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Insight Into a Changing Tianjin

BUSINESS MAGAZINE TIANJIN

津衛商務

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SCHOOL'S IN SESSION

20 At GEMS World Academy Tianjin

Srinivasan Krishnan, CEO
GEMS Education – Pacific Rim, East Asia & China Region

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Groupon: yet another over-confident, Western, IT company coming to China?

Twitter, the 140-word micro-blogging website, garnered a 1 billion USD valuation in 3 years. Social networking website Facebook reached the same valuation within 2 years. It only took Groupon a year and a half. In April 2010, Groupon received 135 million USD in funding from DST, the same Russian investors who backed Facebook and game-maker Zynga. This seed investment put the valuation of Groupon at 1.35 billion USD, and started its journey to the orient. See P16

School's in session at GEMS World Academy Tianjin

GEMS Education has a global network of world-class international schools. With 50 years of experience in education, GEMS provides high quality holistic education to over 100,000 students from 150 countries.

Dialogue with Srinivasan Krishnan, Chief Executive Officer, and Ian Rysdale, Chief Academic Officer, Pacific Rim, East Asia & China region. See P20

China's emergence as the world's top shipbuilder is good for Tianjin

Tianjin's surrounding Bohai rim is one of China's three top shipmaking belts, along with Jiangsu and Guangdong. Seafaring research group Clarkson Research says 2010 saw China maintain its position as the primary investing nation in new ships, with Chinese owners spending 11.0 billion USD on new vessels. This represents a year-on-year increase of 106% according to Clarkson data, which indicates that China now has 37.7% of the world 'new build' order book. See P24

What China has taught me

I've been in China almost four years now, and have been reflecting on what my experiences in the Middle Kingdom have taught me. Living in China teaches you a subset of skills and information that may not get into the guide books, but which are perhaps more representative of your actual experiences here. See P69

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Dear Reader,

In mid-2008, the world came to the rescue during Sichuan, China's catastrophic earthquake aftermath. Individuals, organisations and governments sent aid in the form of equipment, food, volunteers and monetary donations. The first foreign search-and-rescue team to arrive on the scene was sent by Japan.

Now eastern Japan stands in the wake of a massive earthquake and destructive tsunami that swept through on 11 March. This time, a rescue team from China was one of the first to arrive in Japan, pledging to help evacuate citizens from areas near damaged nuclear reactors.

China and Japan have been political, cultural and economic rivals – and bitterly so – for the better part of a century. Reports of one another usually entail disputes over sea borders, historical records and trade imbalance. As in 2008, it again took a natural disaster for these two nations to put differences aside and work together to rebuild.

The truth is, China and Japan are inextricably linked to one another through an extensive history, evolution of culture and (more recently) economic growth. Any great blow to one ripples across the sea, quickly striking the other.

It is and continues to be in the nations' best interests to work together – towards rescue and rebuilding efforts as much as peacekeeping and industrialisation.

In June 2008 we urged you, the reader, to contribute traditional and in-kind donations to the Sichuan relief effort. We again request that you and your organisation assist in the recovery of our partners to the east. Please contact the Red Cross (www.redcross.org.cn) to see where help is needed most.

Your assistance assures the quickest possible recovery for the millions of people directly affected, and for the hundreds of millions more to whom they remain connected.

Sincerely,

Jamie Michael Kern

Chief Editor – Business Tianjin magazine

TIANJIN NEWS

Saixiang delivers 1st batch of Airbus transportation jigs

Tianjin Saixiang Technology Co, Ltd, (TST) has delivered its first batch of Airbus A350 Extra Wide Body (XWB) transportation jigs. The jigs, including those for the transportation of wings, horizontal tail planes (HTP), removable parts of HTP and vertical tail planes (VTP), will be shipped to Europe by sea from the Tianjin Port to France-based company NFM Technologies, which is the tier-one supplier responsible for the design and production of the transportation jigs for the A350 XWB program. The A350 XWB family is Airbus' response to the widespread market demand for a series of highly efficient medium-capacity long-range wide-body aircraft.

- Welcome to Tianjin, 2 March

China Helicopter Exposition, 15-18 September

The inaugural China Helicopter Exposition 2011 is a unique show dedicated to the domestic rotor aircraft industry. It is the brainchild of the Aviation Industry Corporation of China (AVIC) and is fully backed by the central government. The AVIC helicopter division, AVICOPTER, has invested over 800 million USD in a research centre and helicopter production facility in Tianjin. When completed, the factory will manufacture 30 thirty-ton aircraft, 40 ten-ton aircraft and 170 light aircraft a year. This is a revolutionary development for a country that currently has only 200 civil rotor aircraft at its disposal. The market potential is huge.

- china-defence-mashup.com

25 February

AeroTech Turbines signs major contract

AEROTECH PEISSENBERG

AeroTech Turbines Inc. has agreed a 135 million USD deal to supply its VAWT 2 wind turbines at selected sites in Tianjin. Speaking at a contract signing ceremony with the Tianjin Development and Planning Commission, CEO Donald Shichin Lin expressed the hope that this was just the start of a major sales campaign in the region. Mr. Lin explained the company would need four years to complete instal-

lation of its turbines on existing sites plus several major construction projects due for completion by 2014.
- Press Release, 1 March

Beijing Caibai retails jewellery in Tianjin

Beijing-based jewelry brand Caibai has entered Tianjin. A joint venture invested by Beijing Caishikou Department Store and Tianjin Baoquan Investment Company, Tianjin Caibai Baoquan Jewellery Company will focus on the sales of gold jewellery and various investment products made of precious metals. Its first store in Tianjin is located on Jiefang North Road and it covers an operating area of 530sqm.
- PR Web, 3 March

Tianjin Port, CNOOC in talks for LNG terminal

The operator of Tianjin Port was in talks with China National Offshore Oil Corp (CNOOC) to build a liquefied natural gas (LNG) receiving terminal at its port. "The project will include an LNG dock and receiving station that can handle 3 million tonnes of LNG imported from the Middle East (per year)," Tianjin Port Chairman Yu Rumin told the China Daily in an interview. All major energy projects in China have to obtain a series of approvals from the central government before they can be built. CNOOC, is China's leading LNG terminal developer. Tianjin Port is the country's third-biggest port by cargo throughput.
- Reuters, 4 March

Chindex International announces hospital expansion projects

Chindex International, Inc., an American company providing health care services in China through the operations of United Family Healthcare (UFH), announced that UFH has initiated two new development projects designed to add more than 125 beds to the hospital network. Tianjin United Family Hospital and United Family Rehabilitation Centre in Beijing are the latest new development projects initiated by UFH. The 25 bed, 75,000sqft Tianjin United Family Hospital, scheduled to open this summer, will provide a range of services for patients, including primary care medicine, obstetrics, gynecology, pediatrics and surgery, as well as infertility support for hopeful parents.
- PR Newswire, 16 March

Tianjin hosts TOC Asia 2011

Terminal Operations Conference & Exhibition (TOC) Asia 2011 was held 15-17 March at Binhai International Convention and Exhibition Centre in Tianjin. The conference spotlights the emerging demand for foreign goods and China's import strategy following the recent announcement of the 12th five year plan. The plan's impact on ports and terminals in China can't be underestimated. TOC Asia 2012 will be held 13-15 March 2012 at the Hong Kong Convention & Exhibition Centre.
- 18 March

Port plans 110b CNY investment

Tianjin Port Group Co. plans to invest 110 billion CNY (16.7b USD) by 2015 to help boost annual cargo volumes as growth in the world's second-biggest economy spurs demand for sea transport. "The fundamental factors are all positive toward stable growth" of cargo volumes with the global economic recovery, Chairman Yu Rumin said in an interview in Beijing while attending the national legislature's annual meeting. The state-owned company aims to boost annual cargo shipments to as much as 600 million tons, Yu said. Container volumes may more than double from last year to as much as 20 million units a year by 2015, Yu said.
- Bloomberg News, 11 March

FINANCE

Geithner: inevitable that China will appreciate CNY

Accelerating inflation will force China to continue to appreciate the yuan, and if Beijing continues at its current pace of currency rise against the dollar, the move will be "huge," US Treasury Secretary said. Taking into account the inflation rate in China and the US, CNY is continuing to rise compared to USD more than the rate Beijing is allowing it to appreciate nominally. Including inflation, CNY is appreciating against the dollar at an annual rate north of 10%, Geithner said. "If that were sustained, again, that's a huge shift over time," he said. But the pace of the yuan's rise isn't moving at the same clip for many other countries, particularly emerging economies that are also experiencing surging inflation.
- Wall Street Journal, 4 March

Gold buying in China jumps

Gold purchases in China, the world's largest producer, climbed to 200 metric tons in the first two months of 2011 as faster inflation boosted consumer demand, ac-

cording to UBS AG, which said the price may gain to 1,500 USD. The estimate for the two-month period compares with full-year consumer demand from China of 579.5 tons for last year, according to the World Gold Council, a producer-funded group. Bullion, which rallied 30% last year, surged to a record as uprisings in the Middle East, quickening inflation and currency debasement boosted global demand.
- bloomberg.com, *3 March*

China considers tariff reduction to boost imports

Import tariffs will be reduced on a range of products, and red tape involved in import application procedures will be further cut, to "maintain balanced trade". "We will launch a series of measures to stimulate imports this year, including adjusting tariffs on some categories of goods and further simplifying the administrative process," said Zhong Shan, vice-minister of commerce. China's trade surplus narrowed 53.5% to 6.46 billion USD in January, the lowest level in nine months, amid government efforts to boost imports and domestic consumption. Imports surged by 51% to 144.3 billion USD while exports rose by 37.7% to 150.7 billion USD, according to the General Administration of Customs.
- *China Daily, 3 March*

China cuts some slack for well-behaved banks

Like a forgiving parent returning a kid's favourite toy as a reward for good behaviour, the Chinese central bank has reportedly reversed a punitive increase in reserve requirements on some lenders for avoiding a lending spree. The move, when reported in both Chinese and international media, boosted Chinese banking shares. But analysts caution that the central bank's decision to cut lenders some slack for practising restraint shouldn't be construed as a change in its policy stance, and that more tightening measures, including broad increases in the reserves that banks must keep with the central bank, were in the pipeline.
- *Market Watch, 9 March*

"Billionaire factory to the world"

America still has the most billionaires. But China, Russia, India and Brazil are moving up fast. According to the Forbes list of World Billionaires 2011, Carlos Slim is once again the richest man in the world, trouncing Bill Gates. As it turns out, 2010 was a good year for billionaires, cranking out 214 new members of the ten-zeros club. Only 47 dropped off the list last year. But the big news is the changing geogra-

phy of today's billionaire population. The US still dominates, with 413 billionaires, compared to Asia, which came in second with 332. The US gained 23 new billionaires and lost 13.
- *Wall Street Journal, 10 March*

New loan total lower than expected

Chinese banks extended a less-than-expected 535.6 billion CNY (81.5b USD) of new local- currency loans in February, the central bank reported. That compared with the median forecast of 600 billion CNY in a Bloomberg News survey of 19 economists. Banks extended 1.04 trillion CNY worth of new loans in January, highlighting a pattern in which banks tend to lend more at the start of each year. M2, the broadest measure of money supply, rose 15.7% in February from a year earlier, the People's Bank of China said in the statement. The economists' median forecast was 17%. In January, the gain was 17.2%.
- *Bloomberg, 14 March*

