Tianjin
HOTEL

天津喜来登大酒店

天将今夜月 一迤洗寰瀛
 暑退九霄净 秋澄万景清
 星辰让光彩 风露发晶英
 能变人间世 攸然是玉京



Sheraton Mid-Autumn Celebrations 2010

天津喜来登大酒店中秋月饼

七星伴月



HARMONY

RMB 198 per box
每盒人民币198元

富贵团圆



LONGEVITY

RMB 288 per box
每盒人民币288元

锦上添花



SPLENDOR

RMB 368 per box
每盒人民币368元

For enquiries or reservations, please call +86 22 2731 3388 ext. 1861

spg.
Starwood
Preferred
Guest

MERIDIEN

loft

THE LUXURY COLLECTION

WESTIN

FOUR POINTS





The Center of Binhai New Area
TEDA MSD

Upgrade Your Business Life with Our Brand-new Platform

— TEDA MSD Available in September



/ 2010



TEDA MSD, located at the heart of Binhai New Area (the center of TEDA). The first phase of 160,000m² office space and commercial will be available in September, which is the first international class-A business complex of Binhai New Area that provides world-standard high quality offices and commercials.

- **Convenient Transportation:** transportation network extending in all directions including express train and many expressways linking TEDA MSD, Tianjin and Beijing.
- **International Quality:** international Class-A office building standards and world's leading facilities.
- **First-class Service:** joint venture with Savills to provide world-class property management services.
- **Low-carbon:** has achieved pre-certification under LEED for core & shell development certified level.

Policy Advice: +86 22 2520 1906 Office Service Hotline: 400-668-1066 Commercial Service Hotline: +86 22 6622 8888
Developer: Tianjin TEDA Development Co., Ltd. Fax: +86 22 6622 2567 Website: www.tedamsd.com
Address: 8F, Tower B, No. 21, Hongda Street, TEDA, Tianjin, China Postcode: 300457

