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FORGING STRONG BONDS THROUGH DIPLOMACY

H.E. Luis Schmidt Montes
Chile's Ambassador to China

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EV battery recycling powering up

EV battery or Electric vehicle recycling in China has become a rapidly growing business as investors are eyeing opportunities in surging volumes of retired new energy vehicles, or NEVs. Analysts said enhanced industry standards and regulations can ensure safety and avoid pollution.

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TECH ▼ Fleets of Robots are Parking Cars in an Airport in France

The most strenuous part about your visit to the airport is the parking. It is very hard to find a good spot. Usually, you get a spot so far away that you have to walk a long distance to and from the airport building. It takes a lot of time and energy to find your car when you go back, making going to the airport a stressful thing to do.

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Dear Readers

We recently had the privilege of speaking to Ambassador H.E. Luis Schmidt Montes to learn more about his extensive experience as a successful diplomat and businessman. Speaking of his background, Mr Schmidt told us that he is not a typical ambassador. He first arrived in China in 1991 on a business trip.

He saw a lot of business potential in China, and for this reason, he visited many times over the last 30 years, and developed several farms and other projects in China. Among many other initiatives, Mr Schmidt led the implementation in China of the Chile-China Experimental Demonstrative Farm for technological exchange on fruit species that was established in Tianjin, Jixian county, a 33-hectare area devoted to growing table grapes, peaches, cherries, plums, walnuts, blueberries, apricots, etc.

Today there is a five-star hotel, conference centre, golf course and "ecology garden" on the site of Jixian, north of Tianjin, not to mention a row of huge replicas of the famous Moais of Easter Island. Mr Schmidt also made a winning pitch to acquire Chile's pavilion from the Shanghai Expo 2010 site after that world fair ended.

On the travel front, during this year's three-day Mid-Autumn Festival holiday, China witnessed more than 88 million domestic trips, about 87.2% of the figure for 2019, highlighting the strong recovery momentum in the country's tourism sector. China's tourism industry seems to have adapted to the current situation of regular epidemic prevention and control, with growing market demand and more innovative business models and growth points.

Another hot topic is clean power. China is the world's leading country in clean power generation, after a double-digit growth in the first seven months was reported. China's clean and low-carbon energy process has been accelerating, with power generated by clean energy, including hydropower, wind power, solar power and nuclear power growing rapidly this year.

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Mary Smith

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TIANJIN NEWS

TIANJIN ONE OF CITIES WITH THE MOST POTENTIAL TO APPEAL TO EXPATS



The annual survey, "Amazing China: The Most Attractive Chinese Cities for Foreigners," unveiled its results at the 2021 Euro-Asia Economic Forum held in Xi'an, Shaanxi province. Beijing topped the list, followed by Shanghai, Hangzhou, Guangzhou, Xi'an, Chengdu, Ningbo, Suzhou, Shenzhen and Qingdao. The poll also rated 10 cities with the most potential to appeal to expats, namely Nanjing, Wuxi, Wuhan, Tianjin, Kunming, Dongguan, Changsha, Quanzhou, Hefei and Yantai.

105TH CHINA FOOD AND DRINKS FAIR IN TIANJIN



The 105th China Food and Drinks Fair was successfully held in Tianjin on October 19–21. It is one of the largest professional exhibitions, with a long history of 66 years in China, attracting more than 3,000 exhibitors. As a barometer of the industry, the biannual fair set up six major exhibition areas, including alcohol, wine and spirits, food and beverage, ingredients, food machines and packaging.

TIANJIN BEGINS COVID-19 BOOSTER SHOTS FOR KEY GROUPS

Tianjin will give COVID-19 booster



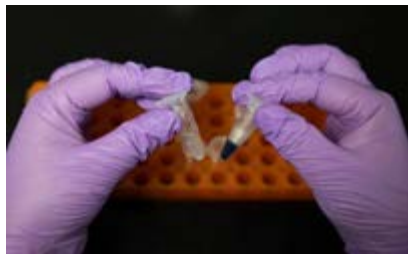
shots to key groups of people aged between 18 and 59 who have been fully inoculated with inactivated vaccines for six months. Key groups who received two doses of inactivated vaccine before March 1, April 1 and May 1, will get booster shots in September, October and November, respectively, according to Tianjin disease prevention and control centres.

WORLD'S FIRST ZERO-CARBON TERMINAL OPENS IN TIANJIN



A smart container terminal with zero carbon emissions has started operations in Tianjin Port. The terminal was built in 21 months. It is the world's first "smart" and "zero-carbon" terminal, an example for the intelligent upgrade and low-carbon development of ports all over the world, said Chu Bin, Chairman of the Board of the Tianjin Port (Group) Co.

MAJOR INTERNATIONAL DISRUPTIVE BREAKTHROUGH IN TIANJIN



Chinese scientists have become the first in the world to develop an artificial

method of synthesizing starch from carbon dioxide (CO₂). The study, recently published online, was conducted by the Tianjin Institute of Industrial Biotechnology of the Chinese Academy of Sciences. The new approach makes it possible to alter starch production from traditional agricultural planting to industrial manufacturing, and opens up a new technical route for synthesizing complex molecules from CO₂, said Ma Yanhe, corresponding author of the study.

TIANJIN ICE CREAM EXHIBITION



A three-day exhibition of Ice Cream China 2021 took place at Tianjin Meijiang Convention Centre. More than 400 companies and nearly 10,000 clients joined this ice cream gala. The exhibition, which covered 42,000 square meters, showcased a wide range of products in the ice cream industry, including food ingredients, equipment, packaging, producing, R&D, service, cold-chain logistics, and consumption. Exhibitors from Italy, Belgium, Netherlands, Japan and Russia said that they would keep on promoting top-class quality ice cream and related products in China.

TIANJIN HAICHANG OCEAN PARK TO TRANSFER 100% EQUITY TO MBK PARTNERS



Haichang Ocean Park Holdings Ltd. has announced that private equity firm MBK Partners has agreed to acquire

Haichang assets for 6.53 billion yuan (\$1.01 billion), as the hospitality company takes steps to cut its debt. MBK Partners will acquire four existing ocean theme parks from Haichang, namely, in Wuhan, Hubei province, Chengdu, Sichuan province, Tianjin, and Qingdao, Shandong province, as well as one still under construction in Zhengzhou, Henan province.

FINANCE

FOOD DELIVERY GIANT MEITUAN FINED 3.5 BILLION YUAN FOR BREAKING ANTI-MONOPOLY LAW



China levied a \$533 million fine on Meituan after a months-long probe found that the food-delivery behemoth had violated anti-monopoly regulations. The State Administration for Market Regulation imposed a 3.44 billion yuan fine on Meituan, amounting to 3% of its 2020 domestic revenue, according to a statement. The company will also have to return 1.29 billion yuan of deposits stemming from exclusivity arrangements. Billionaire Wang Xing's firm was told to improve its commissions mechanism, ensure the legal rights of restaurant partners and step up protections for its delivery riders.

XIAOMI TAKES LEAD IN CENTRAL AND EASTERN EUROPE'S 5G SMARTPHONE MARKET



China's leading smartphone producer Xiaomi's 5G mobile phone shipments in central and eastern Europe led the local market in the third quarter of 2021, with a massive 42% market share, surpassing Apple and Samsung, according to a report released by Strategy Analytics, a market research agency. Xiaomi recorded an annualized shipment growth rate of more than 5,700%, the report said.

CHINA LIBERALISES COAL-FIRED POWER PRICING TO TACKLE ENERGY CRISIS



The National Development and Reform Commission (NDRC), the top economic planning body, has said it will allow coal-fired power plants to price electricity based on market rates while lifting a government-set pricing system. Coal-fired power prices will be allowed to fluctuate by as much as 20% from base levels, an increase from previous limits of 10% to 15%. Prices for high energy-consuming companies would not be bound by the 20% limit to encourage them to improve power efficiency, the NDRC said.

CHINA'S THIRD-QUARTER GDP GROWTH SLOWS TO 4.9%



China's third-quarter GDP grew a disappointing 4.9% as industrial activity rose less than expected in September. The National Bureau of

Statistics said that gross domestic product grew 4.9% in the third quarter from a year ago. That missed expectations for a 5.2% expansion.

CHINA'S FOREIGN TRADE UP 22.7% IN FIRST 3 QUARTERS



China's total imports and exports expanded 22.7% year on year to 28.33 trillion yuan in the first three quarters of 2021. The figure marked an increase of 23.4% from the pre-epidemic level in 2019, according to the General Administration of Customs. Both exports and imports continued double-digit growth in the first nine months of the year, surging 22.7% and 22.6% from a year earlier, respectively.

CHINA GIVES GO-AHEAD TO ENABLE FOREIGN ACCESS TO VPN SERVICES



The State Council, China's cabinet, gave the green light to Beijing's plan to allow foreign shareholding of no more than 50% in domestic virtual private network (VPN) services as part of the capital city's move to open up its services sector. The move is part of revisions to a raft of rules and regulations, effectively immediately in designated areas in Beijing only, in line with an action plan unveiled last September during the annual services trade show in Beijing.

XPENG-BACKED FLYING CAR START-UP GETS BIGGEST FUNDRAISING IN ASIA'S AIR MOBILITY SECTOR



The impressive XPeng X2, a fifth-generation flying vehicle, was unveiled last month at the 13th Airshow China 2021. This fully-electric vehicle stands out due to its intelligent flight control system and highly-advanced autonomous flying capabilities. The company announced that its recent Series A financing, adding up to \$500 million, is the most significant single-tranche fundraising to date in Asia's flying vehicle sector. Part of this funding will be used to advance the development and reach certification.

LAW & POLICY

CHINA OPENS STOCK, COMMODITY DERIVATIVES TO FOREIGN INVESTORS



Starting November 1, investors under the Qualified Foreign Institutional Investor (QFII) scheme will be allowed to trade commodity futures, commodity options and stock index options, the China Securities Regulatory Commission (CSRC) said. Expanding QFII's investment scope would provide foreign investors with more hedging tools, and help attract overseas capital, CSRC said on its website.

BEIJING TO ALLOW GUIDE DOGS ON PUBLIC TRANSPORT



The Regulation of Beijing Municipality on the Construction of Barrier-Free Environments will take effect from November 1. According to the regulation, individuals with visual impairment must be allowed to take their guide dogs into public places or public transport facilities, as long as they possess visual disability certificates and guide dog permits. Those who stop visually impaired people with legal certificates from using public facilities will be ordered to make corrections, or will receive a disciplinary warning and a notice of criticism, the regulation added.

CHINA DRAFTS LAW TO PUNISH PARENTS FOR CHILDREN'S BAD BEHAVIOUR



In the draft of the family education promotion law, guardians will be reprimanded and ordered to go through family education guidance programs if prosecutors find very bad or criminal behaviour in children under their care. The draft family education promotion law, which will be reviewed at the NPC Standing Committee session this week, also urges parents to arrange time for their children to rest, play, and exercise.

CHINA IN THE WORLD

CHINA UNVEILS YOUNG ASTRONAUTS FOR SHENZHOU 13 SPACE MISSION



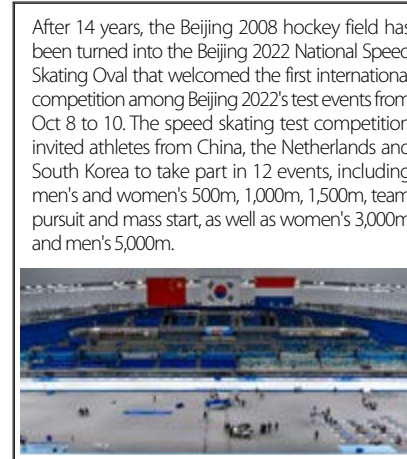
China has unveiled a team of three young astronauts for its Shenzhou 13 space mission. The mission, which is planned to last for six months, will be piloted by Zhai Zhigang, 55, Wang Yaping, 41, and Ye Guangfu, 41, who were the backup crew of the recently completed Shenzhou 12 mission, said a source familiar with the mission plan. Wang will become China's first female astronaut to work in its new Tianhe core module of the Chinese space station.

CHINA TO REDUCE ABORTIONS FOR 'NON-MEDICAL PURPOSES'



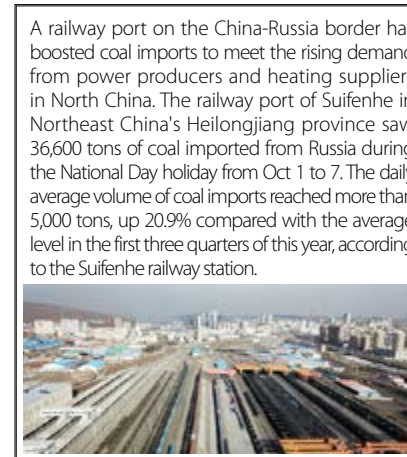
China will reduce the number of abortions performed for "non-medical purposes," the country's cabinet announced in new guidelines that it said were aimed at improving women's reproductive health. China has already enacted strict measures aimed at preventing sex-selective abortions, and health authorities also warned in 2018 that the use of abortion to end unwanted pregnancies was harmful to women's bodies and risks causing infertility.

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After 14 years, the Beijing 2008 hockey field has been turned into the Beijing 2022 National Speed Skating Oval that welcomed the first international competition among Beijing 2022's test events from Oct 8 to 10. The speed skating test competition invited athletes from China, the Netherlands and South Korea to take part in 12 events, including men's and women's 500m, 1,000m, 1,500m, team pursuit and mass start, as well as women's 3,000m and men's 5,000m.

36,600



A railway port on the China-Russia border has boosted coal imports to meet the rising demand from power producers and heating suppliers in North China. The railway port of Suifenhe in Northeast China's Heilongjiang province saw 36,600 tons of coal imported from Russia during the National Day holiday from Oct 1 to 7. The daily average volume of coal imports reached more than 5,000 tons, up 20.9% compared with the average level in the first three quarters of this year, according to the Suifenhe railway station.

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Chinese tech giants will only get stronger, said Zhang Jun, Dean of the School of Economics at Fudan University, in a commentary published by the Singapore-based English-language Asian news network, CNA, recently. Zhang said that over the last 20 years, a number of thriving technology companies have emerged in China, a huge internal market of 1.4 billion people connected by well-developed transportation systems, advanced communication networks, and flexible and efficient supply chains.

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Concluding with a stunning haul of 4.39 billion yuan, the box office for this year's National Day holiday has pulled in its second-highest gross of all time during the same period, according to the live tracker, Beacon. *The Battle at Lake Changjin*, the 176-minute epic about the War to Resist US Aggression and Aid Korea (1950-53), dominated the holiday box office chart. Raking in 3.45 billion yuan, the war-themed blockbuster landed far ahead of *My Country, My Parents*, which garnered over 1 billion yuan to sit in the No 2 position.

2,225



China's national carbon market, the world's largest by volume of emissions, has started operating, representing another concrete step by the country in the development roadmap outlined in 2015 and endorsed by the State Council, the country's Cabinet. The objectives of the national carbon market are to reduce carbon emissions through trading and to achieve China's 2060 carbon neutrality pledges. Current participants include 2,225 power companies accounting for over 40% of China's emissions.

7.13 million



China's full-time equivalent R&D personnel has consistently ranked first in the world since 2013, Chinese financial media outlet Yicai reported. The total number of R&D personnel in China reached 7.13 million in 2019, 1.3 times that of 2015, bringing the number of R&D personnel to a new high according to the report, which cited the China Science and Technology Talent Development Report 2020 by the Ministry of Science and Technology.