Shanghai invests 3.7b USD on Disneyland project

The approved investment for the first phase of the Disneyland project in Shanghai stands at 24.5 billion CNY (3.7b USD), said Shanghai Mayor Han Zheng. "I have read some media reports about the Disneyland investment, but they were incorrect. I thereby clarify the figure seriously. The approved investment for the first phase of the Disneyland project is 24.5 billion CNY," he told reporters.
- *7 March*

Foreign exchange ceiling for individuals may rise

The annual ceiling for converting foreign exchange into CNY for Chinese residents will be raised from 50,000 USD to 200,000 USD, the China Times reported, citing anonymous sources familiar with the policies of the State Administration of Foreign Exchange (SAFE). Yet SAFE said on its website that the report is "totally groundless" and "at the current stage" the administration does not have any plan for such an adjustment. But Yi Gang, director of the SAFE, reportedly said in February that the country is thinking of allowing individuals to hold more foreign currency.
- *China Daily, 16 March*

LAW & POLICY

China to build 10 million affordable housing units in 2011

Chinese Vice Premier Li Keqiang ordered local governments to increase funding for affordable housing projects, stressing that the construction of 10 million units was a mandatory task that must be fulfilled this year. Li said that the construction is of great significance for the government to stabilise public expectations, control housing prices, improve people's lives and boost domestic consumption. To facilitate the government's subsidised affordable housing projects, Li said that local governments should ensure basic market supply with small units and guide the public to "reasonable consumption".
- *Xinhua News, 25 February*

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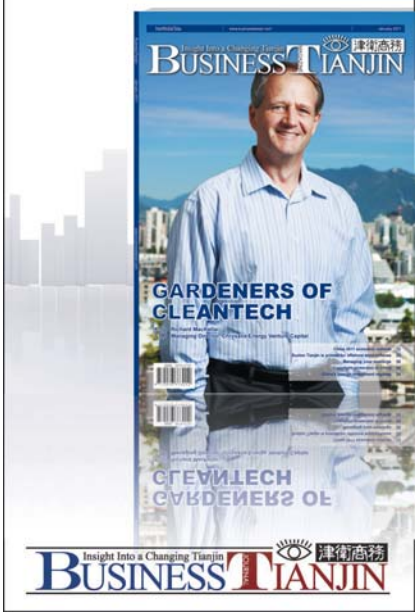

China sets 7% growth target

An annual growth target of 7% over the 12th Five-Year Plan (2011-2015) has been set to ensure sustainable development, Premier Wen Jiabao said. "We must no longer sacrifice the environment for the sake of rapid growth and reckless roll-outs, as that would result in unsustainable growth featuring industrial overcapacity and intensive resource consumption," said Wen during an online chat with Internet users. The target was lower than the 7.5% set for the previous five years, when the country's economy actually grew at an annual rate of around 10%. China's GDP growth reached 10.3% last year. Most economists expect growth to be around 9% this year, and slightly less in 2012.

- *China Daily, 28 February*

China approves economic plan, no political changes

China approved economic plans for the next five years that aim to empower consumers but rejected any hints of political reforms as it closed its annual legislative session. The Five-Year Plan calls for a shift from rapid economic growth to higher quality, more sustainable development with a greater emphasis on services and broader distribution of wealth. If carried out, the plan could drive a far-reaching transformation of the world's second-largest economy from low-cost factory into a major consumer market.

- *The Associated Press, 14 March*

Higher income tax threshold to assist poor

China will raise the threshold of personal income tax amid the rising cost of living, a move aimed at reducing the burden of middle and low-income people and expanding domestic consumption, said Premier Wen Jiabao during an online chat. Wen's online session was held before the annual session of the National People's Congress, the country's top legislature. China started to collect individual income tax in 1980 for monthly incomes exceeding 800 CNY (122 USD) when the average urban income was around 40 CNY per month. In 2008, the tax threshold increased to 2,000 CNY when residents' income in urban areas jumped to an average of 1,315 CNY per month.

- *China Daily, 2 March*

New regulations to encourage private sector

The Chinese government is working on more detailed rules to promote the development of the private economy. Premier Wen Jiabao said the country aims to achieve sound development in the private sector while promoting development of the State-owned economy. Private investment makes up more than 50% of the total investment in fixed assets. Among industrial enterprises, the private sector

has exceeded the State-owned sector in the number of firms, output value, total assets and number of employees, according to Wen.
- *China Daily, 15 March*

LOGISTICS

Trade surplus 'to decrease more' in 2011

The trade surplus will decrease further this year and may even go into deficit for a few months, said Minister of Commerce Chen Deming. This will be due to increased imports of high-tech products, green technology, resource-related goods (such as iron ore) as well as simplified procedures and tariff cuts on certain items. But grain imports will not rise sharply, to prevent volatility on global markets, he added. The surplus has been in decline in recent years. In 2010 it decreased by 6.4% from a year earlier, to 183.1 billion USD. This followed a 34% fall to 196.1 billion USD in 2009. "The surplus will further drop in 2011. While export growth will decelerate, import growth will accelerate," said Chen.
- *China Daily, 8 March*

China plans airport building spree

China will build another 45 airports over the next five years, raising fresh questions about the potential for over-capacity in the transport sector. Li Jiaxing, the head of the Civil Aviation Administration of China, said that the 1.5-trillion-CNY (228b USD) investments would take the total number of airports in the country to 220, even though most of the existing airports were losing money. Athough demand for air travel has grown rapidly in recent years as the purchasing power of Chinese consumers has risen, the expansion in airport infrastructure, which accelerated during the stimulus programme over the past two years, has become one of a number of potential sources of over-investment across the economy.
- *Financial Times, 25 February*

TELECOM & TRANSPORTATION

Groupon launches China site at Gaopeng.com

Groupon has finally launched its China site at GaoPeng.com, following weeks of reports and speculation on how the US company was going to enter the country's burgeoning Internet market. The site is operational, although many cities currently offer no discounted deals. Users can only sign up to subscribe to the site's email newsletters. The site advertises discounts that run from 50 to 70 percent off. The site's name can be translated as "friend in a high place".
- *PC World, 28 February*

Facelift RAV4 to launch this year

The Toyota RAV4 is a major part of Toyota's plans to boost its presence in the Chinese marketplace, and it seems to be doing well so far. The RAV4 is produced by Toyota in partnership with First Automobile Works in Tianjin and has seen strong sales so far. For 2011/12 Toyota is planning to give the RAV4 a facelift and also an improved rear with what looks like plans to delete the spare wheel from the rear hatch.
- *China Car Times, 9 March*

GENERAL

Applied Materials eyes China demand for solar gear

Chip equipment maker Applied Materials forecast revenue for Q1 that exceeded Wall Street's expectations, citing growing demand for its solar panel manufacturing equipment in China. The company is focusing on its fast-growing crystalline silicon solar business, as well as advanced energy technologies such as LEDs, while it winds down its unprofitable thin-film solar power production lines. Applied Materials, based in Santa Clara, California, said its energy and environmental solutions group, which includes solar, had record orders of 668 million USD in the first quarter and that the group's sales would increase at least 10% sequentially in Q1 2011.
- *Reuters, 25 February*

Homemade CPUs on the way for local supercomputers

By the end of 2011, China-made supercomputers will bid farewell to foreign microchips and start using their own Chinese core, according to National People's Congress Deputy Hu Weiwu. Hu, who is the chief developer of the Loongson series of microchips at the Chinese Academy of Sciences (CAS), told reporters that the Dawning 6000 supercomputer, jointly developed by the Institute of Computing Technology at CAS and the Dawning Information Industry Company, will adopt Loongson microchips for the first time as its core component. It will have a computing speed of more than one quadrillion operations a second.
- *China Daily, 7 March*

WHO flu centre to be set in China

The National Influenza Centre of the Chinese Centre for Disease Control and Prevention has been designated as a World Health Organisation Collaborating Centre for Reference and Research on Influenza, making China the first developing country to house such an institution. Under the coordination of the World Health Organisation, the centre in China is now to join four others – those in Australia, Japan, the UK and the US – in monitoring, researching and responding to outbreaks of influenza, as well as making plans to combat pandemics.
- *China Daily, 15 March*

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3,000,000

Tianjin Port (Group) Co is negotiating with China National Offshore Oil Corp to establish a liquefied natural gas (LNG) terminal in the port to quench the gas shortage in northern China. The project will include an LNG dock and receiving station that can handle 3 million tons of LNG imported from the Middle East.

1st

The world's largest design, production and testing base for rockets is being built in Tianjin. The 1st phase of the rocket industrial base in Tianjin Binhai New Area will be completed within the year.

8.9%

Per capita net income for China's rural residents grew 8.9% annually from 2006 to 2010, or 12.7 % before price factor adjustments, said the National Bureau of Statistics.

39

This year, 39 International Deluxe Cruises will visit Tianjin Port, and around 100,000 tourists will visit Tianjin via those cruise ships.

40th

A press conference was held on 10 March in Beijing to mark the 40th anniversary of Starbucks. At the conference, John Culver, president of Starbucks Coffee International, announced that Starbucks plans to introduce VIA Ready Brew instant coffee to China on 6 April, which would be available at all Starbucks stores across Greater China.

10,000,000

China's land watchdog is guaranteeing there will be enough building sites available for the construction of the 10 million affordable homes the country has called for this year, and said it will complete a detailed land-use plan before the end of March.

3.5%

China aims to reduce energy consumption per unit of GDP by 3.5% in 2011. By 2015, the nation also aims to reduce energy consumption per unit of GDP by 16% and carbon dioxide by 17%, according to the draft 12th Five-year Plan for China's economic and social development.

1100

China's retailers will offer a 1,100 CNY refund to recent buyers of Apple's iPad 1 because its price dropped with the debut of iPad 2. Apple released the upgraded version of the tablet on 3 March and announced reduced price tags of the first generation iPad.

7.6%

China's annual air traffic is expected to rise 7.6% in the next two decades, said The Boeing Company at the Asian Aerospace Expo and Congress held in Hong Kong on 8 March.

60

Approximately 60 Chinese companies will list in the US this year. The rise will be triggered by the expected appreciation of the CNY, China's projected economic growth, and the successful number of IPOs last year, said a senior partner at Ernst & Young.

600,000,000,000

Bank of China, one of the country's top four lenders, expected to grow its loan business at a double-digit rate this year, said its chairman. The bank set its target for this year's total CNY loans at about 600 billion CNY (91b USD)

41.5%

China's fiscal revenue jumped 41.5% year-on-year in February to 699.7 billion CNY (106.5b USD), said the Ministry of Finance. It attributed the strong growth to big increases in imports-related taxes, rapid economic growth and price hikes.

April Chinese Economy Report

By Daniel Kenneth

Economy cools: slower money and credit growth
People's Bank of China (PBoC) has been implementing quantitative control measures to cool economy

Chinese banks extended a less-than-expected 535.6 billion CNY (81.5b USD) of new loans in February according to the PBoC website. A Bloomberg News survey of 19 economists had forecasted a median of 600 billion CNY in loans for the month. Chinese banks extended 1.04-trillion-CNY worth of new loans in January, highlighting a pattern in which banks tend to lend more at the start of each year.

M2, the broadest measure of money supply, rose 15.7% in February from a year earlier, according to PBoC statement. This again is below median economists' forecasts of 17% growth. In January, the gain was 17.2%. Premier Wen Jiabao said Beijing has set a money-supply growth target of 16% for 2011. M2 expanded 19.7% last year, much higher than its target growth of 17%.

As net lending in March has not increased more than February, financial conditions are kept relatively tight. Beijing has not shown signs of relaxation yet, so the risk of serious overheating is negligible. Some are worried of potential over-tightening; if it does occur it will be quickly reversed, and we are far from there yet.

Monetary tightening and fiscal and administrative measures begin to slow down sequential activity growth and lower-than-expected inflation.

Bloomberg reported that China's housing prices rose 0.5% in February, the slowest monthly gain since August last year according to SouFun Holdings Ltd. Soufun compiles monthly home data for 100 cities.

Compared to January, residential prices increased in 80 out of the 100 cities tracked by Soufun. Average home values nationwide climbed to 8,686 CNY (1,322 USD) per square metre. China has this year raised the minimum down payment for second-home purchases and introduced taxes on residential properties in Shanghai and Chongqing, according to Bloomberg.

Premier Wen Jiabao says he is still "confident" of bringing property prices down to a "normal level", and vowed to build 36 million units of social housing in the next five years, in an online discussion with the public on 6 March. The government won't likely issue additional property-tightening measures soon because the current ones are already very strict, said Johnson Hu, a Hong Kong-based property analyst at CIMB-GK Securities Research Pte.

Poly Real Estate Group Co. stated on 2 February that its 2010 profit rose 40% as rising investments and housing prices boosted sales, offsetting the effects of government curbs on the property market. Poly Real Estate Group Co. is one of the largest state-owned real estate enterprises engaged in residential and commercial property development in China.

Inflation lessening (4.9% CPI and 17% PPI still suggest inflationary worry should not be easily dismissed)

The consumer price index (CPI) rose 4.9% in February from the same month a year ago, according to the National Bureau of Statistics, driven by a 10.3% jump in food prices, despite Beijing's effort to tighten credit.

Industrial activity slowed but remains robust. The purchasing managers index (PMI) dipped to 52.2 last month, from 52.9 in January and 53.9 in December, according to a statement made by state-affiliated China Federation of Logistics and Purchasing. Despite declining for three months, the reading has remained above 50, the benchmark for expansion, for the past two straight years, reported the Associated Press.

As consumer prices rose sharply again in February, the New York Times suggested that Beijing may have a difficult time meeting its inflation target this year. Due to massive bank lending and nationwide infrastructure projects, soaring food and housing prices and growing public anxiety began to overshadow China's economic growth. Aware of the threat to social stability, Beijing has made fighting inflation a top priority this year and set a goal of keeping the inflation rate at 4%.

The Chinese public is nervous over food and housing prices rising faster than their incomes. Because savings deposit rates in China are kept unusually low by state-run banks, many people are seeing the value of their money erode, essentially resulting in negative returns. Inflation (CPI) rose by about 3.3 % last year, but for much of the year state banks were paying deposit rates of 2% or less, the New York Times reported on 11 March. With limited options for investment, real estate has been a primary way for Chinese to protect their wealth from losing its value.

Liu Shucheng, a member of the Chinese Academy of Social Sciences, said that the country's CPI will peak in the second half of this year, rather than the first half, reported Financial Times on 28 February. "The international price of crude oil may rise further. Considering the soaring grain price in the international markets and quantitative easing by the US, China's CPI will probably exceed 5% this year," Liu said.

February shows weak exports and imports data due to the Lunar New Year holiday. Combined January/February data still shows robust growth year-on-year.

The Lunar New Year fell on February 3 this year, prompting frontloading by exporters and importers in January. Trade distortions will improve in March as Lunar New Year effects abate. Because China continues to tighten its money supply, domestic demand will likely slow even further. We will likely see China's import growth slow in the coming months.

Qing Wang, chief China economist at Morgan Stanley, says the impact of the holiday had been much less dramatic than last year, when the February index fell by 3.8 points compared to this year's 0.7 points.

Wang says the PMI figure (52.2) suggested that underlying growth in manufacturing remained robust. The trajectory of other economic indicators suggested that the index would probably stabilise at around its current level in the coming months, reported Financial Times on 1 March.

7% growth target for the next five years

Breaking baoba (保八=*protect eight*)

Beijing has set a new annual growth target of 7% over the 12th Five-Year Plan (2011-2015) to ensure sustainable development, said Premier Wen Jiabao on 27 February. Sustainable development includes reducing inflation and preserving the environment.

The target was lower than the 7.5% set for the previous five years, when the country's economy actually grew at an annual rate of around 10% from 2006 to 2010, according

to China Daily. China's GDP growth reached 10.3% last year. Most economists expect growth to be around 9% this year, and slightly less in 2012.

CNY appreciation

Yi Gang, vice-governor of the central bank and head of the State Administration of Foreign Exchange, said at a forum on 26 February that the country's large trade surplus is the source of inflation.

"At the end of 2010, China's foreign exchange reserves stood at 2.85 trillion USD, thus the central bank had to roll out nearly 20 trillion CNY (3.04t USD) to keep the exchange rate stable. Too much money in the market fuels inflation and pushes up prices," said Yi.

Environment 'must not be sacrificed for rapid development'

"Natural resources are shrinking, degenerating and drying up. Ecological and environmental decay has

become a bottleneck and a serious obstacle to our economic and social development," said Environment Minister Zhou Shengxian at the National People's Congress. "The next five-year plan will be challenging because China is going to move from this export and investment-oriented approach into a more stable, balanced, sustainable approach."

Aware of the threat to social stability, Beijing has made fighting inflation a top priority this year.

The next five-year plan includes broader environmental goals than ever before. In addition to targets for reducing energy intensity and carbon dioxide intensity, it will focus on a wider range of pollutants, including nitrogen oxides, which are produced by cars, and ammonia nitrogen, a water pollutant, according to Financial Times.

In 2009, nearly 20% of the length of China's monitored rivers and lakes had pollution worse than Grade 5 – unfit for even irrigating crops – reported Financial Times.

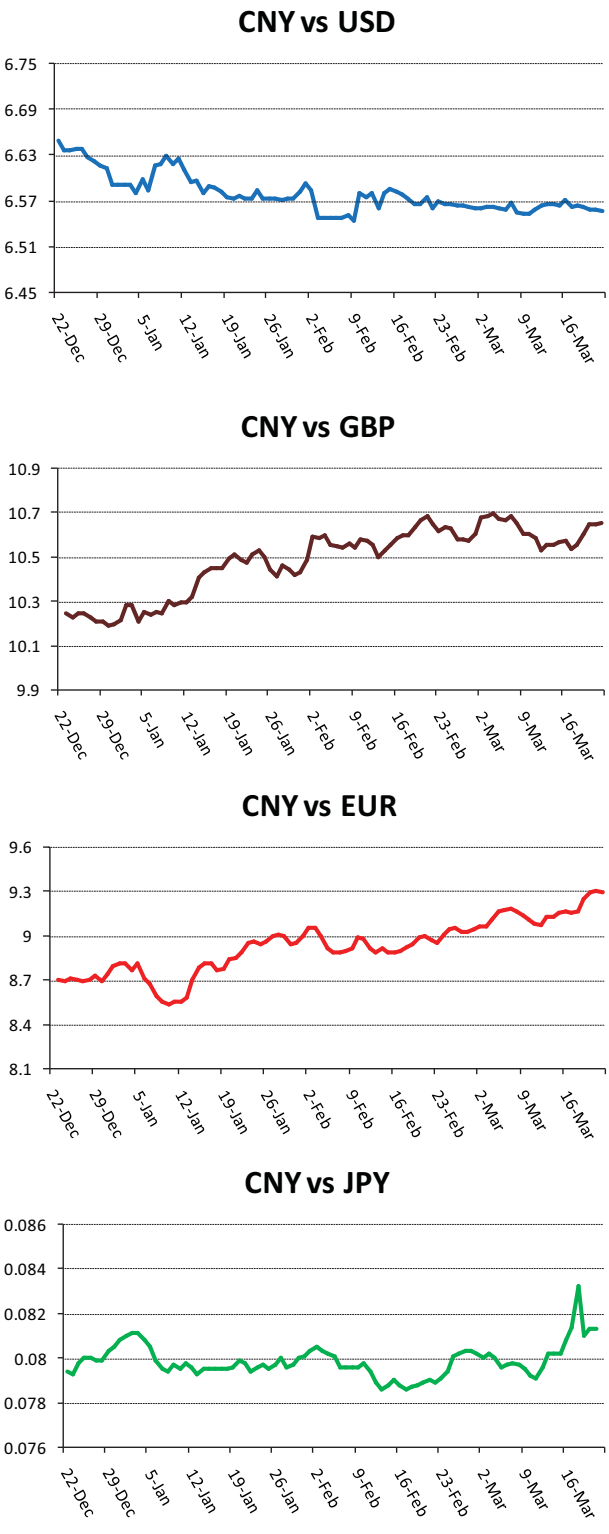
To double the size of the economy between 2000 and 2020 and keep environmental conditions at 2000 levels, China will have to improve its efficiency in using resources four- or five-fold compared to 2000 levels, said Minister Zhou, citing findings of the Chinese Academy of Sciences.

Income tax reform

China will raise the threshold of personal income tax amid the rising cost of living, a move aimed at reducing the burden of middle and low-income earners and expanding domestic consumption, said Premier Wen Jiabao on 27 February. China collected 483.72 billion CNY in personal income tax last year, up 22.55% from 2009.

China started to collect individual income tax in 1980 for monthly incomes over 800 CNY (122 USD) when the average urban income was around 40 CNY per month. In 2008, the tax threshold increased to 2,000 CNY when income in urban areas jumped to an average of 1,315 CNY per month, according to China Daily. B

Three-month CNY trends



Data source: Oanda.com interbank rate

How to transform traditional Chinese wine into luxury

New Fortune, 4 March 2011

Now that China is the world's second largest consumer of luxury goods, Chinese wines are trying to find efficient ways to boost themselves to luxury status. Against the fierce competition of expensive imported wines, Chinese wines struggle to hold the 550 billion CNY domestic wine market, attempting to improve their image.

In 2010, Diageo purchased 4% of Quanxing Group's stock, of which it already bought 43% in 2006. In 2008, Goldman Sachs purchased 25% of Kouzi cellar liquor. In 2007, LVMH invested in famous brand Jiannanchun. As these foreign investors bring the promise of capital into domestic markets, Chinese wine producers must combine modern marketing strategies with original brand fame to stand out. There are three required courses for Chinese wine producers:

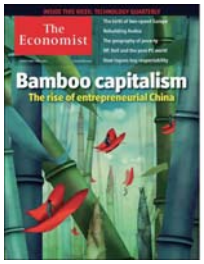
1. Perfect the luxury brand: establish a brand legend with cultural and historical context. Gain consumer intrigue.

2. Extend brand and enlarge business scope: China's wine producers could learn about rapid implementation from Diageo's purchasing.

3. Build a business model around the brand: Focus on individual brand value. Baijiu (a chinese liquor) producers should develop a series of products to benefit from economies of scale.

Bamboo Capitalism

The Economist, 12 March 2011



Three years ago, nearly every business in China was controlled by some level of the government. Now an estimated 70% of GDP is produced by companies that are not majority-owned by the state. More than 90% of China's 43 million companies are private.