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China has conducted its Shenzhou XIII manned space flight, sending three astronauts to stay in the country's Tiangong space station for six months. One of China's most challenging and sophisticated space endeavours, Tiangong will consist of three main components - a core module attached to two space labs - with a combined weight of nearly 70 metric tons. The station's core module - Tianhe, or Harmony of Heavens - was lifted by a Long March 5B heavy-lift rocket from the Wenchang Space Launch Centre in Hainan province in late April.

3.442 Billion yuan



The State Administration for Market Regulation, China's top market regulator, imposed a fine of 3.442 billion yuan on food delivery giant Meituan for monopolistic behaviour. Industry experts said that it is a landmark event that indicates the country's enhanced but increasingly clear regulation of monopolistic behaviour, which will protect fair market order and drive the sustainable development of the platform-based economy.

40 million yuan



Chinese companies are showcasing their latest technologies at the China Pavilion of the ongoing Expo 2020 Dubai, as they plan to leverage the opportunity to expand their overseas reach. For instance, UBTECH Robotics, a Shenzhen-based artificial intelligence and humanoid robotics company, is showcasing its Panda Robot and the Walker X, a large humanoid service robot. UBTECH Robotics said it supports AI education in over 40 countries and regions across six continents.



Forging Strong Bonds Through Diplomacy

More than 30 years of fruitful cooperation

We recently had the privilege of speaking to Ambassador H.E. Luis Schmidt Montes to learn more about his extensive experience as a successful diplomat and businessman. Speaking of his background, Mr Schmidt told us that he is not a typical ambassador. He arrived in China in 1991. In his country, he was working in the private sector, and came to China on business for his winery.

At first, he found it difficult, because Chinese people were not familiar with the type of wine he produced, so he decided to engage in another business with fresh fruit. He saw a lot of business potential in China, and for this reason, he visited many times over the last 30 years, and developed several farms and other projects in China. Among many other initiatives, Mr Schmidt led the implementation in China of the Chile-China Experimental Demonstrative Farm for technological exchange on fruit species that was established in Tianjin, Jixian county, a 33-hectares devoted to growing table grapes, peaches, cherries, plums, walnuts, blueberries, apricots, etc...

Today there is a five-star hotel, conference centre, golf course and "ecology garden" on the site, not to mention a row of huge replicas of the famous Moais of Easter Island. Mr Schmidt also made a winning pitch to acquire Chile's pavilion from the Shanghai Expo 2010 site after that world fair ended. Nowadays, the resulting complex represents more tourism and less farming. The hotel and meeting rooms are usually fully booked.

Mr Schmidt said that he loves to take groups out to see the project, energetically testing the exercise equipment in the hotel's health club, pouring wine for guests and leading after-dinner songs. Fresh fruit may be good business, but under his wing it seems to be a lot of fun, too.

In 2005, when negotiations began for a free trade agreement between China and Chile, Mr Schmidt came to China to participate in the discussions. This was because he had been nominated as the President of the National Trade Union Federation of Fruit Producers (FEDEFruta) and was also President of the National Society of Agriculture (SNA).

In 2010, because he had a lot of experience in China, he was sent there by the Chilean government as ambassador. Then, since he achieved good results during his first term, he was reappointed for a second term in 2018.

Asked about the changes he had observed in China, Mr Schmidt said that he finds it very different now compared to 30 years ago. He said that when he first arrived, people were very poor and had a tough life, but today, poverty has been eradicated. He also commented on the huge advances in technology, mentioning specifically features such as WeChat and 5G. He also pointed out that when he first arrived, nothing was known about e-commerce, but today it is a permanent feature of Chinese life, with intelligent houses, smart cities, and driverless taxis, among other things.

Furthermore, China has become the second strongest economy in the world, and in his opinion, is heading towards being the first in the next three or four years.

H.E. Luis Schmidt Montes
Chile's Ambassador to China



Mr Schmidt also expressed his admiration for the Chinese people and the efforts they have made to advance and develop, saying that their innovation and the advances they have made are amazing. He mentioned that a huge number of Chinese students have gone to study outside China at the best universities in the world.

With regard to his own business developments, Mr Schmidt spoke of having to adapt to doing business in China. He explained that in the Western world, if one has a quality product at a competitive price, one can succeed in business. However, he found that the Chinese have a Confucius mentality; when he told them he had a very good product at a low price, they did not simply believe him. Rather, they looked at him and tried to get to know him; they wanted to form a relationship. For this reason, he struggled a lot in the beginning, because with his occidental mentality, he wanted to transform the way he did business, but it was impossible. He learned that one needs to create a relationship—*guānxi*—here. He said that for this reason, he now has a lot of good friends in China, and they have given him a lot of opportunities, not only for his business but for many other things, including things that affect his country. He knows a lot of people who, around 20 or 30 years ago, were beginning in the Party, beginning with the government, and today have become ministers with whom he can easily get meetings.

Ambassador Schmidt said that for his country, China is very, very important, and that if China is good, Chile is good.

Mr Schmidt said that for his country, China is very, very important, and that if China is good, Chile is good.



With regard to cooperation in terms of health during the pandemic, Mr Schmidt told us that at the beginning of the pandemic, in February, 2020, the President of the Republic of Chile, Mr Sebastián Piñera, offered to send doctors to Wuhan help China because Chile had a lot of good resources. But three months later, the coronavirus hit in Chile, and it caused a huge problem because Chile's health system was not prepared for it, and they didn't have ventilators or masks to protect the doctors.

The Embassy of Chile in Beijing then obtained ventilators and masks for the protection of doctors, and could later help further by sending more than 1,700 ventilators and millions of masks. Chile also did not have a vaccine, so another good thing was that they began talking with the different pharmaceutical companies in China to obtain a vaccine.

In May of 2020, they signed an agreement with Sinovac, and were able to obtain a lot of vaccine, with the result that Chile currently has 90% of the total population vaccinated, the second or third highest percentage in the world. The infection rate has decreased, and they have reopened their borders.

In December last year, China and Chile achieved 50 years of diplomatic relations, and the presidents of the two countries acknowledged how they had helped each other in the pandemic.

In terms of key milestones in the relationship between China and Chile, Ambassador Schmidt told us that Chile was the first country in South America to forge a relationship with China. At that time, the world in general was very critical of China, but Chile recognized China in 1970.

Another important issue was when China wished to join the World Trade Organization. For that to happen, China had to be recognized as an open market economy. In the world of commerce, people were unwilling to recognize China, but Chile supported China's bid to join the organization.

Furthermore, in 2005, Chile was the first country to sign a free trade agreement with China which was approved in 2006. As a result, over the last 15 years, Chile's trade with China has increased by more than five times.

Another very remarkable aspect was that although this free trade agreement covered goods only, not service or investment, this also later changed. In 2010, when Mr Schmidt arrived as ambassador, he was able to negotiate the agreement to include service, and in 2012, to include investment. Thus, China is the only country with which Chile has a completely free trade agreement that includes goods, service, and investment. Then in 2019, there was a new free trade agreement that went deeper and included new topics, such as e-commerce, which Ambassador Schmidt



points out is very important in the current pandemic context.

Mr Schmidt further told us that China is Chile's primary partner in commercial trade, although Chile is China's second partner in Latin America, the first being Brazil because Brazil is such a big country. However, Mr Schmidt feels that Chile is more advanced than Argentina, Peru, Colombia, Venezuela, Ecuador, and other countries that are larger in term of population than Chile.

Mr Schmidt views the establishment of a strong trade relationship between China and Chile as one of his main achievements during his time as ambassador. Today, China is Chile's first partner in commercial trade because with all that has been happening in the world, the economies of many countries have gone into a recession, but China is the exception. Thus, as a first partner with China, Chile today is better off than it would have been without this partnership.

Another important achievement for Mr Schmidt occurred in 2010. He suggested to President Sebastián

Piñera that since much of Chile's wine and fruit trade was based in Guangzhou, the capital of the province of Canton, it would be a good idea to establish a consulate in that city. This would be difficult, because a consulate would permanently require lot of money. However, Mr Schmidt was able to convince the president, and in the middle of his first term of office, he opened the consulate in Guangzhou.

Mr Schmidt also told us that this was a repeat of history. The first consulate that Chile had in China was in 1870. At that time, a lot of Cantonese people were going to work in Latin America, principally in the meat trade and mining, but they were going not to Chile, but to Peru and Bolivia. At the time, the owners of the businesses kept these people's passports so that they became slaves. When they tried to escape to Chile, they were asked for papers or ID which they didn't have. For this reason Chile opened a consulate in Guangzhou, and this consulate existed from 1872 until 1910, when it was shut down and another consulate was opened in Hong Kong. However, Mr Schmidt reopened it in

2010, and today, Chile has consulates in Hong Kong, Guangzhou, Beijing and Shanghai. Since these are all on the coast, there was a need for a consulate inland, so in the middle of this year (July 2021), Mr Schmidt opened a new Consulate General in Chengdu.

With regard to these remarkable achievements, and with all that has happened with the pandemic, Mr Schmidt said that he wished to acknowledge the effort of the embassy personnel. He said that it was not his effort alone, but that of the team, and that without them, these achievements would not be possible.

B

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Thanks to Conrad Tianjin
to provide us the location
for this interview.



外交铸造紧密 多年的合作硕果累累

路易斯·施密特·蒙特斯
智利驻华大使

我们最近有幸与智利驻华大使路易斯·施密特·蒙特斯大使进行了对话，作为一名成功的外交官和商人，他有着丰富的经验。施密特先生第一次到中国是 1991 年，那时他还是商人，他在中国看到了很大的商业潜力，并在过去 30 年里多次来到中国，期间开发了几个农场和一个滑雪胜地。施密特先生还为实现两国的技术交流，在天津蓟县建立了智利 - 中国水果品种试验示范农场，面积约 23 公顷，用于种植葡萄和果树。今天，这里发展成了一个拥有五星级酒店、会议中心、高尔夫球场的综合“生态花园”。

由于施密特先生在中国积累了丰富的经验，2010 年被智利政府派往中国担任大使。后由于他在第一个任期内取得了良好的成绩，于 2018 年再次连任智利驻华大使。

当被问及他在中国观察到的变化时，施密特先生说，现在的情况与 30 年前有着巨大的不同，相比第一次来中国的时候，今天的中国已经消除贫困，科技也取得了巨大进步，特别提到微信和 5G 等功能，当他第一次来这里的时候，人们对电子商务一无所知，但今天，电子商务和智能房屋、智能城市和无人驾驶出租车等已经成为了人们生活的一部分。

此外，中国已成为世界上第二强经济体，在施密特先生看来，中国将成为未来三四年内的第一个经济体。施密特先生还对中国人民及其为进步和发展所作的努力表示钦佩，称他们的创新和所取得的进步都是惊人的。

2020 年 5 月，智利与科兴公司签署了一项协议，并获得了大量疫苗，目前智利有 90% 的人口接种了疫苗，这个比例位于世界前三，感染率下降了，智利重新开放了边境。

去年 12 月，中智建交 50 周年，两国总统承认两国在艾滋病疫情中相互帮助。关于中智关系中的重要里程碑，施密特大使告诉我们，智利是南美洲第一个与中国建立关系的国家。此外，2005 年，智利是第一个与中国签署自由贸易协定的国家，该协定于 2006 年获得批准。因此在过去 15 年中，智利与中国的贸易增长了五倍多。

施密特大使说，中国对智利来说非常重要，中国好起来，智利才能好起来。



Social commerce and the evolution of OMNICHANNEL MARKETING

The COVID-19 pandemic has reduced the presence of physical stores. However, this development has contributed significantly to the eCommerce industry. More customers now prefer online shopping. While eCommerce grabs all the spotlight, a unique platform within it is set to take over very soon. That particular platform is known as social commerce.

Social commerce is the sale of products through innovative social media channels. In today's world, social media applications are becoming increasingly popular. The presence of e-Commerce companies on these channels can significantly increase sales. Furthermore, these companies can also strive to meet new customer expectations due to the convenience.

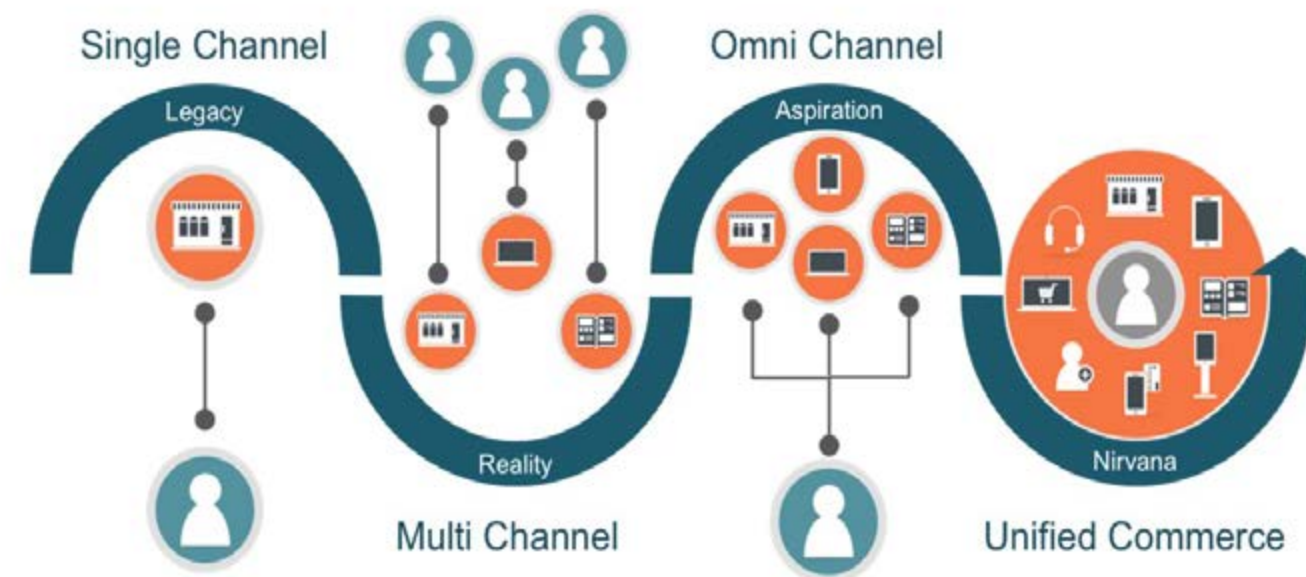
According to e-Marketer, more than 28% of US social media users had increased their usage by 2020. Although the coronavirus has contributed to this development, businesses need to take advantage of it. Selling products through social media generates much more profit than ever before.

Additionally, the rapid emergence of social media posts that can attract customers is an excellent way for brands to engage with the public. Various apps like Instagram, Facebook and TikTok are starting to implement e-Commerce ads on their timelines. Numerous sources have forecast that social commerce will increase by 35% by the end of 2021.

OMNICHANNEL COMMERCE

Omnichannel retail (or commerce) is a unique approach to sales that involves various platforms and focuses mainly on the customer experience. Generally, omnichannel commerce specializes in providing customers with a seamless shopping experience. It applies to any channel, whether it is online, from a

UNIFIED COMMERCE EVOLUTION OF OMNI-CHANNEL



mobile phone, or physically, at any store.