This scale of activity is matched by the dynamism of private organisations. "The average return on equity of unlisted private firms is fully ten percentage points higher than the modest 4% achieved by wholly or partly state-owned enterprises." Factories operate 24 hours a day, and management continually adjusts production in response to stiff competition and changes in demand.

The nature of these businesses makes long-term planning difficult. Legal ambiguities and the need to seek unofficial capital-raising contribute to the uncertainty of permanence.

Yet the competition created by these private enterprises has boosted the wages and benefits, and consequently consumption, that China needs for growth. "China has surged forward mainly where the state has stood back."

The legend of Boshiwa

New Champions, 14 March. 2011

Boshiwa, a Chinese manufacturer of products for children, surprisingly listed on the Hong Kong stock exchange in 2010

Initially Boshiwa was like other Chinese OEM factories, only capable of making slight margins, struggling in the fiercely competitive international market. But in 2005 it found a way to break through the development ceiling: converting to an OPM (Original Planning Manufacturer) business. Since 2005, Boshiwa has gained brand authorisation for Harry Potter, Prince of Tennis (a Japanese animated series), the NBA, Barcelona, Juventus football and more.

For group leader Zhong Zheng, converting from OEM to OPM means he has to develop new products, perform market research, close sales and be responsible for nearly every associated task. This has been the greatest problem for Boshiwa, though consumers seem to show their confidence, as seen in the stock's performance.

In addition to cooperation with international brands, Boshiwa focuses on customer experience. It has developed a combination of internet content, mobile Internet sites, a store channel network and its own network of members, wishing to impress customers via special services, which it has accomplished in opening the Boshiwa 365 Flagship Store in Shanghai.

Trade body rules in Beijing's favor

Wall Street Journal, 12 March 2011

The World Trade Organisation ruled that "the US illegally imposed antidumping and antisubsidy duties on some Chinese exports in 2007". The decision comes as a surprise at a time when China faces the most WTO disputes brought against it in since it joined the global body.

The case in question was a response to the US imposing tariffs of nearly 20% on Chinese steel pipes, tyres and woven sacks. China argued that the US couldn't impose both antidumping and andisubsidy duties (two different classes) on the same goods. WTO judges concurred.

US Trade Representative Ron Kirk believes the Appellate Body has acted beyond its writ, while China announced that the case "has conclusively established that the United States acts unlawfully" in handling import duties.

The US must now remove some of its duties and change the way it proceeds in future cases.

Groupon expands to China

Yet another over-confident, Western, IT company coming to China. Will it be different this time?

By Daniel Kenneth

Groupon's business model and its success

Twitter, the 140-word micro-blogging website, garnered a 1 billion USD valuation in 3 years. Social networking website Facebook reached the same valuation within 2 years. It only took Groupon a year and a half. In April 2010, Groupon received 135 million USD in funding from DST, the same Russian investors who backed Facebook and game-maker Zynga. This seed investment put the valuation of Groupon at 1.35 billion USD. Groupon, which confidently rejected a 6-billion-USD acquisition offer from Google, is not just another over-hyped IT start-up in the US.

By many measures, the two-year-old company's international introduction has been a resounding success. Groupon, based in Chicago, now pulls in more than 1 billion USD in annual revenue in the United States and overseas, and has about 50 million subscribers in 35 countries according to New York Times.

Groupon offers one group-coupon per day in each local market – if enough people sign up for the offer, then the deal becomes available to all, and if the predetermined minimum is not met, no one gets the deal that day. Retailers offer such coupons to provide big discounts on certain items that otherwise would not have been sold. The second benefit is to instantly advertise a merchant's existence to thousands of consumers.

The company profits by keeping half the money customers pay for the coupon. So for example, a 100 USD haircut could be purchased by the customer for 50 USD on Groupon, and then Groupon and the hair salon would take 25 USD each. Unlike classified advertising, the merchant does not pay any upfront cost to participate.

Groupon expands by sending a group of employees to analyse a new local market, find successful local businesses and send a sales team to get those businesses to sign up for a Groupon deal-of-the-day. Groupon utilises social networking websites such as Facebook to further promote the idea and feature deals in emails and on the Groupon website.

Groupon deals are most attractive for merchants with a low cost of goods sold and with highly perishable products. For restaurants, ingredients only account for about 30% of the menu price. They would be losing money every hour a table is kept empty. The same goes for gyms, hotels, hair salons and spas. Retailers would benefit by offering deals just above operating costs rather than leaving tables empty.

The biggest problem identified with the Groupon model has been over-projecting the capacity of a retailer. Highly popular deals have overwhelmed small businesses that cannot handle the new customers' orders. Such cases dissatisfy customers and tarnish the reputation of both the retailer and Groupon.

For example, a restaurant based just south of Tokyo botched the execution of a nationwide deal for a New Year's meal sold via Groupon, turning the site's social networking capabilities back on itself. Angry consumers posted pictures of underwhelming deliveries like limp fish in lieu of the advertised caviar, according to New York Times report on 13 February. The debacle prompted Groupon's founder, Andrew Mason, to post a video apology on the Japanese

version of the site, acknowledging that "we really messed up".

Expansion into China

Groupon has expanded into other Asian nations by acquiring local group purchasing websites like Qpod.jp in Japan in August 2010. In November 2010, 5.6 million people in Japan used Groupon, according to the New York Times.

In January 2011, Groupon formed joint venture with Tencent, one of China's biggest online companies, to launch the homophonic gaopeng.com. Tencent holds a 10% stake (approx. 300 million USD) in DST, which had invested 135 million USD in Groupon. The domain Groupon.cn is already used by a copy-cat website of identical design to Groupon. Besides naming issues, Groupon.cn is a tough competitor which claims to have over 7 million registered users.

Groupon has made a series of terrible mistakes since it opened up its office in Japan. It has been reported to experience a few missteps already in China despite one year of "Asia expansion" training in Japan.

Recent problems for Groupon in China

A) Localisation: it is much easier said than done. A lot of cash-rich Western IT companies have expanded into Asia in the past thinking they can outsmart most local competition by repeating a successful strategy from the US or Europe.

Groupon China's marketing director resigned only after a couple of months – a suspicious timing as Groupon was on its way to achieve the first goal: building a team of 3,000 employees in the first 3 months of operations. Shortly after came the infamous Groupon Superbowl advertisement, which featured an offensive or culturally insensitive advertisement regarding the people of Tibet and human rights issues. Certainly business partner Tencent was displeased with a public relations disaster that could permanently damage Groupon's brand image in China. The relationship with the Chinese government – which is extremely sensitive to Tibet issues – has become uncomfortable, and more importantly, Chinese retailers have been reported to boycott business deals with Groupon.

Groupon reportedly offered to pay local job candidates as much as 30,000 USD, more than quadruple what its Chinese competitors are paying. Although huge pay-checks may lure China's brightest to the company, having a strong sales force requires those who are in-the-know regarding that up-and-coming restaurant in Shēnzhèn or the cool new lounge in Wuhàn, writes Fortune Magazine. Many of the company's senior managers are expatriates or ethnic Chinese who were born in other countries, and thus are short of ground-level information that is part of Groupon's success formula in the West.

B) Conflict of interest between foreign and local managers: On Wednesday 16 February, Chinese media 21cbh.com reported that gaopeng.com came online but was taken down in less than 24 hours. Tencent took down the server because it did not agree with Groupon's decision to put the site up so quickly. There seems to be conflict of interest between foreign Groupon China managers and the ones appointed by Tencent.

"Groupon wants to get their Chinese operations up and running to justify a higher IPO valuation, but Tencent knows that in order to win in China, being too fast may not be the best strategy. Throw in some culturally ignorant non-Chinese managers and you have a recipe for disaster," said Marc van der Chijs, who runs an IT venture capital firm in Shanghai.

C) Fierce local competition, already saturated market: from 100 to 200 Groupon-clones are reported to exist in the Chinese market, more are created and some are closed every day. Some of them already raised large venture capital seed funding, several of them as high as 5 million USD. RenRen, the leading Chinese social network, launched its own group purchase site called Nuomi, and it only took a few hours for 152,095 users to buy an offer for 2 movie tickets, 2 cokes, 1 box of popcorn and 1 Häagen-Dazs ice cream, according

to Gang Lu, IT consultant and founder of Openweb.Asia. Taobao, online auction and retailer like eBay.com, has launched its group coupon service on ju.taobao.com

A number of competitors have vowed to make Groupon's Chinese expansion as difficult as possible. Chinese media reported in mid-January that the heads of several local sites such as Lashou.com, Manzuo.com and Ftuan.com held an emergency meeting and formed a defensive alliance, declaring Groupon as their biggest rival due to its huge cash reserves and Tencent partnership. One of the harshest stipulations they agreed upon was to never hire a former Groupon employee, in an attempt to negate the high salaries Groupon is offering new hires, according to Fortune Magazine.

Complete disaster, or enough to justify a higher IPO valuation?

GaoPeng.com officially began offering deals on 16 March. By partnering with Tencent, which owns the country's most popular instant messaging service QQ, Groupon allows 647.6 million QQ users to easily buy discounted deal at GaoPeng.com with their QQ accounts.

Tencent holds the key in this business venture to allow fast market penetration. Hiring a group of foreign consultants and investment bankers with MBAs does not work in China as well as it did in the US. Groupon needs to entirely revise its current China market expansion plan.

Groupon reportedly offered to pay local job candidates as much as 30,000 USD, more than quadruple what its Chinese competitors are paying.

"You need to hire top local entrepreneurs and offer them the chance to help set up a new big business, with good salaries and even better option packages. They should also make the Groupon China operations independent from the rest of Groupon's operations: if the China management needs to report to headquarters and has to follow global guidelines, the company is doomed. This will take a couple of months to set up, but in the long term chances of success will be a lot higher," said Marc van der Chijs.

Groupon might just be able to pull it off with cash it has raised and will raise in an upcoming IPO. On 19 March, Bloomberg reported that Groupon Inc. has held talks with banks about an initial public offering that would value the online-coupon company at as much as 25 billion USD, according to two people with knowledge of the discussions. Also according to Bloomberg, Goldman Sachs and Morgan Stanley have discussed handling an IPO for Groupon. Those meetings focused on a 15-billion-USD valuation for a future IPO, a person familiar with the talks said in January.

Chinese consumers are accustomed to group purchase schemes, especially in the home improvement/home decoration market; thousands of people connected online to buy the same products together in street shops in order to get a bulk discount, says Gang Lu.

Consumer education costs for Groupon are zero as it is an old business model in China. But Groupon must make the deal-of-the-day experience easier for Chinese consumers than its local competitors. Groupon's challenge in China is not far from other non-Chinese IT companies like eBay, Google and Yahoo, who failed in China spectacularly. Groupon first needs to overcome a few obvious obstacles before it can enjoy the fruits of being a major social commerce player in China. B

WELLINGTON COLLEGE
INTERNATIONAL
TIANJIN

Mr.David Cook, Founding Headmaster

Wellington College Teachers for August 2011

We at Wellington believe they are simply the best: the College teaching staff, the men and women who will together open the best school in the city in August 2011. They are all fully-qualified teachers, native language speakers, coming with experience of top British and International schools, and all are totally committed to the ethos and values of the College. Some are coming from Wellington College in the UK and the reputation of the name Wellington has been crucial in attracting such a high level of teaching calibre.

Wellington is a not-for-profit school and the bulk of the school's annual expenditure will go towards employing those teachers, with contracts designed to keep them at the College for a long time. Tuition fees are higher than any other international school in Tianjin, with most of those fees going towards ensuring the continuity in quality teaching staff. This is integral to the College achieving its aims.

Moreover, Wellington in Tianjin will be an ideal place to teach with small class sizes, wonderful facilities and resources, motivated students, supportive parents and considerable professional development opportunities.

So in more detail, what can our students and teachers expect from August?

- All of the Wellington teachers are native English speakers, the majority being British, with the exception of the Chinese and Korean language teachers.
- They are all fully qualified and highly experienced, both in international schools and British schools.
- Perhaps most important, they all know what working for Wellington means in terms of commitment, motivation and passion.
- They attended the following universities:

Oxford, Cambridge, London, Bristol, Edinburgh, Warwick, Birmingham, Exeter, Manchester, York, Newcastle, Sheffield, Sussex, Bath, Liverpool, Leeds, Lancaster and Trinity College, Dublin.

- They have taught at the following schools:

Seventeen leading international and IB World Schools, including the United World College, South East Asia, Dubai College, Harrow (Beijing and Shanghai), Dulwich (Shanghai, Beijing and Thailand), Repton School in Dubai, and Tanglin Trust School in Singapore.

Many leading schools in England, beginning with Wellington, but also Westminster, Dulwich, Charterhouse, Christ's Hospital, Durham School, University College School, London, and the Leys School, Cambridge, all of them easily in the 'Sunday Times' Top 100 Independent Schools in the UK.

These are the men and women who will make Wellington College the leading international school in China, the stated aim of the College, bring to life the Wellington curriculum and extra-curricular activity programme and motivate and inspire your children. They are simply the best!

Wellington College International Tianjin will be holding Open Day on Saturday, 14th May later this year. Places at the Open Days will be limited so if you are interested in attending an early booking is encouraged. For bookings and general enquires please contact the College by calling +86 22 8758 7199 or +86 187 2248 7836. You may also register for the Open Days by emailing the College at registrar@wellingtoncollegeintl.cn.

School's in session at GEMS World Academy Tianjin

Dialogue with Srinivasan Krishnan, Chief Executive Officer, and
Ian Rysdale, Chief Academic Officer, GEMS Education – Pacific Rim, East Asia & China region

GEMS Education has a global network of world-class international schools. With 50 years of experience in education, GEMS provides high quality holistic education to over 100,000 students from 150 countries. It employs over 9,000 education professionals, specialists and staff from around the world.

The GEMS approach to learning focuses not only on academic excellence, but also on helping students develop their character and creativity so that they achieve their full potential as human beings.

The GEMS Education school model is unique because it offers a broad range of curricula across a range of tuition fees, making private education more accessible to the broader community.

GEMS Education has offices in the United Arab Emirates, the United Kingdom, the United States of America, India and Singapore. GEMS Education just opened an office in TEDA in 2011, its first office in China.

Srinivasan Krishnan, Chief Executive Officer

What facilities and equipment does GEMS offer?

SK: GEMS World Academy Tianjin Eco-City (GWA TEC) will be the most modern, prestigious international school in Tianjin and the region. It will offer state-of-the-art learning environments that break traditional boundaries. It has the following educational facilities: a planetarium, media centre, 300-seat auditorium and theatre, 200-metre athletic track, multi-purpose gymnasium, swimming pool, tennis, basketball and volleyball courts, Astroturf playing field, health and fitness centre, library, ICT labs, portable laptop stations, foreign language suites, dance, drama and art studios.

The CEO of the Sino-Singapore Tianjin Eco-City said that GWA TEC, "will include many eco-friendly features, which will provide students with an exciting and interactive learning experience – one that is very different from that provided by other conventional international schools." Can you explain these unique, interactive, eco-friendly features?

SK: In line with the Tianjin Eco-City's target to achieve 100% green buildings, GWA TEC campus is projected to be one of the most sustainable schools in the world. It is very different from that provided by other conventional international schools. It will achieve at least "silver status" based on Eco-City's unique Green Building Evaluation Standard. It will include solar and geothermal heated swimming pool and hot water, a green house that ensures a green indoor environment even in winter, 2 tennis courts on the roof top and an Energy Wall with interactive monitor that not only displays but manages and analyses building energy performance of the school.

GWA TEC's curriculum will also feature a fully integrated education on sustainable development, with students learning first-hand through the eco-features of their own school premises. The school will provide students with an exciting and interactive learning experience and therefore their young minds can fully learn, aspire towards and become environmentally responsible global citizens.

Can you explain the curriculum at GWA TEC?

IR: GEMS Education brings great experience in setting up excellent schools and educational programmes. We are familiar with many local and international educational programmes. We consider which education programme is the best and the most suitable one to be provided, according to the characteristics of prospective students.

GWA TEC intends to deliver a high quality, challenging and stimulating international education for all of our students and makes a commitment to supporting them towards achieving their full potential.

In addition, GWA TEC's extended day schedule and breadth of extra-curricular activities will address a broad range of students' academic, creative, social, physical and emotional needs.

In September 2011, GWA TEC intends to implement the International

Baccalaureate (IB) curriculum at the Primary (PYP) and Middle Year (MYP) levels, encompassing Pre-K to Grade 8, (ages 4-14) in preparation for eventual IB authorisation.

What is the IB programme?

IR: The IB programmes emphasise an international outlook in a rapidly globalising world and the IB Diploma itself, for grade 11 and 12 students, is recognised by the very best universities worldwide. All IB programmes aim to develop inquiring, knowledgeable and caring young people who help to create a better and more peaceful world through intercultural understanding and respect. These programmes encourage students across the world to become active, compassionate and lifelong learners who understand that other people, with their differences, can also be right.

The PYP, or Primary Years Programme, is an international curriculum designed for ages 4-11, and the MYP, or Middle Years Programme, is designed specifically to meet the needs of children aged 12-16. As the school grows year by year, the IB Diploma will be implemented for grades 11 and 12 and GWA TEC has plans to embark on the IB authorisation process for all 3 programmes. All of these programmes provide strong academic rigour within a stimulating, inquiry-based learning framework and emphasise the importance of the host country's language, culture and traditions, as well as those of the "home" country of the students themselves.

Would you tell us about your faculty?

IR: GWA TEC has hired a fully certified, internationally experienced staff, many of whom have extensive IB experience. This team of outstanding professional educators will be ably led by newly appointed Principal Mr Neil Hugo, who is currently

Ian Rysdale, Chief Academic Officer

the Elementary Principal of the British International School in Jeddah. Neil was also a former Deputy Director of the Western Academy of Beijing and has previously been the Headmaster of the Bishop McKenzie School in Malawi and Elementary Principal of the International School of Suzhou. We are excited to be able to draw on his international perspective and Chinese experience.

All GWA TEC teachers are fully certified and experienced international educators, originating primarily from the UK, Canada, the US, New Zealand, Australia and China. Teaching methodology will focus on a hands-on inquiry based learning approach using state-of-the-art technology within a fully wireless environment, supported by outstanding and innovative educational facilities.

How does the academic performance of GEMS students compare with those from other schools?

IR: Examination results from GEMS Schools are consistently 20% higher on average than the results you'd expect in the country of the curriculum studied. Over the past decade, GEMS students have won over 300 international awards. GEMS graduates have consistently populated top universities all over the world. For the past 3 years, they have gone to 355 universities across 28 countries.

We understand that GEMS is also strongly involved with charity activities. Could you explain these in detail?
SK: The Varkey GEMS Foundation was launched in December 2010 by former US President Bill Clinton at one of GEMS' schools. It is a not-for-profit, education focused foundation which will impact the lives of 10 million underprivileged children globally.

Our aim is that for every child a GEMS school educates each year, a further 100 children elsewhere in the world are provided with access to education and are able to gain access to 'better' education.
Up to 70 million school-age children worldwide do not have access to education. As the world's largest K-12 provider of international education, GEMS believes it has an obligation to do something about this.

At the launch of the Foundation, President Clinton said, "There will rarely be people who launch something with so much potential to lift the hopes and spirits and dreams of children as this Foundation has done tonight. The benefits from an educated child will affect not only the child itself, but his or her family and the wider community. The Varkey GEMS Foundation's commitment will bring that opportunity to millions more children around the world. I urge all the rest of you to support them, to accelerate and spread this work. The world is depending on it."

The Varkey GEMS Foundation focuses on four key areas: scholarships for underprivileged children, teacher training, professional development and mentoring for school leaders, and providing policy input through its strategic partnerships. GEMS Education already works in partnership with the Clinton Global Initiative, the Tony Blair Faith Foundation, Dubai Cares and Pratham.

GWA TEC students will learn to be active leaders and will contribute to making the world a better place.

How is your school different from other existing schools?
IR: As you can imagine, the school facilities will be superior. Students will have opportunities to be in touch with advanced technologies and use them for a variety of worthwhile and diverse activities. Facilities, such as the planetarium, will be strongly connected to student learning, as indeed will be the Eco City environment and China itself.

In addition to the principal, all teachers are professionally qualified and internationally experienced. They do, of course, all have teaching certificates from a variety of internationally recognised universities and colleges. Given GEMS' outstanding reputation, many teachers from all over the world are interested in joining us and we are highly selective in choosing the best of the best.

At the same time, students can be introduced into GEMS' entire global network of schools. Through the GEMS website, they can be connected to students in GEMS schools based in other countries. They can share studies together and can build up global networks. We plan to have more exchange programmes among GEMS schools.

We think that GWA TEC is an ideal place for an outstanding education. Its geographical location, facilities and education programmes will help GWA TEC to focus on being a place exemplifying 'education for the future'. Students will learn what the earth and its population need and what we need to know for the future in order to conserve what we already have and develop a more sustainable future. GWA TEC students will learn to be active leaders and will contribute to making the world a better place. We believe that education should be a holistic, broad and balanced experience for all students, emphasising a harmony and connectivity with the world in which we live.

GEMS has been establishing schools all over the world for over 50 years and has been satisfying parents and students from many different cultures and educational backgrounds in all of its schools. We firmly believe that our experience in providing education in a variety of global locations will contribute significantly towards satisfying both parents and students in Tianjin and TEDA, and even eventually throughout China.

Ships Ahoy

China's emergence as the world's top shipbuilder is good for Tianjin and for the multinational firms preparing the vessels for voyage

By Mark Gao

Given that it's one of China's busiest seaports, it's not unreasonable to expect some of the cargo vessels hauling goods out of Tianjin to be built locally. And indeed many are. Tianjin's surrounding Bohai rim is one of China's three top shipmaking belts, along with Jiangsu and Guangdong.

State-run COSCO and Xinhe are the two largest of a bunch of Tianjin shipyards making ships for local and international clients. In the city's Tangu district, Xinhe is part of the China Shipbuilding Industry Corporation (CSIC), currently one of the world's largest builders of ships (counted in overall tonnage rolled onto the sea).

Seafaring research group Clarkson Research 2010 saw China maintain its position as the primary investing nation in new ships, with Chinese owners spending 11.0 billion USD on new vessels. This represents a year-on-year increase of 106% according to Clarkson data, which indicates that China now has 37.7% of the world 'new build' (industry speak for new ships built from scratch) order book by Compensated Gross Tonnage (CGT – industry shorthand for the work put into building a ship).