According to the Harvard Business Review, more than 70% of customers use different channels for their shopping. While some may depend on online shopping for clothing, they may actually go physically to a grocery store. Moreover, they may overly rely on eCommerce to do research before actually going to a store.

Omnichannel commerce is dedicated to the overall customer experience instead of their experiences on different channels.

BENEFITS OF IMPLEMENTING SOCIAL COMMERCE USING OMNICHANNEL RETAIL

Today, the line between social commerce, eCommerce and physical shopping is quite obsolete. Thus, incorporating omnichannel retail within social commerce can offer some great benefits, as follows:

Gain more significant customer insights

Most successful companies actually listen to customers' feedback, using their insights to uplift the quality of the service. Omnichannel commerce helps one do just that by creating more opportunities for constructive feedback.

In a channel like social media, the voices of the customers are heard by everyone. Hence, they would also become more comfortable and share their suggestions regularly.

Influence the customer lifecycle

Social commerce brings customers from different communities together. One can have an influencer, a model and an expert buying from the same brand. In this way, eCommerce companies can guide the lifecycle that these customers follow.

Maximize productivity and satisfaction of the customer service team

When a brand is present in multiple channels, the amount of feedback one gets is maximum. Hence, the omnichannel approach raises the performance of a customer service employee. They are required to think critically and provide customers with the best service. Social commerce also adds to this through constant comments from customers. The team needs to be efficient and increase their productivity. When they do that, overall satisfaction is guaranteed.

Reduce churn rate and boost loyalty

When using omnichannel customer service, customers can quickly have

their concerns addressed. They no longer get frustrated by the repetition of their complaints to different service personnel. Hence, the churn rate is significantly reduced, and customers are more likely to stay with one brand.

Decrease operational costs

The omnichannel service approach also plays a significant part in decreasing operating costs. Since all the channels are integrated, the cost of service operation is much reduced compared to other approaches. Additionally, companies can easily use chatbots and AI to upgrade customer service.

If you are setting up your brand for success in 2021, a combination of social commerce with omnichannel approaches is the best method. Due to the rapid growth of social commerce, your brand value is set to increase. You must, however, find the right balance, and then the sky's the limit. **B**

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AUDI TO TAILOR MORE VEHICLES FOR CHINA VIA NEW JOINT VENTURE

Audi AG will produce more tailor-made models for China in partnership with its second local partner SAIC, as the German premium carmaker expects to grow its share in the world's largest vehicle market.

Thorsten Godulla, SAIC Audi's sales and marketing president, said more models specially designed for China will hit the market in coming years, but will not be available in other parts of the world.

SAIC Audi's first model, the A7L sedan, rolled off the assembly line. It was developed based on the Chinese team's voice.

Godulla, who has worked at Audi for 27 years and came to China a few weeks ago, unveiled the product plan as SAIC Audi opened its first showrooms in six cities, including Beijing.

The model to follow the A7L sedan is an electric SUV which made its premiere as a concept earlier this year. The mass-produced version will be unveiled in coming months, said Godulla.

Jia Mingdi, also president of SAIC Audi's sales and marketing, said that besides tailor-made models, SAIC Audi is exploring a customer-centric e-commerce system in which vehicles are sold at fixed prices across the country and customers can place orders online. He said the online system allows the company to respond fast to customer feedback and thus improve their satisfaction. But Jia said SAIC Audi will not focus on online operations only, because customers may want to visit showrooms and try the models.

SAIC Audi is planning to have around 70 downtown showrooms by the end

of the year. The figure is expected to grow to 200 across 80 cities in the coming two to three years, said Jia.

The new company expects innovative sales mode and the tailor-made line-up will help Audi to seize a larger share of China's premium vehicle market. Besides SAIC, Audi is producing and selling vehicles in the country with the FAW Group.

Premium vehicle sales in China are expected to grow from 3.1 million units to over 4.5 million by the end of the decade.

Audi came to China around 30 years ago. It has sold more than 7 million vehicles in the Chinese market and is preparing to further tap the growth potential in the world's largest vehicle market.

Source: China Daily



CHINA CALLS FOR HUGE BOOST IN COAL OUTPUT TO FIGHT POWER CRUNCH

Chinese officials have ordered more than 70 mines in Inner Mongolia to ramp up coal production by nearly 100 million tonnes as the country battles its worst power crunch and coal shortages in years. The authorities face record-high prices and shortages of electricity that have prompted power rationing across the country, crippling industrial output.

The proposed increase would make up nearly 3% of China's total thermal coal consumption. An official with the region's energy bureau confirmed the notice but declined to say how long the production boost would be allowed to last.

The notice followed a meeting during which the regional authorities mapped out measures for winter energy supplies in response to mandates from China's State Council, or Cabinet.

The 72 mines listed by the Inner

Mongolia energy bureau, most of which are open pits, previously had an authorised annual capacity of 178.45 million tonnes. Inner Mongolia is China's second-biggest coal-producing region, churning out just over 1 billion tonnes in 2020 and accounting for more than a quarter of the national total, official data show.

Coal inventories at major Chinese ports were at 52.34 million tonnes in late September before a week-long national holiday that started Oct 1, down 18% from the same period last year, data compiled by China Coal Transportation and Distribution Association showed.

To ensure power and heating supply to residential users, China has reopened dozens of other mines and approved several new ones. The government has also called for "appropriately" raising coal imports to levels on par with last

year, analysts said, after imports fell nearly 10% in the first eight months.

It has even released Australian coal from bonded storage despite a nearly year-long unofficial import ban on coal imports from Australia, and utilities have tapped rare supply sources like Kazakhstan and the United States.

Extra production in Inner Mongolia should help ease China's supply crunch, but even an annual 98 million tonnes may not add much before winter hits, analysts and traders said.

Benchmark spot thermal coal prices in the northern port of Qinhuangdao hit a record high of 1,079 yuan a tonne in late September.

As coal prices continue to rise, more power plants are seeing their balance sheets fall into the red and even face shutting down.

Source: The Business Times



JD RAMPS UP EFFORTS TO EXPAND PRESENCE IN INDONESIA

Chinese e-commerce giant JD is beefing up efforts to expand its presence in Indonesia by continuously investing in supply chain infrastructure and cutting-edge technologies.

It will introduce artificial intelligence-powered unmanned supermarkets and virtual makeup technologies and services in Indonesia, said Zhang Li, chief executive officer of JD.ID, JD's e-commerce joint venture in Indonesia.

The company will bring its relatively mature technologies, services and products to markets there, carry out extensive cooperation with more local partners, and let instant delivery and logistics services cover a wider range of areas in Indonesia, he added.

JD recently opened its first overseas e-space store in Indonesia. E-space is the mega retail experience store chain first launched by JD in 2019 in

Chongqing before spreading to other cities.

The store provides customers with a seamless online-to-offline shopping experience, where they can place orders online, experience and pick up the products on site, or have products delivered on the same day.

JD.ID started operations in Indonesia in 2015. Over the past five years, the company has established 18 warehouses and 142 distribution stations in Indonesia, covering 90% of provinces and more than 500 cities. About 85% of orders can be delivered on the same day or the next day, despite the fact that Indonesia has thousands of islands.

Although e-commerce is developing rapidly, more than 90% of commerce in Indonesia was still offline in 2020, said a report from consultancy PWC. Many shoppers opt to make less frequent,

higher-value purchases in store, preferring to test products and receive guidance from staff before splashing out on bigger items.

JD has stepped up its efforts to expand its presence in Southeast Asia in recent years. It formed its joint venture with Thai conglomerate Central Group to enter Thailand in 2017. In 2018, it made a strategic investment in Tiki.vn, Vietnam's leading business-to-consumer e-commerce platform.

JD's efforts in pushing omnichannel shopping experiences in Indonesia will enhance its competitiveness and widen its presence in this region, where it can leverage its advantages in logistics, supply chains, experience and technology in platform operation, said Lyu Haoze, an analyst at consultancy Internet Economy Institute.

Source: China Daily



CHINA WILL KEEP PUSHING INTEREST RATE REFORM: PBOC OFFICIAL

China's central bank will continue to push for reform of its benchmark loan rate and make deposit rates more market-based, according to a senior official.

The People's Bank of China will enhance the quality of banks' quotes used to derive the loan prime rate, which was revamped in 2019 to become the de facto benchmark funding cost in the economy, Deputy Governor Liu Guoqiang said in an article.

The central bank will publish historical quotes and make it competitive for banks to become qualified to provide quotes, he said.

"This will make the transmission from policy rate to loan and deposit rates via the market more smooth," Liu said in the article published by China Finance, a magazine ran by the central bank.

The PBOC will let interest rates play a key role in allocating financial resources, and

encourage more resources to flow to small, micro-sized firms and private companies, he said.

The central bank has kept the LPR and policy rates steady since cutting them at the height of the pandemic in early 2020, as it seeks to contain rising debt and financial risks in a slowing economy.

The move to adjust how banks can set deposit rates earlier this year was to contain "irrational competition" among lenders, Liu said. Some banks used unreasonably high deposit rates to lure customers in order to expand or fill their liquidity gap, which forced banks in normal operations to also hike deposit rates, according to him.

The LPR has become more market-oriented since the reform began, Liu said. The downward trend in LPR has led to a fall in the weighted average of corporate loan rates to 4.62% by August, which is 0.7 percentage points lower than



the level in July 2019 when the reform started, he said.

The LPR is now derived on the basis of monthly quotes from 18 banks, which include state-owned, private and foreign lenders, Liu said. The banks are asked to provide a quote based on a spread above the medium-term lending facility rate, the rate of the PBOC's key policy loan, and this helps reflect markets' demand and supply conditions, he said.

Source: The Business Times

Thrill, Entertainment, Nostalgia

PARAGUAY

The Landlocked Wonderland

The Republic of Paraguay is a South American country sharing its borders with Argentina, Brazil, and Bolivia. It is one of the less populated countries in South America. The majority of the people live in and around Asuncion, the capital of Paraguay. More than 60% of the country is part of the Gran Chaco region, with only a 2% population. This area is the most significant biodiversity location on earth, with more than 500 species of birds and more than 200 species of reptiles and amphibians.

VISA FORMALITIES

Adhering to international travel policies, tourists planning to visit Paraguay require a valid passport. Paraguay offers visa-free entry, visa on arrival and entry with visa services for visiting the country. Citizens of the South American countries, South Africa, Qatar, and most EU countries, Russia and Japan, can enter Paraguay without a visa. Nationals of the USA, Canada, Australia and Oman can enjoy visa on arrival facilities. Other citizens need to obtain prior visa approval to travel to Paraguay.

HOW TO REACH THERE

Tourists can reach Paraguay by air, road and ferry. There is no rail connectivity to Paraguay.

By Air

Paraguay has excellent air connectivity, and there are regular flights from the USA, UK, EU and South American countries to Asuncion Silvio Pettirossi

International Airport and Ciudad del Este. Passengers leaving Paraguay need to pay an exit tax of US\$31 at Asuncion and US\$16 at Ciudad del Este airport.

By Road

Landlocked Paraguay has excellent road connectivity from all its neighbouring countries. Tourists from Argentina can reach Asuncion by long-distance luxury bus service. From Buenos Aires, you can find daily luxury bus services to Asuncion. Similarly, there are regular bus services from Brazil and Bolivia to reach Asuncion. Night driving is risky due to poor lighting; hence, it would be better to plan your drive during day time.

By Ferry

Paraguay has excellent ferry connectivity with Brazil, Argentina and Bolivia, so if you prefer to enjoy a river trip, it is a good option to travel by ferry to reach Paraguay.





BEST TOURIST ATTRACTIONS

Iguazu Waterfalls

This magnificent 80-metre waterfall is one of the greatest attractions in Paraguay. It is located between the two largest neighbouring countries, Argentina and Brazil, very near to Ciudad del Este. The distance from Asuncion to Iguazu Falls is 324.28 km, and tourists can reach there by road or air.

The Iguazu River crashes over deep cliffs at the border between Brazil and Argentina. Tourists can visit the waterfalls from Paraguay, Brazil and Argentina. About 275 waterfalls and cascades plummet down over 2.5 miles (4 km) of cliff, providing a scenic natural wonder. A UNESCO World Heritage site, Iguazu Waterfalls is all about natural phenomena, and is an ideal location for adventure tourism.

Parque Nacional Ybycui

Spread over 5,000 hectares, the Parque Nacional Ybycui is an exotic national park with numerous attractions. It is part of the Upper Parana Atlantic Forest, home to rare butterflies and many other rare wild species. You can find tropical birds, capuchin monkeys, howler monkeys and many other species here. The lush forest park also includes many small waterfalls. When visiting the forest park, tourists will have the opportunity to see

'La Rosada', the first iron foundry of Paraguay. The park is located 120 km from Asuncion. The entry fee per vehicle is \$8.

The capital city of Paraguay welcomes tourists with its 17th century construction marvels portraying Spanish architectural brilliance. The city was founded back in 1537 and was a colonial stronghold in South America.

There is lots more to see in and around Plaza de los Heroes, Playa Uruguay and Manzana de la Rivera. If you are an artefact lover, visiting Museo del Barro won't disappoint you. The museum is rich in ancient artefacts. You can also enjoy an evening strolling on the banks of the river. Here, too, you will find many colonial-style buildings portraying the ancient glory of colonial life.

Estancia Aventura

For an adventure experience, you can stay on a traditional farm on the open terraces of the Cordillera mountains, or take a backpack retreat from modern life and enjoy traditional food. You will also have options to enjoy fishing, swimming in the lake and sunbathing on its banks.

The Jesuit Colonies

The remains of Jesuit colonial structures evoke reminders of ancient missionary work. These ruined

structures dating back to the 17th century attract many visitors globally. You can watch the daily light show and visit the museum to learn about the history of colonization and slavery. There are two dilapidated structures in this location, the Ruinas Jesuiticas de Jesus de Tavarangue and La Santissima Trinidad de Parana; both are UNESCO World Heritage sites.

Encarnacion

This is the most beautiful city in Paraguay, and is also known as "the pearl of the south." The city has all the modern forms of entertainment and is a beautiful place for relaxation and enjoyment. The city is indeed a shopper's paradise and is famous for its festivals. January and February are the months of celebration, with carnivals and roadshows that attract crowds from all over the world.

Conclusion

Visiting Paraguay will undoubtedly give you a unique experience in leisure and enjoyment. The people are friendly, and you will have all types of leisure options, from entertainment to historical expeditions. With tropical mountains, valleys and meadows, Paraguay offers a myriad of geographical diversity. **B**

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仙境般的内陆国家 --- 巴拉圭

巴拉圭共和国坐落在历史悠久的巴拉圭河的两岸，是一个南美洲中部的内陆国家，其领土与阿根廷、巴西和玻利维亚接壤。巴拉圭曾是西班牙的殖民地，但是与一些曾受西方殖民统治的南美国家相比，巴拉圭仍然保留了大部分的本土文化、宗教和传统语言。所以该国的官方语言除了西班牙语还有瓜拉尼语。巴拉圭拥有梦幻般的海滩、令人叹为观止的瀑布、郁郁葱葱的生物多样性和闪闪发光的金色沙丘，对于任何想去野外的人来说都是一个完美的目的地。



MEGA GREEN PROJECTS GIVE CHINA LEAD IN CLEAN POWER GENERATION

A double-digit growth in the first seven months was reported by China's power generation, making the country the world's largest in clean power generation

China's clean and low-carbon energy process has been accelerating with power generated by clean energy, including hydropower, wind power, solar power and nuclear power, growing rapidly this year.

With a batch of mega new energy projects put into operation this year, the government vowed to accelerate the pace of coal reduction and strictly control coal power projects while accelerating the development of non-fossil fuel energy power generation such as wind and solar power.

Several of those mega projects went into operation in 2021, including the commercial operation of Hualong No 1 nuclear power unit, the Wudongde hydropower station and the first batch of units at the Baihetan hydropower station. An analyst believes wind and solar power are to become the main force of clean energy growth during the 14th Five-Year Plan period (2021-25).

The China Renewable Energy Development Report 2020 released by the China Renewable Energy Engineering Institute said renewable power generation capacity in China is

expected to continue climbing in the next decade, with installed renewable energy, including wind, solar and hydropower, to account for more than half of the country's total generation capacity by 2025.

Renewable energy is expected to become a major part of capacity expansion for China's energy and power consumption by 2025 while an increase in renewable energy consumption will account for around half of the increments in primary energy consumption by the end of 2025 in the country.

By the end of July, the national installed capacity of non-fossil fuel energy power generation reached 1.03 billion kilowatts, a year-on-year increase of 18%, accounting for 45.5% of the country's total installed power generation capacity and an increase of 3.3 percentage points year-on-year.

Supply capacity of clean energy in China also continued to expand, with the installed hydropower capacity in China reaching 380 million kW, a year-on-year increase of 4.9%. Nuclear power installed capacity was 53.26 million kW, a year-on-year rise of 9.2%, followed by wind power installed capacity of 290 million kW, a year-on-year jump of 34.4% and solar power installed capacity of 270 million kW, a year-on-year increase of 23.6%.

While the cumulative power generation of hydropower, nuclear power, wind power and solar power rose by 10.2% year-on-year, total investment in clean energy such as hydropower, nuclear power and wind power accounted for 91.7% of the country's completed investment in power during the first seven months.

The level of clean energy utilization also continues to rise. The national average wind power utilization rate was 96.4% during the first six months of this year and the rate for solar power generation utilization was 97.9%.

The layout of wind power and photovoltaic installations has been optimized, with development and construction promoted from resource-concentrated areas to load-concentrated areas.

The ministry said the clean and efficient utilization of coal power has been vigorously promoted. The proportion of coal-fired power installed capacity has fallen below 50% for the first time by the end of last year and coal-fired power generating units with ultra-low emissions reached 950 million kW.

The China Electric Power Planning and Engineering Institute estimates coal consumption in China will be reduced to 51% by 2025. It also suggests the government continue regulating China's total energy consumption and intensity while stepping up domestic oil and gas exploration and exploitation

to ensure national energy security.

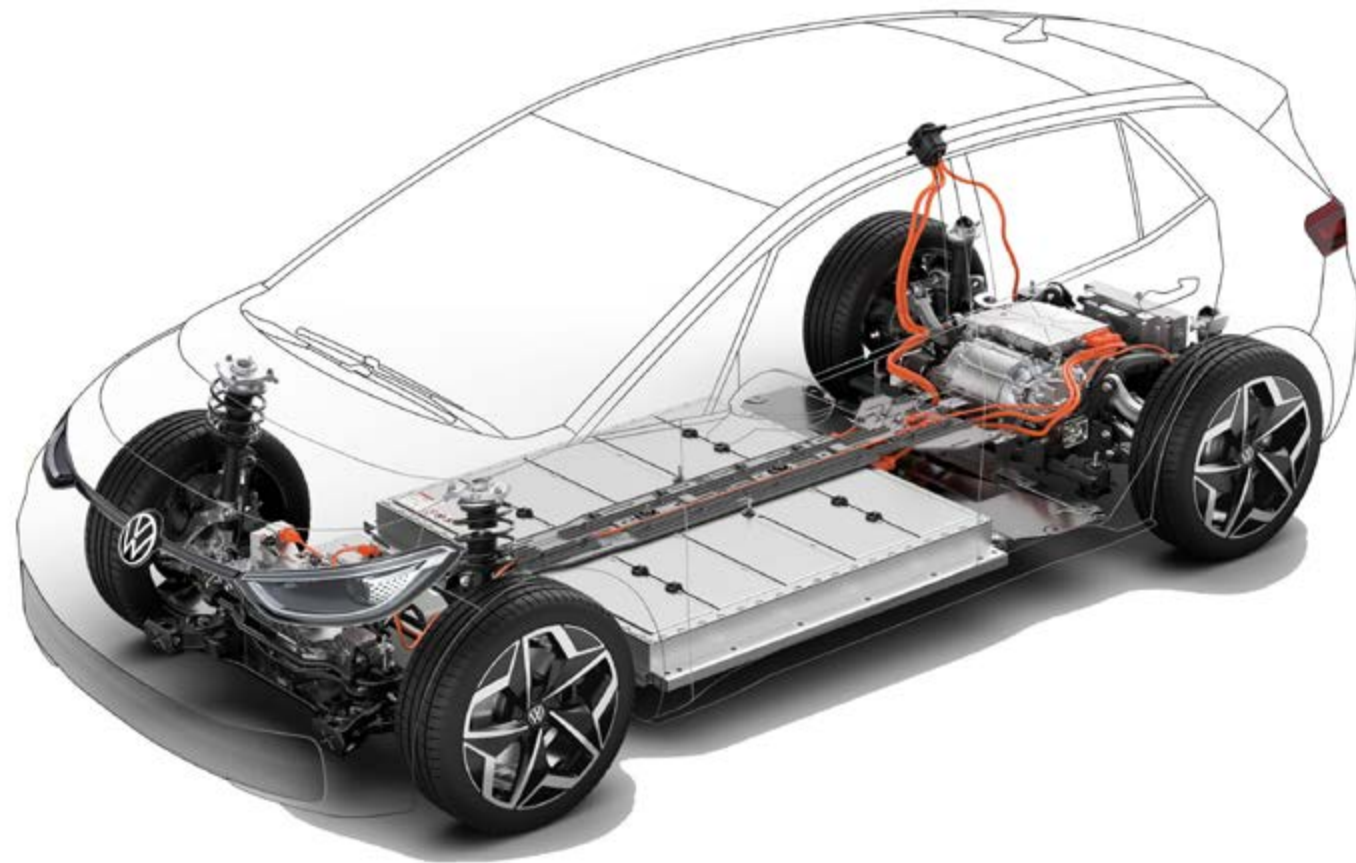
China's power generation in August rose 0.2% year-on-year to 738.3 billion kilowatt-hours, while wind and nuclear power generation, respectively, surged 7% and 10.2% year-on-year in the same month. **B**

大型绿色项目使中国在清洁能源发电方面处于领先地位

中国的发电量在前七个月实现了两位数的增长，使中国成为世界上最大的清洁能源发电国家。

随着水电、风电、太阳能和核能等清洁能源发电量的快速增长，中国的清洁低碳能源进程正在加快。随着今年一批巨型新能源项目的投产，政府誓言要加快减煤步伐，严格控制煤电项目，同时加快风能、太阳能等非化石燃料能源发电的发展。其中几个巨型项目于2021年投入运营，包括华龙一号核电机组、乌东德水电站和白鹤滩水电站首批机组的商业运营。一位分析师认为，风能和太阳能将成为“十四五”期间清洁能源增长的主力军。

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EV BATTERY RECYCLING POWERING UP

EV battery or Electric vehicle recycling in China has become a rapidly growing business as investors are eyeing opportunities in surging volumes of retired new energy vehicles, or NEVs. Analysts said enhanced industry standards and regulations can ensure safety and avoid pollution.

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From 2017 to 2020, the market size of China's EV battery recycling industry increased from 2.9 gigawatt-hours to 21.2 GWh, with a compound annual growth rate of 78.4%, according to a report.

Last year, the total number of retired EV batteries in China exceeded 200,000 metric tons, which equalled about 25 GWh, and the market size was 10 billion yuan, said the China Automotive Technology and Research Centre.

By 2025, total retired EV batteries will climb to about 780,000 tons, which equals about 116 GWh, according to the CATRC. The industry will see a market value of over 40 billion yuan by then.

A surge in production and sales of NEVs has laid the foundation for rapid growth of China's EV battery recycling industry.

Production and sales of NEVs reached about 1.22 million and 1.21 million units in the first half, respectively, both

up by 200% year-on-year, according to the China Association of Automobile Manufacturers. The association predicts that NEV production and sales growth are likely to exceed 40% over the next five years.

Earlier in 2017, the Ministry of Industry and Information Technology and three other ministry-level administrations released an action plan promoting development of the EV battery industry. The plan stated that battery recycling is an area of focus that the government will support.

In March, it was first written into the Government Work Report that efforts are needed to accelerate the establishment of the EV battery recycling system.

In July, the National Development and Reform Commission released a written notice on its development plan of the circular economy during the 14th

Five-Year Plan period (2021–25). It said the government will enhance the regulatory mechanism for EV battery tracking.

In August, the MIIT and four other ministry-level administrations released a document on cascade utilization of power batteries, which involves reusing retired batteries from NEVs in other facilities, to encourage cooperation between NEV manufacturers, power battery producers and recyclers.

Answering the call, local governments have begun stepping up efforts to promote the development of the EV battery recycling sector. Jiangsu province has already set up 907 EV battery recycling centres and Shanghai has 364 recycling servers. The city also initiated a full life cycle tracking and regulation system for EV batteries.

China's EV battery recycling industry has seen increasing cooperation between NEV manufacturers like BYD Co Ltd, battery producers like Contemporary Amperex Technology Co Ltd, raw material processors like Huayou Cobalt and recycling institutes like GEM Co Ltd.

In August, Eve Energy Co Ltd announced a tie-up with GEM. GEM pledged to supply over 10,000 tons of nickel products made from battery recycling for 10 consecutive years beginning in 2024, while Eve will provide retired batteries that contain nickel to GEM.

Currently, there are two main ways to achieve EV battery recovery. The first is cascade utilization and the second involves material separation and reuse for recycling end-of-life batteries. The former is to test the batteries whose performance has fallen below 80% of the initial performance in EVs, and then select those with better performance for secondary use in certain products. The latter is to dispose of retired batteries, generally those whose remaining capacity is less than 30% of the original, and recycle valuable metals such as nickel, cobalt, manganese, copper, aluminium and lithium.

In 2020, about 87% of the recycled batteries underwent cascade utilization, and about 13% were disposed of with material separation processes.

For batteries recycled through cascade utilization, there are many technical barriers. The assessment accuracy of the residual value of retired batteries is not high, and the lack of historical data of retired batteries makes it difficult to fully evaluate their performance and



reliability.

The situation is even more commonly seen in EV battery recycling from electric bicycles and three-wheeled vehicles.

In terms of end-of-life battery disposal, the industry currently lacks sufficient evaluation mechanisms to determine residual values, as it is in need of standards and regulations for recycling. Many retired batteries are processed through illegal channels. This severely pollutes the environment.

In addition, the cost of disposing of end-of-life batteries is still relatively high as the process requires high-level techniques of dismantling lithium batteries to avoid risks of explosion and pollution caused by cobalt, a toxic metal contained within. **B**

电动汽车废旧电池回收

随着投资者关注废旧新能源汽车数量激增的机会，电动汽车电池或电动汽车回收在中国已成为一项快速增长的业务。分析人士表示，加强行业标准和法规可以确保安全，避免污染。

根据一份报告，从2017年到2020年，中国电动汽车电池回收行业的市场规模从2.9GWh增加到21.2GWh，复合年增长率为78.4%。中国汽车技术研究中心表示，去年，中国退役电动汽车电池总数超过20万吨，相当于约25GWh，市场规模为100亿元。根据CATRC的数据，到2025年，退役电动汽车电池总量将攀升至约78万吨，相当于约116GWh。到那时，该行业的市值将超过400亿元人民币。





CHINA'S PERSONAL INFORMATION PROTECTION LAW

Recently, China formally passed the Personal Information Protection Law (PIPL), which is the first comprehensive national level personal data protection law of this country. PIPL will **become effective as of November 1, 2021**, leaving a short time for the companies operating in China (and even certain foreign companies) to become fully compliant with the new personal data protection regime.

In our previous issues, we have covered the main aspects of the previous draft of PIPL. In this article, we provide you with our comments

on the highlights of the law, focusing on newly introduced changes in the final version compared to the second draft.

1. Scope of Application

PIPL applies not only to the activities of processing personal data within the PRC, but **also to data processing outside of the PRC**, provided that it concerns the processing of personal data of any Chinese resident for the purposes of:

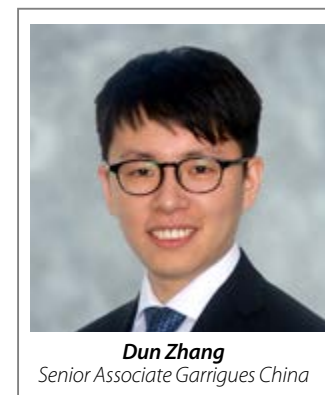
- (i) Providing goods or services to the Chinese residents;

- (ii) Analysing or evaluating the Chinese residents' behaviour; or

- (iii) Other circumstances under the laws and regulations.

Similar to the EU GDPR, the PIPL requires the offshore data processors that fall within its scope of application to establish special organizations or representatives to handle the personal data protection affairs and report the information of such organizations or representatives to the Chinese authority.

Although it is not clear how the Chinese authorities will be able



information, location data and minors' data (i.e. those aged 14 or below) etc. PIPL has provided additional requirements for the processing of sensitive personal information.

3. Lawful Processing Ground

The final version of PIPL has introduced new lawful data processing grounds by expressly allowing employers to process the personal information of employees for the purpose of human resources management. However, it should be noted that such processing shall be in accordance with the employment regulations of the employer or the collective contract made according to the laws. To this end, it is of significance that employers should strictly follow the legal requirements of the Chinese labour laws and regulations in making the employment regulations binding to employees.

In the meantime, data subjects' consent is still an important lawful processing ground. PIPL further created the concept of **"separate consent"** which is required for the following types of processing:

- (i) Processing of sensitive personal information;
- (ii) Provision of personal information to another data processor for processing;
- (iii) Personal images and identification information collected in public venues and used for purposes other than public security;
- (iv) Publicizing of personal information; and
- (v) Cross border transfer of personal information.

The exact meaning of "separate consent" has not been provided in PIPL and will be subject to further clarification from the Chinese authority.

4. Processing Criteria

Regarding the legal criteria in data processing, it is worth mentioning the following rules:

- (i) PIPL has provided specific rules for the processing of personal information in different situations. In particular, it distinguishes between **joint processing, entrusted processing and the provision of personal information to other processors**, and it has imposed corresponding legal obligations on the data processors.

- (ii) PIPL has specifically regulated the use of personal information for **automated decision-making**. For the use of automated decision-making methods to evaluate the economic and credit status of individuals, it is necessary to conduct a security impact assessment before use, and provide explanations and provide alternative solutions at the individual's request. In case of using information push and commercial marketing to individuals through automated decision-making methods, it is required to provide the data subjects with options that are not specific to their personal characteristics, or provide individuals with convenient ways to refuse.

- (iii) PIPL has provided four methods to allow cross-border transfer of personal information:

- passing the security assessment conducted by the state cyberspace authorities, i.e. Cyberspace Administration of China (CAC);
- obtaining certification in relation to personal information protection from professional institutions according to the regulations of CAC;
- entering into a standard contract as prescribed by CAC with the overseas receiving parties to stipulate the rights and obligations of both parties;
- fulfilling the requirements stipulated in other laws or regulations, or in the rules set by the state cyberspace authorities.

to enforce the PIPL against a foreign entity if such entity has not established any business presence in China, such extra-territorial power will provide the Chinese authorities with legal grounds to restrict the data processing concerning the data of Chinese residents.