That gives Chinese shipyards the largest share in the world, surpassing former market leader South Korea, which now accounts for 32.1%. This success isn't accidental, but rather the result of a strategic government push. The country's domestic fleet, not including Hong Kong, now accounts for more than 110 million deadweight tonnes and is the world's third largest, behind those of Greece and Japan.

Dr Wang Jian, technical director at Jotun COSCO Marine Coatings (Qingdao) Co. Ltd, a Sino-Norwegian joint venture, shares stunning data with BT: China's share of the global shipbuilding market rose from 17.3% in 2006 to 41.5% in 2010, dramatic by the standards of any industry.

In that same period Korea's market share slipped from 33.5% to 31.6% while Japan's share of the worldwide purchases of ships went from 38.4% to 21.3%. In 2010, notes Wang, China became the world's number one shipbuilder in volume terms. The economic crisis will eventually slow growth, given a decline in cargo traffic. "Shipbuilding output is not slowing down, but came to a peak at 2010 and will continue to grow in 2011, and then might flat down afterwards," explains Wang.

While foreigners are largely kept out of the local shipbuilding business, they've done well in helping fit out the ships. Among them is world-leading paint and coatings maker PPG, which makes coatings

that make Chinese ships seaworthy. Since the global shipbuilding industry keeps moving towards the Asia Pacific, "this region has already become the largest marine coating market worldwide due to robust demand growth," explains Riona Jin at the Chinese offices of international research group Frost & Sullivan.

Statistics show that the marine coatings market in Asia was estimated at around 23-25 billion CNY in 2010, over 60% of the total global spend on marine coatings. The China market was around 10 billion CNY in 2010 and is likely to have double-digit growth in the coming years.

As in most sectors of the Chinese paint market, the marine coatings sector is dominated by multinational firms and a highly fragmented local scene. As in many industries multinationals have been forced to partner with local firms.

China's marine coatings market is still controlled by multinationals including joint venture companies. Leading suppliers include PPG, Akzo Nobel, Jotun and Hempel Marine Paints. Most of them have established manufacturing bases in China catering to the increasingly growing China market. A recent arrival to the market is the 7.5 million USD Nippon Paint Marine Coatings (Zhangjiagang) Co., Ltd which went into operation in June 2009 with an annual capacity of 15,000 tons of high-performance marine coatings.

China has more than 2,000 registered shipyards across its coastal region, with around 250 in the export business, according to Lloyd's Register. But the smaller, largely privately owned yards seem set to fade, clearing the field for a handful of giants like CSIC, state-owned China State Shipbuilding Corp. (CSSC), Guangzhou Shipyard International and Rongsheng Heavy Industries Group Holdings.

Chinese customers' needs are comparable to the rest of world but local buyers are especially sensitive on cost. "Price is key for sure," notes Jotun's Wang. Multinational firms retain a quality advantage over local peers he says. "Local paint suppliers are more focused on low end product, and purely local ships," whereas multinational companies tend to supply shipmakers catering to foreign clients.

While multinationals fight it out in the medium- to high-tier market in China, local competitors are satisfied supplying military and navy shipmakers. Frost & Sullivan's Jin explains that multinationals' advanced technical know-how is particularly important in marine coatings where there's a "high requirement" for anti-corrosion and anti-fouling performance. "However, with the promotion

of R&D capabilities, local firms are emerging and begin to compete in the medium- to high- level with more cost-effective solutions."

Data from the China National Coating Industrial Association (CNCIA) suggests leading locals in the marine coatings space are Shanghai Kailin, Qingdao Haijian and Xiamen-based Shuangrui group. Thousands more make low-cost paints for smaller vessels such as fishing trawlers, suggests Wang at Jotun.

Locals' chances appear to be limited by China's increasing emphasis on energy efficiency and environmental sustainability – the State Environmental Protection Agency's push against VOCs (limited to 400g/l) and standards on anti-fouling brought in by the AQSIQ would seem to favour multinationals, given their higher standards. A phase-out of DDT and discussion on cuprous oxide are key issues according to Wang Jian.

China and Korea are two of Akzo Nobel's biggest Asian markets, with both countries' shipbuilding industries individually ranked number one and number two worldwide by current orderbook. AkzoNobel's Marine and Protective Coatings business unit in China recently opened a very large facility in Suzhou.

China's share of the global shipbuilding market rose from 17.3% in 2006 to 41.5% in 2010, dramatic by the standards of any industry.

"China is one of our fastest growing markets," says Oskar Bosson, a spokesperson for Akzo Nobel's performance coatings business. Sales, he says, are "driven by record activity levels in newbuilding...In 2009 the market delivered 36 million DWT. In 2010 that figure was 62 million DWT. As a major supplier in the newbuilding sector, sales of our marine coatings have also grown. This has contributed to the revenues for AkzoNobel in total being 25% higher in China in 2010 than in the previous year."

"Product quality and performance are the most important factors to our customers" says Bosson. He adds that the global Performance Standard for Protective Coatings (PSPC) means Chinese shipbuilders are subject to the same requirements as competitors worldwide. "Quality, performance, productivity, health, safety and the environment are therefore all key driving factors."

International brands retain the advantage. "Our customers know that the 'International' brand represents trust, quality and value for money," says Bosson. "We constantly innovate, developing new products and technology to add real value to our customers business." Bosson sees staff training as vital: Akzo staff is qualified to NACE Coating Inspector Level II, FROSIO Inspector Level III or equivalent.

Whilst China has become the world's number one shipbuilding nation, how the coatings market develops is dependent on continued market demand for new vessels. "This is important as China will be a key contributor to AkzoNobel's 2015 revenue target of 20 billion euro." As for future expansion "we are always considering our options for further development."

Q&A with PPG (Shanghai) spokesperson David Wang

David Wang
General Manager, Protective and Marine Coatings
PPG Greater China

What kind of growth have you seen in marine coatings sales in China?
In January 2008, PPG Industries completed its largest acquisition ever by buying the SigmaKalon Group. Through this acquisition, PPG gained strong architectural paint, protective and marine coatings, and industrial coatings businesses. It thus expanded its footprint in Western and Eastern Europe, Asia and Africa. The acquisition made PPG the second-largest global coatings company. Asia/Pacific represents the fastest-growing region within the global operations of the company and PMC [protective and marine coatings] is the biggest business in the Asia Pacific region in both sales and earnings. Sales in the region in 2010 were aided by double-digit percentage growth over 2009 in the PMC business.

How do you see annual growth in your China sales up to and beyond 2015?
According to China's Development Plan for Marine Engineering and Equipment, during the 12th 5-year Plan China will invest between 250 and 300 billion CNY to bring the marine industry to a new stage. During the next 10 years, China's onshore oil and gas will grow at 20% a year, which will boost the marine engineering and equipment industry and, in turn, the PMC market. However, as there are already many ships on order, creating oversupply by building more new ships will reduce the returns for ship operators significantly. So the optimism for the PMC market in China is tinged with concern over the rate of growth of world trade, which is the major driver for shipping.

What are the key differences in the demands of customers in China compared to elsewhere?
Current customer needs in the Chinese market are no different from those of other customers in the rest of the global marine coatings market. This industry is constantly evolving, as customers seek easy-to-use products to help increase productivity and "green" products to help reduce their impact on the environment and health. In addition, products that contribute to improving the energy efficiency of ships are becoming increasingly important. All of this, as well as improved total cost-effectiveness, are typical of marine coatings customers' demands both in China and around the world.

How do you compete with low-cost and ambitious local competitors in the marine coatings area?
The marine market is difficult for low-cost competitors. In general, the PMC market is driven by ease of application, ease of maintenance, and qualities that help to protect health and the environment and that contribute to energy efficiency. Extensive research and development capabilities enable PPG to provide PMC products that offer competitive performance in regard to all of these characteristics, while low-cost suppliers often lack such capabilities to support continuous product improvement.

Also, because the protection from corrosion afforded by the right paint is important to establishing a ship's safety, many marine coatings products must be tested and approved before they can be applied, which can be very time-consuming and expensive. Small local companies do not have the resources to devote to this.

Additionally, global shipbuilders need to be able to get the same product across their operations – for projects in Greece as well as those in China, for example – and therefore need a supplier with worldwide distribution capabilities to ensure this consistency. PPG PMC can support clients across their operational world, while low-cost and local competitors cannot do so.

Where does China rank in your global sales of marine coatings?
PPG's PMC business is active in all countries where there is a requirement for heavy industrial coatings, and marine coatings are an important segment of this business. Many countries in the Asia/Pacific region are important to PPG PMC, such as South Korea, Japan, Singapore, Malaysia, Vietnam and, of course, China. China is the biggest of these markets by its sheer size, as well as the range of marine coatings required for both ship newbuildings and maintenance of existing vessels in the domestic fleet. Additionally, China is now the biggest dry docking location in the world where ships can come to have regular maintenance performed on their hulls to ensure continued protection against fouling and corrosion. ■

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Recent developments on policies promoting Mergers and Reorganisations in China

In recent years, enterprises in many industries in China have been actively consolidating through mergers and acquisitions (M&A) of equity or assets, which have made obvious achievements and streamlined the industry structure. Yet there are still some industries facing problems of overcapacity and poor economic performance, and the Chinese government has lately come to the conclusion that a further concentration in some of these industries (by way of M&A) could solve some of these problems.

China does not, however, have a legal and tax system that facilitates or encourages M&A, and local authorities have imposed some legal or *de facto* restrictions to cross-province mergers. This has been one of the main obstacles for the consolidation process in China. Trying to remove some of the abovementioned obstacles and to speed up the consolidation process, the State Council issued its *Opinion on Promoting the Merger and Reorganization of Enterprises* (the Opinion) on 28 August 28 2010 with immediate effect to the governments of all the provinces, autonomous regions and municipalities directly under the central government, and all the ministries, commissions and departments directly under the State Council.

The Opinion is aimed to further implement the restructuring and revitalisation of key industries, with an emphasis on automotive, steel, cement, machine manufacturing, electrolytic aluminum and rare earth industries. It also stated that megamergers, cross-regional mergers and reorganisations, overseas M&A and investment cooperation of dominant enterprises in those key industries shall be promoted.

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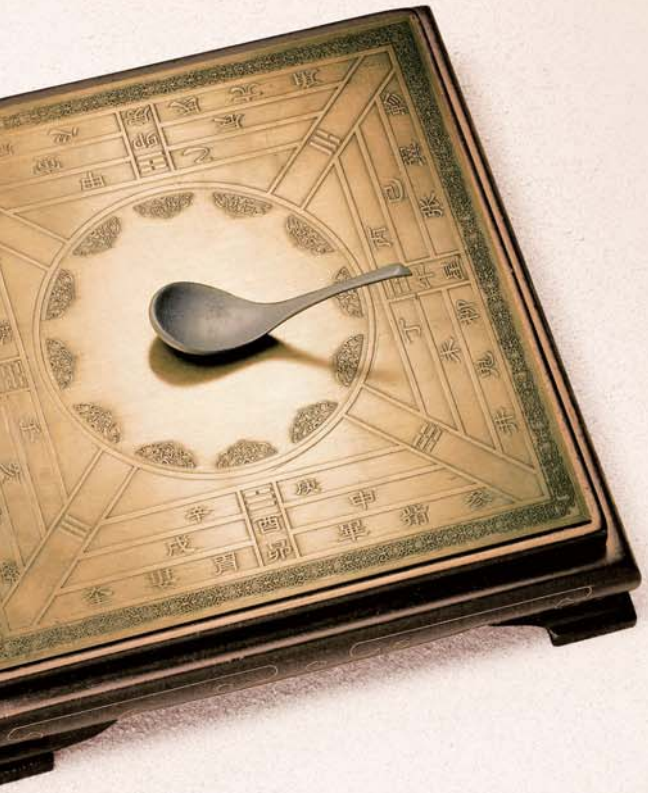

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1.General guidelines for promotion of mergers and reorganisations of enterprises

The Opinion has established the general guidelines for promotion of the mergers and reorganisations of enterprises, which include the following:

1.1 Elimination of the institutional barriers to mergers and reorganisations

The Opinion has required that relevant provisions on the restriction of cross-regional mergers and reorganisations issued by local governments be abolished in order to optimise the industrial layout and further break market segmentation and regional blockages. In relation to the local governments' concerns for loss of tax revenue due to cross-regional mergers and reorganisations, as long as there is no violation of relevant national rules and policies, agreements on cross-regional fiscal and tax-benefit sharing following enterprise mergers and reorganisations can be concluded among the regions based on the asset scale and profitability of the enterprises.

After the issuance of the Several Opinions of the State Council on Encouraging and Guiding the Healthy Development of Private Investment on 7 May 2010, the State Council restated in the Opinion that the restrictions on the market access of private capital shall be relaxed. Monopolised industries shall be reformed and the entry of private capital in the competitive business fields of monopolised industries by means of mergers and reorganisations is from now on encouraged. It is expressly provided that the entries of private capital in the relevant fields of infrastructure, public utilities, financial services and social undertakings are supported.

1.2 Cooperation among ministries to strengthen guidance and policy support

A national security review system in relation to the acquisition of domestic enterprises by foreign investors shall be established.

The State Council has delegated the tasks for guidance and policy support for enterprise mergers and reorganisations to a coordination group of twelve ministries and commissions directly under the State Council, including the Ministry of Industry and Information Technology, National Development and Reform Commission, Ministry of Finance, Ministry of Human Resources and Social Security, Ministry of Land and Resources, and Ministry of Commerce.

These authorities are required to cooperate to coordinate enterprise mergers and reorganisations, study and solve major problems in promoting mergers and reorganisations, specify the relevant policies and supporting measures, etc.

1.3 Improvement of management and services for mergers and reorganisations

The Opinion has indicated the significance of improving the management and services for mergers and reorganisations. It has emphasised that the channels for communication of mergers and reorganisations information shall be widened, and consulting services in terms of market information, strategic consulting, legal advise, asset assessment, transaction of property rights, financing intermediation, independent auditing, corporate management, etc. shall be enhanced.

In addition, risk monitoring shall also be strengthened. Enterprises will be required to strictly comply with relevant laws, regulations and policies, standardise their operational procedures, enhance information disclosure and prevent the moral hazards, and they will be prevented from casting off burdens and evading taxes or debts in the name of merger or reorganisation. The relevant authorities shall conduct in-depth studies of various conflicts and problems that may arise from the mergers and reorganisations, strengthen risk appraisal, and properly formulate the corresponding plans and measures. Insider trading and market manipulation shall be effectively cracked down upon, and hostile takeover shall be avoided.

The Opinion has also emphasised that fair competition and national security shall be maintained in mergers and reorganisations. Rules on administration of M&A by foreign investors shall be improved, and a national security review system in relation to the acquisition of domestic enterprises by foreign investors shall be established. In this respect, the General Office of the State Council has issued the Notice on the Establishment of National Security Review System for Acquisition of Domestic Enterprises by Foreign Investor on 3 February 2011, which specifies the scope of such national security review, including the M&A of domestic military enterprises, entities related to national defense and security, and key domestic enterprises in areas such as energy and resources, agriculture, infrastructure and transport.

2. Measures for promotion of mergers and reorganisations

Based on the aforementioned principles, the Opinion has proposed several measures to facilitate the mergers and reorganisations of enterprises, which include the following aspects:

2.1 Implementing preferential tax policies

Before the issuance of the Opinion, preferential tax treatments for mergers and reorganisations had been provided in the Notice of Certain Issues Regarding the Enterprise Income Tax Treatment of Enterprise Reorganisation (Caishui [2009] No.59) and the Notice on Several Policies for Deed Tax concerning Enterprise Reorganisation and Restructuring (Caishui [2008] No.175). The Opinion restated that the preferential tax treatments shall be granted for asset appraisal

increments, gains from debt restructuring, and assignment of land and housing ownership, according to the existing tax regulations.

2.2 Increasing the input of financial funds

A special fund under the centrally-owned capital operating budget has been proposed for supporting the mergers and reorganisations of central enterprises through interest subsidies for technological upgrading and subsidies for settlement of employees. Local governments are also encouraged to stimulate commercial banks to increase their credit support for mergers and reorganisations through financial discounts, credit incentives and subsidies.

2.3 Strengthening financial support

Although the China Banking Regulatory Commission has allowed commercial banks to grant loans for M&A since December 2008, the scale of such loans is small in practice. The Opinion requires commercial banks to actively and properly grant loans for mergers and reorganisations by increasing the scale of loans and reasonably determining the loan tenure. Commercial banks are also encouraged to exercise a comprehensive credit line for the companies resulting from mergers and reorganisations.

Securities companies, asset management companies, equity investment funds and industry investment funds are encouraged to participate in enterprise mergers and reorganisations, and to provide enterprises with financial support such as direct investment, entrusted loans and bridge loans.

2.4 Supporting enterprises in technological innovation

The Opinion has encouraged enterprises to establish technological centers to raise their level of research and independent innovation. The State will greatly support companies resulting from mergers and reorganisations to make technological transformation and to adjust their product structure, and the State will give priority to arranging the funds for technological transformation of such enterprises and to approve technological transformation projects which satisfy China's industry policies.

2.5 Giving full play to capital markets in promoting mergers and reorganisations

The Opinion supports qualified enterprises financing their mergers and reorganisations through issuance of shares, bonds, convertible bonds, etc., and encourages listed companies to take equity, cash and other financial innovative means as consideration for mergers and reorganisations.

2.6 Improving relevant land administration policies

All land in urban areas in China is state-owned. In order to obtain the right to use state-owned land, domestic entities must apply with the State for either allocation or granting of a land use right.

Compared with the granting of a land use right – under which a granting fee shall be paid to the government as consideration – the allocation of a land use right is free of charge, but the circumstances under which such allocation can take place are very limited and the use of such an allocated land is also restricted (ex., urban infrastructure or public welfare, energy, transportation). An allocated land use right cannot be transferred or leased to third parties unless it is first converted into a granted land use right – for which a granting fee must be paid.

The Opinion has provided that, if the allocated land involved in a merger and reorganisation deal satisfies the conditions for allocation, the land may be continuously used by way of allocation upon the approval of the government above the county level in the place where the land is located. If the conditions for allocation are not satisfied, the land shall be converted into a granted land and used by paying the corresponding granting fee to the government.

2.7 Properly handling the claims and debts and the resettlement of employees

Asset management companies, venture investment companies, equity investment funds and industry investment funds are supported to participate in the disposal of the debts of enterprises being merged.

Regarding the issue of resettlement of employees in mergers and reorganisations, the Opinion has required the involved enterprises to actively and properly settle the issues related to employment, continuous social insurance, wage arrears, etc. Reemployment of laid-off workers shall be promoted, and the relevant required fund can be disbursed from the special funds for employment, which is allocated by the government according to the PRC Employment Promotion Law effective as of 1 January 2008.

Issuance of the Opinion has shown the Chinese government's determination to facilitate the mergers and reorganisations of enterprises. Since it mainly provides general guidelines and is absent of a specific time schedule, its implementation will rely on forthcoming detailed rules. Foreign investors and enterprises in China should keep a close watch on the developments of these policies, and adapt their merger and reorganisation strategies accordingly. ■

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

Jackie Zhang
Gaopeng & Partners
PRC Lawyers

How do you register a foreign-funded Travel Agency in China?

China's WTO commitment was to allow foreign businesses to establish their wholly-owned travel agencies in China no later than 31 December 2005. So in recent years, foreign investment has increasingly eyed the Chinese tourism market.

According to the Regulation on Travel Agencies (the Regulation), which came into force on 1 May 2009, foreign investors are allowed to set up foreign-invested travel agencies in China. The permitted legal structures are Chinese-foreign equity joint venture, Chinese-foreign contractual joint venture, or wholly-foreign-funded enterprise.

Pursuant to the Regulation, an applicant wishing to establish a travel agency or tourism business must have: (1) a fixed business place; (2) necessary business facilities; and (3) a registered capital not less than 300,000 CNY. Unlike domestic applicants, a foreign investor must file an application with the National Tourism Administration of the PRC (NTA), and submit the relevant certification documents meeting the above three conditions. The NTA shall complete an examination within 30 workdays from acceptance of the application. If the establishment is approved, the NTA shall issue an examination opinion for a business permit. Upon the grant of a business permit, the investors shall apply to the commerce department of the State Council (CDSC), presenting the articles of association and the contract concluded by both parties concerned for approval. The CDSC shall issue a foreign-invested enterprise license and tell the applicant to obtain a business permit for travel agencies at the NTA. The applicant shall then register the establishment at the Administration of Industry and Commerce with the business permit and the foreign-invested enterprise license.

It can be understood that in servicing outbound tourism, foreign-funded travel agencies are presently still subject to regulation and restriction in China. One positive development was that the Chinese government designated tourism as a strategic industry in 2009. Later, the Interim on monitoring pilot joint ventures to operate outbound travel business (29 August 2010) declared that China-foreign equity joint ventures that obtain pilot qualifications from the NTA can run operate a business of outbound traveling. B

Philippe Healey,
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Helpdesk

Keeping a Trade Secret

Part II

Nearly all businesses in all industries and sectors possess trade secrets. Trade secrets are a valuable and highly useful form of intellectual property right.

Unlike some other forms of IP rights such as patents and copyrights that have a finite term, trade secrets can theoretically enjoy an infinite term of protection so long as the trade secret remains just that – a secret. The main difference between protecting something by patent or as a trade secret is that while technical information is publicly disclosed in patents, it is kept away from the public eye in trade secrets. A trade secret can last forever as long as the confidentiality measures that protect it continue to work. An invention patent typically expires after 20 years.

Legal protection of trade secrets, on the other hand, is easily lost. Once the information becomes public information, it no longer enjoys any legal protection. As a result, prevention is the golden rule when it comes to protecting your trade secrets, because once your secret is out, there is usually very little that you can do about it. China, like most other countries, provides a legal framework for the protection of trade secrets, a nd the law provides for remedies in the event that your trade secrets are unlawfully disclosed.

Don't forget your employees

Most theft of trade secrets cases involve current or former employees, disgruntled or otherwise. A typical theft of trade secrets case generally involves an employee leaving the company for a competitor and the company discovering shortly after that its competitor is selling a product that looks suspiciously familiar.