2. Data Categorization

According to the PIPL, **"personal information"** refers to any kind of information relating to an identified or identifiable natural person (whether electronically recorded or otherwise) but does not include anonymized data.

In addition, **"sensitive personal information"** refers to personal information which, once leaked or illegally used, will easily lead to infringement of human dignity or harm to the personal or property safety of a natural person, including (but not limited to) biometric data, health information, financial account

At present, these four methods still lack practical details. Chinese authority may provide more information before the formal implementation of PIPL.

5. Data Portability

Compared with the previous draft, the final version of PIPL newly added the right to data portability as a data subject's right. This right enables data subjects to request the transfer of their personal data from one data processor to another. However, the ability to move data among different data processors will be subject to the conditions further provided by the Chinese authority.

6. Small Data Processor

Most of the legal obligations under the PIPL are imposed on a personal information processor, which refers to an organization or individual that autonomously determines the purpose and method of processing in personal information processing activities. PIPL also empowers the CAC to coordinate relevant departments to formulate special personal information protection rules and standards for "small personal information processors". It is reasonable to anticipate that such "small personal information processors" will be subject to rules and standards that are less strict.

7. Legal Liabilities

Last but not least, PIPL has provided significant legal penalties for violations. Where the violations in a business are "severe", the **finances could go up to CNY 50 million or 5% of annual revenue**. The relevant authorities may also suspend the offending business activities, stop all business activities entirely, or cancel all administrative or business licenses. Individuals responsible for "severe" violations may be fined between CNY 100,000 and CNY 1 million, and may also be prohibited from holding certain job titles, including director, supervisor, senior manager or personal information protection officer, for a period of time.



With the enactment of PIPL, China has laid the foundation of its general legal regime on the protection of personal data. It would be reasonable to expect that the data protection authorities (mainly the CAC and Ministry of Public Security) will draft and publish more administrative regulations, rules and national standards to further interpret the laws. It has been made very clear that those supporting regulations, rules and standards will not be only generally applicable to all companies nationwide, but there also will be regional and sectorial regulations and rules that should be observed by firms in certain provinces or industries.

Now, companies will have to start assessing the legal implications of PIPL, reviewing the existing contracts and internal policies and make necessary adaptations to be compliant with the new law. In this regard, it is also important to understand that legal compliance to China's new data protection regime will not be a 'once and for all' effort, since there are still many questions without clear answers. Instead, it will most likely to be a continuous process, starting with the establishment of a compliance program based on the current laws, and keeping it updated according to the constant legal developments and best practices in this area. Garrigues will keep a close watch on the future development of Chinese data protection and security laws and practice. **E**

中国的个人信息保护法 你需要知道的事情

近日,我国正式通过了《个人信息保护法》(PIPL),这是我国第一部综合性的国家级个人数据保护法。PIPL 将于 2021 年 11 月 1 日起生效,给在中国运营的公司(甚至某些外国公司)留下很短的时间来完全遵守新的个人数据保护制度。现在,将不得开始评估 PIPL 的法律影响,审查现有的合同和内部政策,并进行必要的调整,以符合新的法律。在这方面,同样重要的是要理解,合法遵守中国新的数据保护制度不会是一劳永逸的努力,因为仍然有许多问题没有明确的答案。相反,这很可能是一项持续的工作,从根据现行法律建立合规计划开始,并根据该领域不断的法律发展和最佳实践保持更新。
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ENERGY CHINA EYES EXPANSION IN OVERSEAS MARKETS

China Energy Engineering Group Co Ltd, or Energy China Group, has vowed to further expand its world business especially in clean energy projects abroad, as it set up its global business subsidiary, China Energy International Group Co Ltd, in Beijing.

The company saw its total value of signed contracts for projects overseas reaching 170 billion yuan last year since it started laying out its global business some 40 years ago. The value of contracts under discussion exceeds 700 billion yuan, it said.

The contract amount of the more than 200 large- and medium-sized projects under construction reached 500 billion yuan, it added.

China Energy undertook all the rights and obligations of

the Gezhouba Group in early September and issued A shares to shareholders of the Gezhouba Group to absorb and merge the company. It then achieved A+H listings and can carry out capital operations in the H-share market and the A-share market at the same time, which will help the conglomerate to further expand financing channels, broaden its brand influence and enhance competitiveness.

The merger is so far the biggest restructuring trade in the global construction business.

As the first case of the merger and acquisition by a listed company of a centrally-owned enterprise, their unification is believed to provide a model for the three-year action of State-owned enterprise reform.



Founded in September 2011, Energy China Group is a large and internationally advanced energy engineering conglomerate with a well-known brand in the power industry in China and globally. It is supervised by the State-owned Assets Supervision and Administration Commission.

Source: China Daily

CHINA'S NEW HOME PRICE GROWTH AT SLOWEST IN 18 MONTHS

Chinese new home prices in September rose at the slowest pace since March 2020 as the property market softened further amid a sustained crackdown on speculation, including caps on home purchase.

New home prices in 100 cities rose 0.14% in September from a month earlier, down from 0.2% growth in August, according to data from China Index Academy, one of the country's largest independent real estate research firms.

In September, some cities intensified their campaigns to drive speculators out of the property market, taking more targeted steps such as caps on speculation on school district properties.

Regulators in the north-eastern

city of Shenyang and southern city of Haikou, in late September, urged real estate developers and agencies to refrain from hyping homes in school districts.

Prices in the biggest tier-one cities such as Shanghai and Beijing rose 0.16%, quickening from August's 0.11% gain.

Monthly new home prices in tier-two cities including provincial capitals grew 0.17% following August's 0.31% uptick, and rose 0.1% in tier-three and tier-four cities versus a 0.12% gain in August.

On an annual basis, overall new home prices rose 3.4% in September, compared with August's 3.51% gain.

Sentiment in China's property



market has been rocked by concerns of default risks among real estate firms as the debt crisis at property giant China Evergrande Group deepened.

China's central bank vowed to protect consumers exposed to the property sector and injected more cash into the banking system as the Shenzhen government began investigating the wealth management unit of Evergrande.

Source: The Business Times

CHINESE AI GETS ETHICAL GUIDELINES FOR THE FIRST TIME, ALIGNING WITH BEIJING'S GOAL OF REINING IN BIG TECH

China has revealed its first set of ethical guidelines governing artificial intelligence, placing emphasis on protecting user rights and preventing risks in ways that align with Beijing's goals of reining in Big Tech's influence and becoming the global AI leader by 2030.

Humans should have full decision-making power, the guidelines state, and have the right to choose whether to accept AI services, exit an interaction with an AI system or discontinue its operation at any time. The document was published by China's Ministry of Science and Technology (MOST).

The goal is to "make sure that artificial intelligence is always under the control of humans,"

the guidelines state.

The guidelines, titled "New Generation Artificial Intelligence Ethics Specifications", were drafted by an AI governance committee, which was established under the MOST in February 2019. In June that year, the committee published a set of guiding principles for AI governance that was much shorter and broader than the newly released specifications.

The document outlines six basic principles for AI systems, including ensuring that they are "controllable and trustworthy". The other principles are improving human well-being, promoting fairness and justice, protecting privacy and safety, and raising ethical literacy.



However, the changes are being done in the name of user choice, giving users more control over their interactions with AI systems online, an issue other countries are also grappling with. Data security, personal privacy and the right to opt out of AI-driven decision-making are all mentioned in the new document.

The guidelines also forbid AI products and services from engaging in illegal activities and severely endangering national security, public security or manufacturing security. Neither should they be able to harm the public interest, the document states.

Source: South China Morning Post

FIRST DOMESTICALLY EQUIPPED FUSELAGE DELIVERED TO AIRBUS

The first China-equipped fuselage of the A320 family aircraft has been delivered to Airbus in Tianjin from a Chinese industrial player, Airbus said at the ongoing Airshow China 2021 in Zhuhai, Guangdong province.

The project, undertaken by Xi'an Aircraft International (Tianjin) Corp (XAT), a subsidiary of Aviation Industry Corp of China Ltd (AVIC), and by local Chinese employees, signifies a new industrial cooperation milestone between China and Airbus.

XAT started the A320 fuselage-equipping work in Tianjin in June. Major components and the internal system components were transported from Europe to Tianjin.

In 2019, Airbus reaffirmed its commitment to its long-term strategic partnership with China's aviation

industry, and signed a cooperation agreement with AMC to enhance Airbus single-aisle aircraft fuselage equipping in Tianjin.

Meanwhile, XAT has just delivered the 500th unit of an A320 wing to Airbus, the two sides announced at the air show. The wing-equipping project started in 2009.

Airbus said it aims to increase the production rate of single-aisle aircraft to an unprecedented rate in a few years to meet the constantly growing demand in the market. In 2024, the global monthly production rate of the A320 is expected to reach 70 a month, Airbus said.

Airbus said earlier that for manufacturing the A320, it required more than 60 days for the company to purchase raw materials in the United States, produce



the wing rib in the United Kingdom, and do the final assembly work in Tianjin. Now, the transportation time period has been shortened to 10 days since Airbus now purchases raw materials and produces the wing rib locally in China.

Meanwhile, British industrial conglomerate Rolls-Royce Plc said China has been making contributions to its business recovery since the COVID-19 pandemic.

Source: China Daily

CHINA ORDERS ENERGY FIRMS TO SECURE SUPPLIES AMID POWER CRISIS

China's top state-owned energy companies have been ordered to ensure there are adequate fuel supplies for the approaching winter at all costs, a report said, as the country battles a power crisis that threatens to hit growth in the world's number two economy.

The country has been hit by widespread power cuts that have closed or partially closed factories, hitting production and global supply chains.

The crisis has been caused by a confluence of factors including rising overseas demand as economies reopen, record coal prices, state electricity price controls and tough emissions targets.

More than a dozen provinces

and regions have been forced to impose curbs on energy usage in recent months.

Nearly 60% of the Chinese economy is powered by coal, but supply in the world's largest coal importer has been disrupted by the pandemic and squeezed by falling imports amid a trade tiff with Australia.

As demand for power from factories in China soared, utilities were unable to buy enough fuel after prices surged.

Data showed China's factory activity contracted last month for the first time since February 2020, when the country was essentially closed by lockdowns as authorities battled the first coronavirus outbreak.



Chinese coal futures surged to a record as the country grapples with shortages of the fuel ahead of a national holiday, with many factories shut for the week-long break.

Source: The Business Times

CHINA'S LOCAL AUTHORITIES TAKE A HARD LOOK AT EVERGRANDE'S PROJECTS TO RING FENCE ANY COLLAPSE FROM HURTING THEIR JURISDICTIONS

Local authorities in mainland China are taking a hard look at the property projects undertaken by the China Evergrande Group as they ring fence their jurisdictions and communities from a collapse in the world's most indebted developer with US\$300 billion in liabilities.

At the Yunpu Street area in the Guangdong provincial capital of Guangzhou, where the property magnate Hui Ka-yan first founded Evergrande in 1996, the Canglian community banned the developer from taking part in the reconstruction of a local shanty town, according to a notice. The Canglian community was concerned about the cash-starved developer's

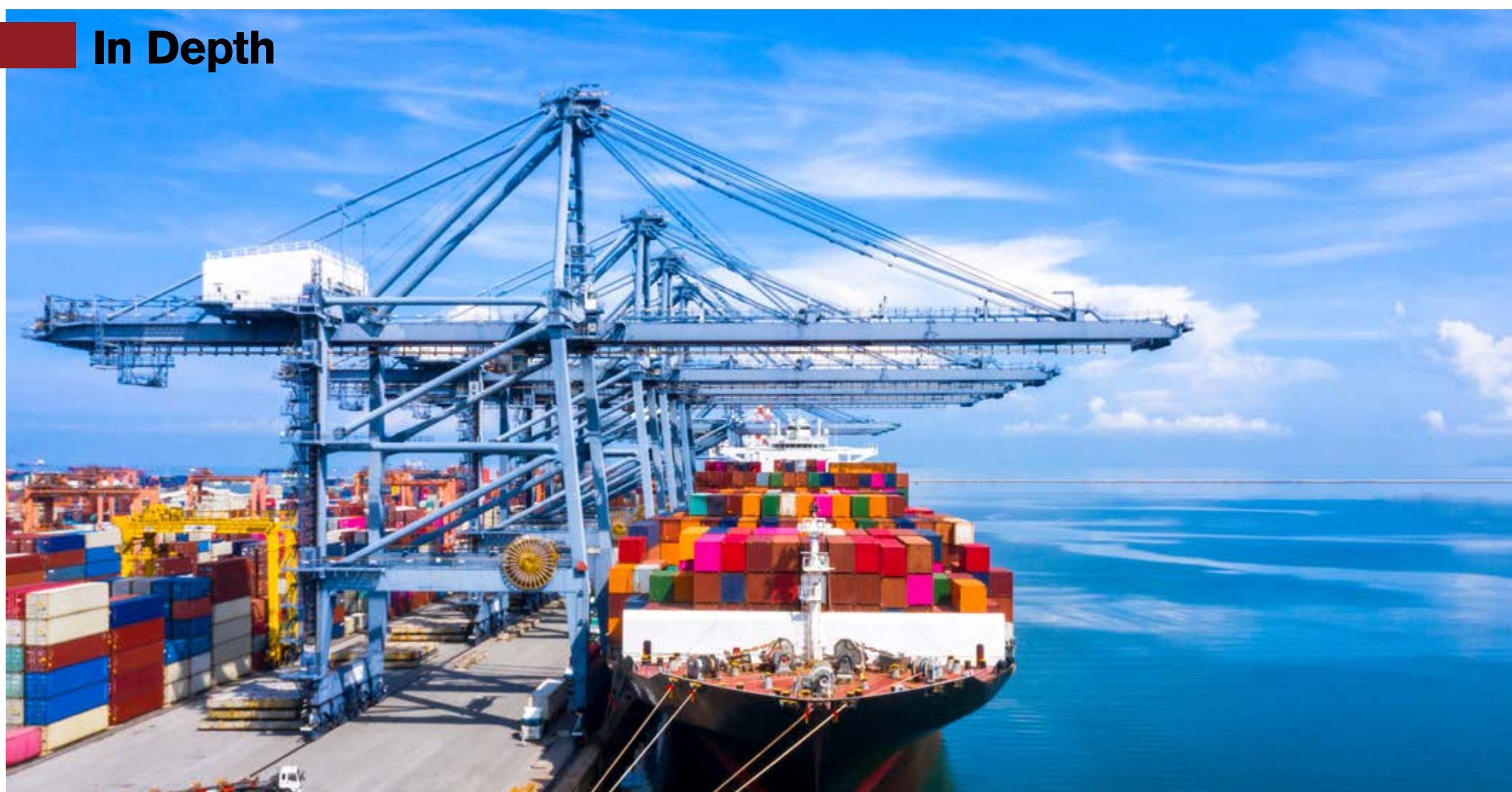
capacity to complete the work at the 113-hectare project, which is expected to last three years.

For Evergrande, the snub by Canglian could be the first domino piece to fall. The developer is involved in the reconstruction of 146 shanty town projects across mainland China, an order book estimated at 100 billion yuan by Kaiyuan Securities. Nine out of 10 of them, 131 in all, are located in the Greater Bay Area (GBA) comprising Hong Kong, Macau and 11 cities in southern China. Shenzhen, the headquarters of Evergrande since 2017, had 62 of those projects, according to a separate assessment by TF Securities.



Urban reconstruction forms a crucial part of the public works and infrastructure projects under way in China as the world's most populous nation tries to keep the economy humming to keep the labour force employed and sustain domestic consumption. China has 53,988 of these shanty town works projects in 2021, according to government data.

Source: South China Morning Post



PORT DEAL SET TO EXPAND CHINA-GERMANY TRADE

Hamburg's strong rail connections to the European hinterland have made it a key link between the land and maritime arms of China's ever-expanding Belt and Road Initiative (BRI).

China accounts for about one-third of Hamburg's cargo throughput and the German city is the home to Cosco's European headquarters.

Hong Kong-listed COSCO Shipping Ports Ltd's new strategic alliance with Hamburger Hafen und Logistik AG (HHLA), a German container terminal operator whose revenue puts it among the top players in the segment, will further augment the throughput at the Port of Hamburg and expand trade between China and Germany.

Terminal operator COSCO Shipping Ports is a business unit of China COSCO Shipping Corp, the country's largest shipping company by market share. It announced it will acquire a 35% stake in Hamburger Hafen's HHLA Container Terminal Tollerort, or CTT, at the German port. The two sides have signed the agreement already, the company said in a statement, without disclosing financial details of the deal.

"We are looking forward to strengthening the cooperative relationship with

Hamburger Hafen through this investment to leverage the complementary advantages of both parties and provide better high-quality service to our customers," said Zhang Dayu, managing director of COSCO Shipping Ports.

CTT is one of three container terminals of Hamburger Hafen at the Port of Hamburg. It has four berths and 14 container gantry cranes. China COSCO Shipping Corp's largest container vessels with a capacity of 20,000 TEUs, or twenty-foot equivalent units, have been handled there.

The terminal's own railway station, which has five tracks, is connected to the hinterland, indicating goods can be moved quickly between CTT and other European destinations, according to the statement.

As one of the most important trade hubs connecting Europe with China, the Port of Hamburg boasts great geographical advantage and impressive distribution facilities. It is also a key node of the

China-Europe Railway Express freight train service, said Zhou Zhicheng, a researcher at the Beijing-based China Federation of Logistics and Purchasing.

The Port of Hamburg's well-connected railroad networks and more than 7,000 supporting businesses like shipping services, logistics firms, warehouses and freight forwarders will help secure and enhance CTT long-term planning, cargo-handling capacity, job creation and more integrated logistics services. They will also support the growth of China-Germany trade in the coming years, Zhou said.

Thanks to their complementary goods trade structure, trade volume between China and Germany reached 858.25 billion yuan in the first eight months of this year, up 21% year-on-year, data from the General Administration of Customs showed.

As nearly every third container that is handled in Hamburg has its origin in China or is destined for the Chinese market, the COSCO Shipping-Hamburger Hafen partnership will benefit Hamburg's position as a regional logistical hub and reinforce its competitiveness in the Baltic region, said Dong Liwan, a professor of shipping management at Shanghai Maritime University.

As at the end of June, COSCO Shipping Ports operated and managed 357 berths at 36 ports worldwide, of which 210 were for containers, with a combined annual handling capacity of 118 million TEUs.

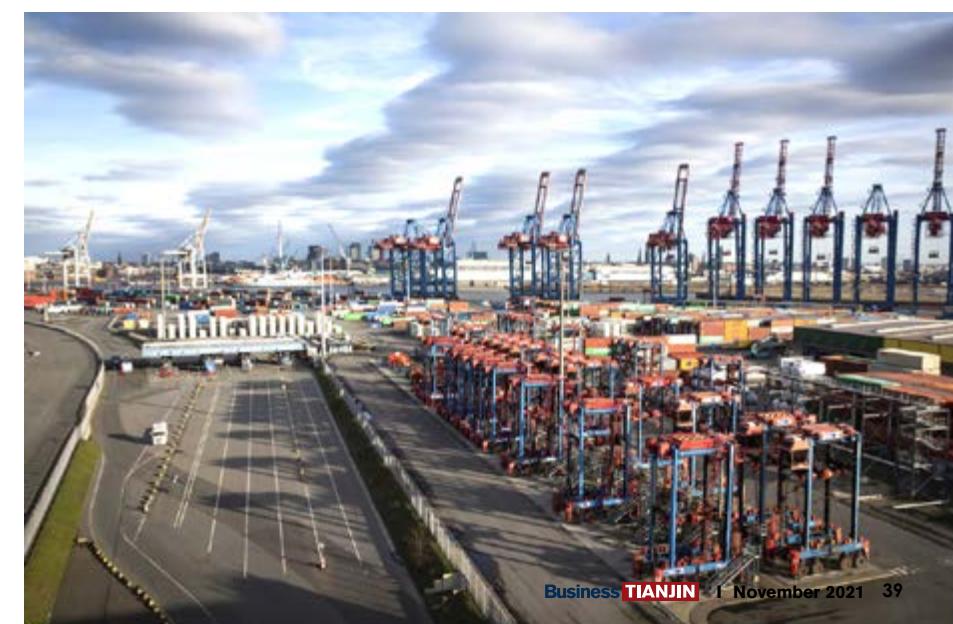
The closing of the transaction is subject to various competition and foreign trade approvals. HHLA's supervisory board has already approved the minority interest.

Leveraging on efficient operations and management capabilities, three container terminals at the Port of Hamburg attracted three major shipping alliances, including Ocean Alliance, formed by China COSCO Shipping, France's CMA CGM SA and other players, and the 2M Alliance, with Denmark's Maersk Line and Switzerland-based Mediterranean Shipping Co SA as partners. **B**

港口协议将扩大中德贸易

汉堡与欧洲腹地的强大铁路连接，使其成为中国不断扩大的一带一路倡议陆地和海上分支的关键纽带。中国约占汉堡货物吞吐量的三分之一，这座德国城市是中远欧洲总部的所在地。在香港上市的中国远洋海运集团与德国汉堡港口与物流股份公司（HHLA）建立了新的战略联盟，HHLA是一家德国集装箱码头运营商，其收入使其跻身于该领域的顶级参与者之列，这将进一步增加汉堡港的吞吐量，扩大中德之间的贸易。

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CENTRAL BANK TO EXPAND CROSS-BORDER INVESTMENT, STRENGTHEN YUAN

The People's Bank of China, the central bank, will support foreign central banks, monetary authorities and reserve management departments to increase RMB-denominated reserve assets in their portfolios to strengthen the Chinese yuan's role as a global reserve and investment currency.

Cross-Border Interbank Payment System, run by CIPS and launched by the central bank in 2015 to settle international claims in yuan, will increase the number of directly participating banks using the system from the current 71 to nearly 80 by the end of this year.

By the end of June, RMB-denominated financial assets, including onshore stocks, bonds, loans and deposits, held by foreign entities increased to 10.2 trillion yuan, up 42.8% from a year earlier, the central bank disclosed in the report.

Sovereign investors' intentions to increase allocations in China over the next 12 months are not surprising, and have been a trend over the past four years. Sovereign investors expect to increase allocations in China both with new capital and by withdrawing from North American and European allocations, which together comprise the bulk of sovereign portfolios.

Sovereign investors usually include global sovereign wealth funds and central banks.

In fact, the PBOC will continually promote high-quality and two-way opening up of the financial market, enriching risk-hedging tools and facilitating overseas entities' allocation of RMB-denominated financial assets, said officials from the PBOC macro-prudential management bureau and its monetary policy department.

Innovative moves to promote RMB cross-border investment will focus on free trade zones, the Guangdong-Hong Kong-Macao Greater Bay Area and Shanghai international financial centre, officials said on condition of anonymity. The government can launch more pilot programs in free trade zones to encourage innovative practices. In addition, promoting domestic enterprises to make direct investment in regions of the Belt and Road Initiative can promote the use of the RMB.

The PBOC's research indicated that by 2020, RMB cross-border receipts and payments accounted for 46.2% of the total cross-border transactions, hitting a new high. In the first six months of this year, RMB cross-border receipts and payments totalled 17.5 trillion yuan, and the share increased to 48.2%.

Given the strong performance of the RMB, the offshore RMB bond market has continued to recover this year, which was also driven by more stable interest rates in China compared with other economies.

The strong demand for RMB-denominated assets and the expected lower financing cost based on asset swaps, will also support the strong performance in the offshore bond market.

PBOC officials also expected cross-border usage of RMB to be further driven by international trade of goods and services. The signing of the Regional Comprehensive Economic Partnership, or RCEP, will further promote the development of trade in the Asia-Pacific region and expand the use of the RMB in trade and investment activities.

RMB settlement in commodities trading is expected to remain as a key driving force for cross-border use of the RMB. Cross-border e-commerce will increase the scenarios of RMB use in foreign trade, the central bank added.

The central government has adopted a more accommodative policy, by cutting 50 basis points of banks' reserve requirement ratio in July, which would facilitate the expectation of further policy easing.

It is predicted another RRR cut of 50 basis points in the fourth quarter, with more proactive fiscal measures, which will be positive for China's economic growth as well as the domestic stock and bond markets. **B**

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央行扩大跨境投资， 人民币升值

随着与世界其他地区的贸易和投资增长，以及北京方面加大力度推动人民币全球化，中国正在悄悄发展其本土支付系统，以允许以人民币进行跨境交易。中国人民银行，即央行，将支持外国央行、货币当局和储备管理部门在其投资组合中增加人民币计价的储备资产，以加强人民币作为全球储备和投资货币的作用。跨境银行间支付系统由人民币跨境支付系统（CIPS）运营，由央行于2015年推出，用于以人民币结算国际索赔。到今年年底，使用该系统的直接参与银行的数量将从目前的71家增加到近80家。





FLEETS OF ROBOTS ARE PARKING CARS IN AN AIRPORT IN FRANCE

The most strenuous part about your visit to the airport is the parking. It is very hard to find a good spot. Usually, you get a spot so far away that you have to walk a long distance to and from the airport building. It takes a lot of time and energy to find your car when you go back, making going to the airport a stressful thing to do.

Stanley Robotics, a French company, has the perfect solution to this issue. They have developed a fleet of robots that park your car for you. Yes, you heard right. These robots do the difficult part of the trip for you, making it easier to pick up or drop off a friend.

The robots were tested at the Lyon-Saint-Exupery airport in France. This implementation saves a lot of time, effort, and space. It also gives people a very different user experience. You have to admit that getting your car parked for you gives you a feeling of importance.



HOW DOES IT WORK?

At the airport parking booth, all you have to do is leave your car in a box-like garage. The robot will forklift your car by sliding fork-like metal projections underneath the car, and take it to a vacant parking spot. This autonomous valet robot makes it as simple as that.

To get your car back, you have to go to the garage and scan your ticket. It takes around two minutes of your time to drop off or pick up your car from the garage.


This method saves time and space, as now 50% more cars can be parked in a given area. The cars are stored densely in blocks. As you don't have to enter the car, the space between the parked cars is minimum.

IMPLEMENTATION OF THE LYON-SAINT-EXUPERY AIRPORT IN FRANCE

Stanley Robotics initially started with the management of nine parking spaces as a test. But they gradually increased it to 30, and have now grown it to include 500 spaces. Currently, four robots are working with 12 parking booths. People come and park their cars in one of the booths. Then they leave the booth, taking their keys with them. The robots then do the rest.

It has been announced that the next big step is the expansion to 2,000 spaces in June next year, with a target of eventually expanding the system to 6,000 spaces.

FUTURE SCOPE

Stanley Robots is planning to implement the same system in other airports as well. It has already run trial tests at the Dusseldorf International Airport in Germany and Charles De Gaulle Airport in Paris. 

法国里昂机场的代客泊车机器人

去机场最费劲的是很难找到一个好地方停车。通常情况下，到达的地点太远了，以至于必须走很长一段路往返机场大楼。在回来的路上找到你的车需要花费大量的时间和精力，这使得去机场成为一件压力很大的事情。法国 Stanley Robotics 对这个问题有完美的解决方案。他们已经开发了一支为你停车的机器人车队。是的，你没听错，这些机器人为你完成了旅途中最困难的部分，让你更容易接送朋友。他们对机器人进行了测试，并将它们放在法国里昂圣埃克苏佩里机场。给人们带来了截然不同的用户体验，节省了大量的时间、精力和空间。

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HOW PUBLIC RELATIONS CAN HELP MARKET YOUR SERVICES?

Every business needs to have positive media coverage to maintain its sales and reputation in the market. That's where PR or public relations come in. They will target the potential audience and increase your business reach. Every business needs to have good PR tactics for marketing their services or products. Your goals determine how your PR plan should be executed to gain the maximum profit.

WHAT IS THE MAJOR DIFFERENCE BETWEEN PUBLIC RELATIONS AND MARKETING?

Marketing and public relations are quite similar in tactics and actions, but they have different goals. The prime objective of PR is to boost brand reputation, while marketing drives sales.

PR does not have the impact on sales that marketing has. Rather, it is the indirect promotion of products or services through events such as speaking at industry events and press release distribution. Marketing, on the other hand, focuses on generating more revenue and boosting profits instead of improving the perception of your business.

When purchasing products, people tend to purchase brands. Therefore, using PR and marketing strategies help to drive the best results. If someone is connecting with your brand, then it is often the result of your PR efforts. On the other hand, if they convert into potential customers, it is a result of your marketing tactics.

A Lucidpress survey has shown that brand consistency helps in boosting revenue by 20%. You can see similar results by combining your marketing and PR strategies.

PR TACTICS AND STRATEGIES YOU SHOULD KNOW

Business Events

Business events act as major opportunities for businesses to market their products or services and gain the ideal exposure. Whether you are hosting or attending the business event, it is a significant sales opportunity.

Events offer you a chance to meet potential customers and have face-to-face conversations. The speaking engagements at the event



are also helpful in boosting brand awareness. Also, this allows you to share unique leadership thoughts or data-driven for elevating your brand.

Community Relations

Community relations are positive relationships built with the local communities of a business niche. This might include donations, charity work, special discounts or anything else that enhances or builds a strong relationship with the community. This also helps to strengthen customer loyalty.

Crisis Management

Crisis management is managing, acknowledging and working to reverse negative perceptions or communication about the business. PR is responsible for handling anything that might ruin or jeopardise your brand reputation.

Crisis management should be handled strategically, quickly and consistently. There are specific PR tools that can help reduce a crisis, such as negative reviews, by monitoring the online chatter. These tools can also help check the quality of any promotional or marketing material that might be misconstrued or misunderstood.

Employee Relations

Employee relations or internal PR is the practice of communicating with employee to foster a positive perception of the company. This might also include newsletters or communications with dedicated employees, employee benefits and perks, and skill-boosting opportunities.

Apart from these, there are many things, such as employee appreciation events and free training that should be put into practice. Maintaining good employee

relations not only keeps your employees motivated, loyal, and hard-working, but it also encourages them in advocating for your business. This can attract high-quality customers as well as employees to your business.

Social Media

Using social media is another PR tactic, and it can be both paid and earned. For most businesses, social media is considered an effective way to increase followers, share content, resolve crises and convert customers.

Whether you will be sharing a post with your audience/followers or interacting with a single customer, your social media activity is open to the public, which is why it is important to have a proper social media strategy that will keep your communication with your audience consistent, positive and accurate.

Media Relations

Media relations primarily offer assistance to build positive relationships with publications, journalists and news outlets. Things such as writing press releases and scheduling interviews can help in building a positive relationship with the media. This helps gain exposure

for your business and products and motivates the media to market your services for free.

Conclusion

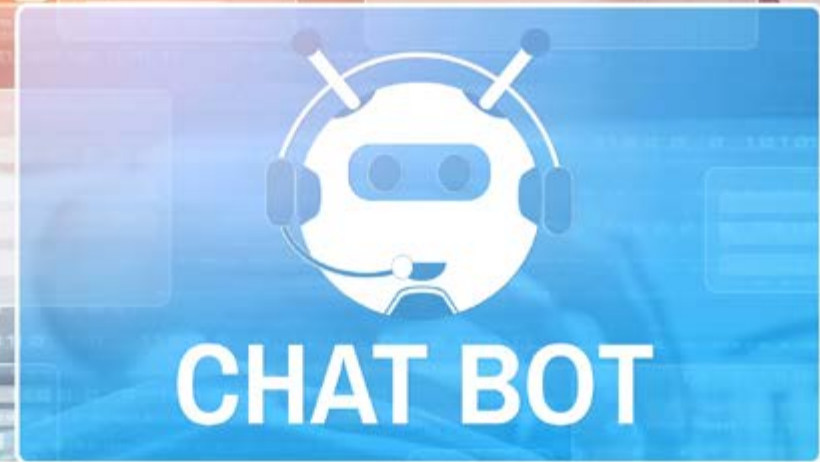
Having good PR is important for businesses to maintain their reputation in the community. Therefore, you should be aware of the different PR tactics and strategies used to engage customers. **B**

公共关系如何帮助提升营销服务技巧?

每一家企业都需要媒体的积极报道，才能维持其在市场上的销售和声誉。这就是公关或公关需要你帮助的地方。他们将瞄准潜在受众，并扩大您的业务覆盖范围。每个企业都需要有好的公关策略来营销他们的服务或产品。你的目标决定了你的公关计划应该如何执行才能获得最大利润。在这里，我们将讨论公共关系如何帮助提升你的营销技巧。

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INCORPORATING CHATBOTS IN HR ACTIVITIES

For every major corporation in the world, HR activities are a crucial part of the whole working system. HR departments have various responsibilities ranging from planning strategy to employee welfare, and when necessary, they must implement new techniques.

Additionally, the impact of COVID-19 has brought about a need for innovative options for HR activities. With a majority of employees working from home, traditional methods aren't as efficient as before.

With the rapid growth of artificial intelligence and machine learning, new innovations arrive regularly. HR

chatbots have emerged as an efficient and smart alternative for executives.

Chatbots are now communicating via a plethora of digital channels, making effective communication from remote locations easy. Digital interaction has become a reality, and chatbots are providing a good platform for this.

WHAT IS AN HR CHATBOT, AND HOW USEFUL IS IT?

An HR chatbot can be defined as a virtual assistant that provides effective digital interaction between employees. HR personnel can use chatbots for almost any of their day-to-day jobs. If they wish to hire new employees, the chatbots are effective for creating a schedule. Furthermore, they may also

play a role in activities such as screening candidates, answering queries, and highlighting company policy.

Based on the understanding of an employee's intent, chatbots can even implement workflows. In many companies, chatbots are used as a medium of communication between employees and HR. Chatbots can address employees' queries regarding holidays, company events, corporate functions, accounts concerns, and so on.

As the Artificial Intelligence industry rapidly surges, new and innovative ways to conduct HR activities are emerging with the assistance of chatbots. Here are some key advantages of using chatbots in corporations:

STREAMLINES HR SUPPORT

The effort one puts into a task can be significantly reduced by using chatbots. Chatbots can complete basic tasks quickly. For instance, job candidate and customer queries that are simple yet urgent may be efficiently handled by chatbots. However, as solutions can differ in many aspects, the user may get lost in all the details. Chatbots can then solve this problem by recommending an HR executive from the company. Thus, HR personnel are required only when the customer can't arrive at a solution. Chatbots remain the first mode of communication at all times.

REDUCES THE TIME AND COSTS WASTED WHILE HIRING

If companies are smart enough to invest in the right technology, they prosper. Chatbots have been developed to help significantly in the recruitment process. They can reduce the time required of HR personnel by dealing with tedious jobs like candidate screening.

INCREASES HR EFFICIENCY

It is a known fact that the HR personnel handles all company-related queries. If a chatbot is used for some tasks, HR executives can dedicate their time to other vital activities. As mentioned before, chatbots may also be used internally to solve employee problems. Since AI powers them, chatbots have the



ability to process multiple information at lightning speed. Thus, they enhance the efficiency of any HR department.


BUILDS EMPLOYERS' REPUTATION

Companies that invest heavily in AI and ML are guaranteed to succeed in the future. Since innovation has increased rapidly, the world has become digitally oriented. Adding a chatbot that handles candidate and customer queries and interview schedules enhances a brand's image.

MAKES REMOTE WORK PROFITABLE

A 24/7 chatbot that can interact with employees is obviously ideal for remote work. Since a vast number of people now prefer to work from their homes, the presence of chatbots increases morale, as they can handle employee issues efficiently to prevent a stressful work environment.

Incorporating new technology in the workplace is crucial. As the world changes due to rapid innovative ideas, so should HR departments. Chatbots

bring a wide variety of advantages to the workplace and should be implemented by all corporations across the world. 

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中国旅游市场强势复苏

在今年为期三天的中秋节假期期间，中国国内游超过 8800 万人次。约占 2019 年数字的 87.2%，突显了中国旅游业强劲的复苏势头。根据文化和旅游部的数据，春节期间的旅游收入达到 371.5 亿元，恢复到 2019 年的 78.2%。中国旅游业似乎已经适应了常态化防控的现状，市场需求不断增长，商业模式和增长点更加创新。据在北京召开的世界旅游合作与发展大会表示，2020 年，国际旅游业受到新冠肺炎疫情的重创，全球国际游客数量锐减 73%。不过，随着常态化防疫工作的严格实施，今年以来我国旅游市场逐步恢复。



Theme-park tours, short-distance tours and road trips have become popular in the Mid-Autumn Festival holiday.

China's leading online travel agency, Trip.com Group, formerly known as Ctrip, released a report on tourism data during the Mid-Autumn Festival holiday, which highlighted the strong demand for short-distance trips.

A number of short-distance tours are offered as bundles with offline social games, such as Jubensha, literally translated as "script homicide", a role-playing murder-mystery game that is growing in popularity among young people.

The bundle is one of the novel business models emerging in China's travel market, said He Jingfu, head of an entertainment company in east China's Shandong Province, adding that Jubensha is bringing more possibilities to the tourism industry.

Meanwhile, an increasing number of Chinese tourists are being drawn to domestic theme parks, including the

newly-opened Universal Beijing Resort and Shanghai Disneyland.

The Universal Beijing Resort, currently the largest in scale worldwide, opened to the public recently, and was ranked among the top three most popular tourist destinations before this year's Mid-Autumn Festival holiday.

On the Qunar.com, China's online travel-service provider, tickets for the resort in the Mid-Autumn Festival holiday were sold out within 30 minutes, with the first one gone in a second.

The recovery of China's cultural tourism market is also bringing more opportunities and benefits to the global tourism industry, aided by various tourism fairs and expos.

From September 16 to 20, the 2nd China International Cultural Tourism Fair (CICTF) was held in Shandong's capital city of Jinan, attracting tourism authorities from 17 countries and more than 2,600 exhibitors with over 500,000 exhibits. Deals worth 437 million yuan were inked at the fair, an increase of 20.2% over the previous one.

Among the highlights at such exhibitions are goods from countries along the Belt and Road, including exotic souvenirs that would normally be sold to Chinese tourists abroad. Foreign businesses have been making up for the shortfall in orders by promoting their goods directly in China, thereby tapping directly into China's vigorous market. **B**

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CHINA'S TOURISM INDUSTRY SEES STRONG POST-PANDEMIC RECOVERY

China witnessed more than 88 million domestic trips during this year's three-day Mid-Autumn Festival holiday, about 87.2% of the figure for 2019, highlighting the strong recovery momentum in the country's tourism sector.

The tourism revenue during the holiday reached 37.15 billion yuan, recovering to 78.2% of that in 2019, according to the Ministry of Culture and Tourism.

China's tourism industry seems to have adapted to the current situation of regular epidemic prevention and control, with growing market demand and more innovative business models and growth points.

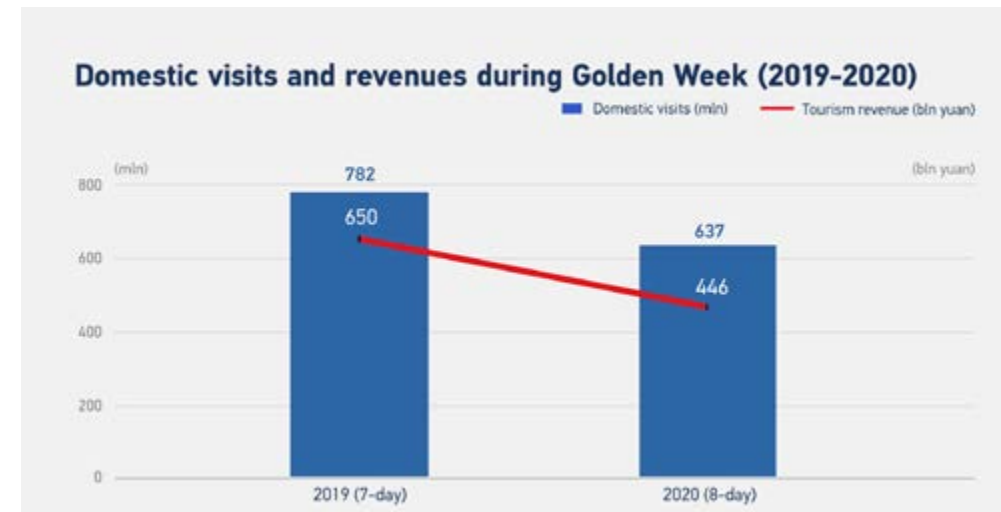
In 2020, the international tourism industry was battered by the COVID-19 pandemic, witnessing a sharp decrease of 73% in the number of international tourists worldwide, according to the World Conference on Tourism Cooperation and Development held in Beijing.

However, with the rigorous implementation of regular epidemic prevention, China's tourism market

has gradually recovered since the beginning of this year.

Statistics show that in the first half of 2021, the number of domestic tourists in China reached 1.87 billion, rising by 100.8% year on year. The gross revenue of domestic tourism hit 1.63 trillion yuan, up 157.9% from one year earlier.

As China's tourism market digested the impact of the pandemic, new trends and business models emerged.



THE SECOND TIANJIN TREASURE HUNT



On Saturday, 25 September, AmCham China, Tianjin held its annual "Healthy Life" themed event, the 2nd Tianjin Treasure Hunt, at the St. Regis Tianjin and in areas around the Hai River.

Almost 100 members and friends teamed up with their families, friends and colleagues to participate in the competition. These teams completed six initial tasks and seven missions, running through alleys and famous tourist attractions near the Hai River to find clues and score points. Teams were so hardworking and competitive that an extra competition was added to select the champion.

Thanks to all the amazing teams who participated in this event, and cheers for our winners:

1st Place – Tianjin United Family Hospital

2nd Place – The Admiral Farragut Academy



3rd Place – Wellington College International Tianjin

Best Dressed Team – Tianjin International School (TIS) and 奥特 Man 向前冲

Best Dressed Individual – Crystal Xu from United Family Hospital

The event was a grand success thanks to the immense support from the generous sponsors. AmCham China, Tianjin would like to express their heartfelt gratitude to the Tianjin United Family Hospital and the Admiral Farragut Academy for being the golden sponsors; The St. Regis Tianjin for being the host venue; Laying Education and Renew Life for sponsoring event ideas, design routes and games for kids.

We look forward to next year's event.



AMCHAM CHINA, TIANJIN HISTORICAL WALKING TOUR



AmCham China, Tianjin held a Historical Walking Tour at the French and British concessions in Tianjin's old main street for around 3.5 hours on Saturday, 16 October.

Almost 20 people gathered at the Jiefang Bridge with great excitement to learn about one hundred years of history at the French and British concessions. With tour guide Michael Hart, who expertly designed the route and researched the historical background of points along the tour, we visited old banks, trading houses, government buildings, clubs and religious structures. Then we had the opportunity to visit the newly restored Anglican church and the Five Boulevards area. The tour reminded us that Tianjin was, and still is, such an international and beautiful city.



UPCOMING EVENTS

Online Mental Health Training-Stress Management

Date: 19 November

Annual General Meeting and Winter Holiday Party

Date: 8 December

Venue: Shangri-La Hotel Tianjin

[BEIJING | 13 NOV] GERMAN BALL 2021 | RESERVE YOUR SEATS NOW!



The German Chamber of Commerce - North China is excited to invite you to the 20th German Ball 2021, the largest event for the German community in Beijing. This year, we are looking forward to curing your fernweh in a fanciful night of dinner and dancing.

To invoke the poetic notion of travel and satisfy the deepest cravings of your heart, we are making Fernweh the theme for this year. Be prepared to

immerse yourself in faraway lands, a world that is decorated with exotic elements. According to tradition, the Ball will take place at Kempinski Hotel Beijing Lufthansa Centre Saturday, 13 November, from 6:00 p.m.

Contact Ms Phoebe Fang atfang.huiying@china.ahk.de to check out our full program and reserve your seats now!

UPCOMING EVENTS

[08 Nov | HR Roundtable] Dual Education in North China at Kern-Liebers Precision Technology (Tianjin) Co., Ltd.

Join our HR Roundtable on Dual Education in North China in Tianjin on 8 November at our member company Kern-Liebers. Kern-Liebers is about to set up a Vocational Education Program in cooperation with AHK China for its Tianjin facility for 2022. At the same time, we are looking for other companies to join this program. In this context, we would like to invite interested companies to participate in a Dual Education program for a first exchange. Our target for this event is to discuss your specific interests and to kick off this Sino-German Dual Education program. Please contact us at tianjin@china.ahk.de to get more information about this event and to register.

[24 Nov. | GCC Virtual Learning Series | Members Only] Structural Thinking 结构性思维

Structural thinking is definitely one of the most important skills for professionals. It originated from the Pyramid Principle proposed by McKinsey, the world famous consulting firm. It can be applied to daily communication, writing and thinking, as well as business problem solving. Every employee from different levels in the company should be trained in structural thinking. Once there is common language and logical thinking in the company, the effectiveness and efficiency of the whole organization will be enhanced. Join us on 24 November to develop your ability in logical thinking and improve the efficiency of your communication.



For more information on upcoming events in Tianjin, please scan QR code to follow us on WeChat or check our events website here:

<https://germanchambernorthchina.eventbank.cn/org/germanchambernorthchina/>



European Chamber
中国欧盟商会

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

THE WOMEN'S NETWORK INITIATIVE

SEMINAR ON ULTIMATE GUIDE FOR WOMEN TO THRIVE IN A COMPANY

中国终极指南：如何实现企业中女性发展

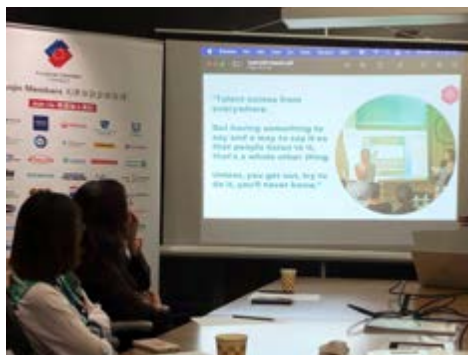
Date: 14 October 2021



The 5th women's network event this year, a seminar on the ultimate guide for women to thrive in a company, took place on 14 October, 2021.

It has become clear that top organizations are paving the way for a new reality of inclusion and diversity. Nowadays, all companies need to do the same to meet a competitive international standard. Promoting gender equality is no longer enough, and it is often seen as a mere marketing ploy. However, global companies are now expected to truly adopt innovative models that properly implement gender equality and diversity efforts at all levels, especially in their leadership.

The event attracted around 20 female leaders from various companies, including Airbus (Tianjin) Delivery Centre Co., Ltd., Leybold Vacuum (Tianjin) International Trade Co., Ltd., Siemens Ltd, China Tianjin Branch and Volkswagen Automatic Transmission (Tianjin) Co., Ltd. etc. At this seminar, participants learnt about what corporate sustainability entails in our world today, what gender equality really equates to, what women empowerment principles are, and how they can help their company to succeed in staying relevant on these important issues.



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Chinese



Tian Tai Xuan

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

New Dynasty

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

Qing Wang Fu

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

Riverside Chinese Restaurant

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

JIN House

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



Ying

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

Jin House Tea Lounge

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



Japanese

Café Vista

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

SóU

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

Southeast Asian



Bam Bou

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

Bakeries & Desserts

Gang Gang Bread & Wine

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



LE CROBAG – Tianjin Store

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



Western

Promenade Restaurant

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

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

O: 06:00 - 22:00

海岸国际餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层哈密道正对面



Riviera Restaurant

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

A: 1F, The St. Regis Tianjin. No. 158, Zhang Zizhong Dao Heping District
T: +86 22 5830 9962

O: 11:30 - 14:30; 17:00 - 22:00.
蔚蓝海餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层



ZEST

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



Cielo Italian Restaurant

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



La Sala Lobby Lounge

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

Brasserie Flo Tianjin

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



Drei Kronen 1308 Brauhaus

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

blue frog (Riverside 66)

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

Prego Italian Restaurant

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

Qba - Latin Bar & Grill

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

Pizza Bianca

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

Churchill Wine & Cigar Bar

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

Browns Bar & Restaurant

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



Bella Vita Italian Restaurant

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



DINING



Brasserie on G

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

1863 Bistro & Terrace

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

Café Majestic

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

Café Venice

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



THE CORNER-CHANCE

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

The CORNER-ACADEMY

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

Habuka the Butcher

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

Bars



CHA Lounge

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

The St. Regis Bar

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

FLAIR Bar and Restaurant

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

The Lobby Lounge

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

Gusto Bar

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

China Bleu

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

WE Brewery

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

SERVICES

Golf

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

Education



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

International Schools



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



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



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



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



SITONG BAR

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

Wine

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



Fitness

Fitness Center
A: B1st Floor, Conrad Tianjin, No. 46, Tianta Road, Nankai District, Tianjin
T: +86 22 5888 6666
健身中心
南开区天塔道46号天津康莱德酒店地下一层



Ai Dong Li Fitness (Meijiang Exhibition Center Store)

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

Ai Dong Li Fitness (Meijiang Jiangwan Store)

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

Ai Dong Li Fitness (Share Time Store)

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

SERVICES

Hotels

★★★★★ Hotels



Renaissance Tianjin Lakeview Hotel

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



THE RITZ-CARLTON
TIANJIN

The Ritz-Carlton, Tianjin

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



ST REGIS
TIANJIN

The St. Regis Tianjin

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

The Westin Tianjin

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



HYATT REGENCY
TIANJIN EAST

HYATT REGENCY TIANJIN EAST

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



Four Seasons Hotel Tianjin

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

The Astor Hotel, Tianjin

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



BANYAN TREE
TIANJIN RIVERSIDE

Banyan Tree Tianjin Riverside

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



Holiday Inn Tianjin Xiqing

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

Holiday Inn Tianjin Riverside

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

Holiday Inn Tianjin Aqua City

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



Shangri-La Hotel, Tianjin

A: No.328 Haihe East Road, Hedong District Tianjin, 300019 China
T: + 86 22 8418 8801
天津香格里拉大酒店
河东区海河东路 328 号



PAN PACIFIC TIANJIN HOTEL

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

Tangla Hotel Tianjin

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



Tianjin Yan Yuan International Hotel

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

Holiday Inn & Suites Tianjin Downtown

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



Conrad Tianjin

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



Wanda Vista Tianjin

A: 486 Bahao Road, Da Zhi Gu, Hedong District, Tianjin 300170
T: +86 22 2462 6888
F: +86 22 2462 7000
天津富力万达文华酒店
中国天津市河东区大直沽八号路 486 号



Courtyard by Marriott Tianjin Hongqiao

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

Radisson Tianjin

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

Serviced Apartments

Ariva Tianjin Binhai Serviced Apartment

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

Ariva Tianjin Zhongbei Serviced Apartment

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



Conrad Residences Tianjin

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



Fraser Place Tianjin

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



The Lakeview, Tianjin-Marriott Executive Apartments

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



The Ritz-Carlton Executive Residences, Tianjin

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



Somerset International Building Tianjin

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

Somerset Olympic Tower Tianjin

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



HIMALAYA SERVICED RESIDENCES TIANTA TIANJIN

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

HIMALAYA SERVICED RESIDENCES NANKAI TIANJIN

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

Industry



Otis Elevator (China) Co., Ltd.

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



Flender Ltd., China

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



NNIT (Tianjin) Technology

A: 20 F, Building A, JinWan Mansion, No.358 Nanjing Road, 300100 Tianjin
T: +86 22 58856666
W: www.nnit.cn
天津恩恩科技有限公司
南开区南京路 358 号, 今晚大厦 A 座 20 层

SERVICES

Serviced Office



The Executive Centre 德事商务中心

The Exchange Tower 2 津汇广场 2 座 29 层

A: Level 29 | The Exchange Tower 2, No. 189 Nanjing Road, Heping District, Tianjin 300051, China
T: +86 22 2318 5111
天津市和平区南京路 189 号津汇广场 2 座 29 层

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

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

Tianjin World Financial Center 环球金融中心 41 层

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

Chamber of Commerce

European Chamber

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

American Chamber

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

German Chamber

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

HEALTH

Hospitals



Tianjin United Family Hospital

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

Women's and Children's Specialized Health

A: No.21, ShuiShangGongYuan East Road, Nankai District
T: +86 22 5898 2012
400 10000 16
W: amcare.com.cn
美中宜和医疗集团天津美中宜和妇儿医院
南开区水上公园东路 21 号



Raffles Medical Tianjin Clinic

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



Tianjin Aizhihe Dentistry

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



Arrail Dental Tianjin International Building Clinic

A: Rm 302, Tianjin International Building, No. 75 Nanjing Rd, Heping District
T: +86 22 2331 6219/32
24Hr Emergency Line:
150 0221 9613
W: arrail-dental.com
瑞尔齿科
和平区南京路 75 号
天津国际大厦 302 室

THE TIANJIN JULLIARD SCHOOL CAMPUS FORMALLY DEDICATED ON TUESDAY, OCTOBER 26, 2021

New Landmark Campus in Tianjin Brings Juilliard's Rich Tradition of Performing Arts Education to Asia



Dedication Ceremony and Celebration Concert Marks a Historic Milestone for Music Education and Cultural Exchange
Tianjin Juilliard Orchestra's 2021-22 Performance Season Is Underway

The Tianjin Juilliard School's Campus Dedication Ceremony and Celebration Concert was held on Tuesday, October 26, at 4:30pm at the Tianjin Juilliard Concert Hall. The campus dedication brought together school and local officials, as well as guest speakers offering congratulatory remarks. The ceremony kicked off with a rousing performance by the Tianjin Juilliard Brass Ensemble, and additional performances by a Tianjin Juilliard Pre-College student and the Shanghai Quartet, the School's resident faculty quartet. In the evening, guests attended a celebratory concert titled "Music without Boundaries" with **Chen Lin**, director of the Conducting Department at the Central Conservatory of Music, who returned to conduct the Tianjin Juilliard Orchestra in William Schuman's *American Festival Overture*, selections from Bao Yuankai's *Chinese Sights and Sounds*, and selections from Tchaikovsky's Symphony No. 5, at 7:00pm in the Tianjin Juilliard Concert Hall.

This occasion marks a major step forward for The Tianjin Juilliard School in broadening access to Juilliard's rich tradition of performing arts education across China and Asia. Since the School opened in 2020, it has assembled an international roster of faculty; launched

two important annual music festivals; developed numerous partnerships with peer institutions in China and Asia; and received guest artists from around the world. Through a strong connection between both Juilliard campuses in New York and Tianjin, the School is leading innovations in the field of music education and developing new curricular and artistic strategies in the twenty-first century to meet the challenges that musicians face in the performing arts. As a model of the 21st-century conservatory, The Tianjin Juilliard School nurtures the next generation of artists to play active roles within their communities, as both artists and leaders.

Joseph W. Polisi, Chairman of the Board of Directors, The Tianjin Juilliard School, said, "This ceremony dedicating the new building designed by Diller Scofidio + Renfro, marks a historic and transformative moment for The Juilliard School's presence in China. We have worked for over 10 years to arrive at this moment; a time when we can celebrate the beginning of a collaboration between China and the United States that will flourish for many years to come. Music is an art form which touches all of humanity, and Juilliard's tradition of excellence in performance and in education

will spearhead our efforts in China and beyond to realize the very best of what the Juilliard experience has represented since 1905. Now that I officially am an honorary citizen of the City of Tianjin, I can tell you that I feel deeply fulfilled that I can be included in such a distinguished community."

Damian Woetzel, President of The Juilliard School in New York, said, "Not only is this a stunning architectural achievement, but this School will become a hub for cultural exchange, for collaboration, for musicianship, and for adventurous programming in Tianjin. As the bond grows between our New York and Tianjin campuses, we will continue to shape the future of music and of the arts on an international scale."

AN ICONIC HOME FOR THE PERFORMING ARTS

Juilliard broke ground in China on June 15, 2017. Located in Tianjin's new Binhai district, The Tianjin Juilliard School is a 350,000 sq. ft. center for performance, practice, research, and interactive exhibitions, with communal spaces that are designed to welcome the public into the creative process and performance of music. The state-of-the-art campus is designed by Diller Scofidio + Renfro,

the world-renowned architecture firm that was responsible for the 2009 expansion of Juilliard's iconic New York campus. The design of Tianjin Juilliard captures the spirit of Tianjin while creating an architectural connection to Juilliard in New York City. From floating rehearsal and classroom bridges clad in glass to public spaces that extend the surrounding park into the building, the campus revolutionizes the teaching and learning environment for music education, bringing transparency and openness in welcoming visitors to experience music education at its finest. The school opened in fall 2020 with its first class of graduate students. The opening took place in the midst of the global pandemic which delayed the official campus dedication until now.

Charles Renfro, partner at Diller Scofidio + Renfro said, "The Tianjin Juilliard School is an important and multifaceted project, which could not have been completed without the dedication of our many partners across China and the United States. With the team's steadfast guidance and perseverance, we were able to realize a sculpturally dynamic building linking the teaching, practice and performance of classical music."

Alexander Brose, Executive Director and CEO, The Tianjin Juilliard School, said, "Today's Campus Dedication is the culmination of a concerted and collective effort by hundreds of people worldwide to create an international center for creative excellence and collaboration. The Tianjin Juilliard School exemplifies that music has the unparalleled power to connect us in ways that words cannot. Joseph Polisi's original vision and unbridled passion for this project paved the way for the artistry and community we celebrate today. The School will inspire future generations of students and audiences alike in the years to come."

FALL SEASON OVERVIEW

In September this year, The Tianjin Juilliard School welcomed its second class of new graduate students and opened the Tianjin Juilliard Orchestra's 2021-22 music season.

Wei He, Artistic Director and Dean, The Tianjin Juilliard School, said, "I am thrilled to welcome an impressive roster of conductors to lead the Tianjin Juilliard Orchestra

this season. We are very grateful that many renowned conductors share our vision and are extremely supportive of the School's program and students. With this season's rich and diverse programming, it is our hope that audiences will enjoy all the performances and also witness our students' aspirations, vitality, and growth through music. The Campus Dedication is a historic moment that we have all been waiting for."

The Tianjin Juilliard Orchestra is the school's largest student performing ensemble comprised of students from the Tianjin Juilliard Graduate Studies program majoring in orchestral studies and chamber music. Resident faculty and visiting artists play side-by-side with students in rehearsals and performances. In its inaugural season last year, guest conductors included **Chen Lin, Zhang Jiemin, Shao En, and Cheng Jiannan**. Beginning this year, two student soloists will be selected by an annual competition for concerto performances with the Tianjin Juilliard Orchestra in the spring.

2021 - 22 TIANJIN JULLIARD ORCHESTRA UPCOMING CALENDAR OF EVENTS

Please refer to the School's official website for the most up-to-date schedule. Ticketing information for in-person performances is also available through the School's official WeChat platform.

Sunday, November 14, 3:00 pm, Tianjin Juilliard Concert Hall
Lin Daye, Conductor

RODION SHCHEDRIN *Beethoven's Heiligenstädter Testament*
STRAVINSKY *Symphony in C*
BEETHOVEN *Symphony No. 5 in C Minor, Op. 67*

Sunday, December 12, 3:00pm, Tianjin Juilliard Concert Hall
Lan Shui, Conductor

STRAUSS *Serenade in E-flat Major, TrV 106, Op. 7*
FAURÉ *Pelléas et Mélisande: Suite, Op. 80*
BRAHMS *Symphony No. 4 in E Minor, Op. 98*

Saturday, January 29, 7:00pm, Tianjin Juilliard Concert Hall
Chen Lin, Conductor

JOAN TOWER *Made in America*
GUO WENJING *Zhudi Concerto No. 2, "Ye Huo"*
STRAVINSKY *Monumentum pro Gesualdo di Venosa ad CD annum*
STRAVINSKY *The Firebird: Suite (1919 version)*

Sunday, February 27, 3:00pm, Tianjin Juilliard Concert Hall
Jing Huan, Conductor

LIGETI *Concert Românesc (Romanian Concerto)*
Concerto Competition Winner (TBA)
SIBELIUS *Symphony No. 2 in D Major, Op. 43*

Sunday, March 27, 3:00pm, Tianjin Juilliard Concert Hall
Hu Yongyan, Conductor

SCHUBERT *Symphony in B Minor, D. 759, "Unfinished"*
WAGNER *Forest Murmurs*
BRITTEN *Johnson over Jordan: Suite*
PROKOFIEV *Symphony No. 1 in D Major, Op. 25, "Classical"*

Sunday, April 24, 3:00pm, Tianjin Juilliard Concert Hall
Zhang Guoyong, Conductor

NICCOLO ATHENS *A Jiangnan Overture (2019; orch. 2021)*
Concerto Competition Winner (TBA)
SHOSTAKOVICH *Symphony No. 9 in E-flat Major, Op. 70*



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