The best way to avoid such a situation is to have an employment agreement with non-disclosure provisions. In addition, you should periodically remind your employees about their confidentiality obligations. For employees who are leaving the company, be sure to hold exit interviews, have them return documents, materials, computers and files. For new employees, you should ask them whether they have a non-disclosure agreement with their former employer, and take appropriate steps to make sure you do not misappropriate their former employer's trade secrets. For an important or senior-level employee who is intimately knowledgeable about your business, you may want to consider also having a non-compete agreement of a reasonable duration that complies with China's Labour Contract Law.

Trade secrets may also be inadvertently disclosed by employees. For example, an over-zealous engineer may give away too much technical information during a conference presentation. Also, in particular for China, your employees may not have the same understanding of IP rights and proprietary information or expectations about protecting such information as you. For example, your employees may not immediately understand that a project proposal or marketing proposal may contain valuable, sensitive information.

Dealing with third parties

Another common way trade secrets are disclosed is during business dealings or negotiations with potential partners, suppliers, contractors, licensees, customers, etc. Generally, you should insist that both parties sign a mutual non-disclosure agreement before any discussions begin or documents are transferred. After the negotiations have reached a certain stage, both parties should enter into a Memorandum of Understanding (MOU) outlining the structure of the deal, what information will be shared, and the respective non-disclosure obligations of both parties. Finally, once an agreement has been reached, the final agreement should identify who owns what information, what information was exchanged, and the respective non-disclosure

obligations of both parties. Explaining that it is your policy to have a non-disclosure agreement in place before negotiations begin is a good way to demonstrate your professionalism and respect for your counterpart's intellectual property rights. Having the agreement already drafted also helps to minimise the issue so that you can move forward with your negotiations.

Many foreign small and medium-sized enterprises (SMEs) operating in China find it difficult to insist on a pre-negotiation non-disclosure agreement when dealing with Chinese parties who often claim that such requests are "hostile" or "unnecessary". The prospect of losing a potential business opportunity often leads many SMEs to move forward with negotiations without an agreement; however, this may prove costly when the other party starts using the information to compete against you. Therefore it is important to know before you enter negotiations when to walk away. The party that refuses a reasonable request for a mutual non-disclosure agreement is also the party that is most likely to misappropriate your trade secrets. Finally, being business savvy is also important. For example, if the Chinese party requests to see your designs, you can request that they view them at your business premises or send only rough sketches.

Even after an agreement is signed, it is important to make sure you continue to monitor your partners, suppliers or licensees. You may wish to negotiate the right to make unannounced visits and to conduct periodic audits in your agreement.

What to do when your secret is out

The key to protecting your trade secrets is prevention, but if you find that your trade secrets may have been stolen, the first step is to conduct an internal investigation and to preserve as much evidence as possible, including documents and emails. It may be necessary to engage the services of an external investigator to gather all the information; then you and your lawyer can decide the best course of action.

Litigation is the primary means to pursue a remedy for the misappropriation of trade secrets in China. If you are successful, the court can require the infringer to pay you damages and order them to stop using the trade secret. In or-

Explaining that it is your policy to have a non-disclosure agreement in place before negotiations begin is a good way to demonstrate your professionalism and respect for your counterpart's intellectual property rights.

der to be successful in a theft of trade secrets case, you need to prove with sufficient evidence that:

(a) you have and own the trade secret in question, including that it is tangible, has commercial value, and you have taken measures to protect it;

(b) that the defendant possesses information that is identical or substantially identical to your trade secret; and

(c) that the defendant used improper means to obtain it.

The court will place a heavy burden on you to prove these three elements with direct evidence, which in a Chinese litigation is almost exclusively in the form of documents – a court will usually not permit witnesses to testify. Although you can request the court to go to the defendant's business premises to preserve evidence, there is no guarantee that the court will find the evidence you need. Because of these reasons, it is very important to have a sufficient record and proper documentation already in your possession.

In addition to litigation through the court system, China – unlike many other countries – provides for administrative enforcement in trade secret cases. Through the local Administration for Industry and Commerce (AIC) it is possible to stop the sale of products manufactured using your trade secret and to obtain administrative penalties against the infringer ranging from 10,000 to 100,000 CNY. In practice, however, it can be difficult to get the AIC to accept your case, particularly if complex technology is involved.

Theft of trade secrets is also a crime in China when the loss to the injured party is more than 500,000 CNY. If the Public Security Bureau conducts a criminal investigation, infringers may be fined and/or imprisoned for up to three years, or in very serious cases, such as those involving a loss of more than 2.5 million CNY, for up to seven years.

Conclusion

As with most IP, the best way to protect trade secrets is with a prevention strategy that ensures your employees have a clear understanding of what constitutes a trade secret and know their role in protecting it. Your business should also take extra steps to build in clear contractual clauses to prevent leakage via employees and business partners. For further questions about trade secrets, please email enquiries@china-iprhelpdesk.eu. Your enquiry will be treated with the strictest confidence and will be answered within seven working days by one of our China IP experts. ⊡

CHINA IPR SME HELPDESK

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Simon Bai
Winners Law Firm

DOMAIN NAME DISPUTE RESOLUTION IN CHINA

Internet domain name disputes and cybersquatting have been steadily on the rise. In response, the Internet Corporation for Assigned Names and Numbers (ICANN), which is responsible for the management of the Internet domain name system, adopted *The Uniform Dispute Resolution Policy* (UDRP) in 1999 to address thousands of domain name conflicts. Complaints under the UDRP may be submitted to any ICANN-approved dispute-resolution service provider. Each provider follows the Rules for UDRP as well as its own supplemental rules.

The China Internet Network Information Center (CNNIC) is the body responsible for China's domain name registry and administration of the ".cn" country code top-level domain (ccTLD) and Chinese-character domain name.

In accordance with the principles of UDRP, CNNIC issued the CNNIC Domain Name Dispute Resolution Policy (CNDRP) in September 2002.

As with the UDRP, one of the main objectives of CNDRP is to reduce the cost and increase the efficiency of resolving disputes at an early stage concerning domain name disputes, which by no means exclude the jurisdiction of court.

Scope of CNDRP and dispute resolution bodies

As provided under Article 2, the scope of CNDRP covers all disputes stemming from registration or use of ".cn" domain names and Chinese domain names. It is noteworthy that complaints regarding domain names that have been registered with CNNIC for over two years will not be accepted.

In the case of domain name disputes, complaints may be submitted to either of the two ICANN-accredited domain name dispute resolution institutions:

The China International Economic and Trade Arbitration Commission - Domain Name Dispute Resolution Center (CIETAC DN-

DRC) and the Hong Kong International Arbitration Centre (HKIAC) are the domain name dispute resolution providers for ".cn" ccTLD. Special rules of procedures, i.e. Rules for CNNIC Domain Name Dispute Resolution Policy (Rules for CNDRP), and supplemental rules are made for implementation of CNDRP. Both CIETAC and HKIAC have their own set of supplemental rules, which are almost identical.

In February 2002, CIETAC and HKIAC also jointly launched the Asian Domain Name Dispute Resolution Centre (ADNDRC), which has been designated by ICANN as one of the only four approved domain name dispute resolution services providers to administer and provide neutrals for disputes in relation to generic top level domain names such as ".com", ".net" , ".org" , ".asia", ".biz" etc.

Domain name disputes handled by the ADNDRC are governed by the UDRP and the Rules for *Uniform Domain Name Dispute Resolution Policy* approved by ICANN in 1999.

Dispute resolution proceedings

Once a complaint is lodged with a dispute resolution service provider, a panel is appointed by the dispute resolution service provider to hear and determine the disputes. Under Article 23 of Rules for CNDRP, the panel may be formed by a sole panelist or by three panelists (selected from a list of panel neutrals) with one of them being the presiding panelist. If either of the parties elects for a three-member panel, the dispute resolution service provider should, within the stipulated timeframe, appoint two panelists, one from each of the list of preferred candidates provided by the parties, and should further appoint the third panelist from its list of panelists as the presiding panelist.

In many cyber-squatting cases, more often than not, the respondents do not make any submission or respond at all, which explains why the number of domain name disputes under CNDRP involving a three-member panel is quite low. In the case of a three-member panel, a decision can be made by the majority of the panelists.

It needs to be clarified that domain name dispute resolution service providers are not ultimate dispute resolution bodies. Article 15 of CNDRP clearly confers a right on the parties to initiate an action over the same dispute before the Chinese court. Alternatively, the parties may submit the same dispute to a Chinese arbi-

tration institution. The parties may elect to do so before a complaint is filed, during the dispute resolution proceedings, or even after the panel has rendered its decision. Even if the panel has already rendered a decision on the matter, that decision to cancel or transfer the domain name shall not be implemented if a party commences court proceedings within 10 days of the date of such a decision.

Complaints regarding domain names that have been registered for over two years will not be accepted.

The proceedings start from the receipt of a complaint and the supporting materials by one of the recognised domain name dispute resolution service providers. The proceedings are conducted online and generally no in-person hearing takes place (nor teleconference, videoconference or web conference). Either of the parties may ask for the holding of an in-person hearing at its own expense subject to approval of the panel. The date of commencement of the proceedings is the date on which the complaint is forwarded to the respondent. The respondent shall make submissions to the panel within 20 days from the date of commencement of the proceedings. As regards the timeframe for making a decision, the panel is required to render a decision over the dispute within 14 days from the date of its appointment.

According to Article 6 of CNDRP, unless otherwise agreed by the parties or determined by the panel, the language of the proceedings shall be in Chinese.

As to the burden of proof, Article 7 of CNDRP expressly spells out that the complainant and the respondent are obliged to bear their own burden of proof in their own claims. Article 35 of Rules for CNDRP empowers the panel to draw inference as it deems appropriate upon a party's default, which is an extraordinary provision that enables the panel to draw adverse conclusions against the party at default. Article 31 of the Rules for CNDRP clearly requires that the panel decide a complaint on the basis of the statements and documents submitted and in accordance with CNDRP, as well as any rules and principles of law which it deems applicable; it expressly states that, if a respondent does not submit a response, the panel shall, in absence of exceptional circumstances, decide the dispute based solely upon the complaint.

According to CNDRP, the panel may order the following remedies: the cancellation or transfer of the domain name in dispute or otherwise make changes to domain name registration. The panel does not have the power to grant any other remedies, such as injunction or award of damages.

According to Article 8 of CNDRP, in order to file a complaint, the complainant needs to prove three elements to the satisfaction of the panel:

- the disputed domain name is identical with or confusingly similar to the complainant's name or mark in which the complainant has civil rights or interests;
- the disputed domain name holder has no right or legitimate interest in respect of the domain name or major part of the domain name;
- the disputed domain name holder has registered the domain name or is using it in bad faith.

Article 9 of CNDRP sets forth the circumstances that may serve as evidence for establishing bad faith registration and use of a domain name. These include where the disputed domain name holder has registered or acquired the domain name for the purpose of selling, renting or otherwise transferring the domain name to obtain unjustified benefits; where the disputed domain name holder registered the domain name in order to prevent the owners of the name or mark from reflecting the name or the mark in a corresponding domain name, provided that the domain name holder has been engaged in a pattern of such conduct; where the disputed domain name holder has registered or acquired the domain name for the purpose of damaging the complainant's reputation, disrupting the complainant's normal business or creating confusion with the complainant's name or mark so as to mislead the public; and where other circumstances may prove bad faith. B

WINNERS has been recognized consecutively as "Tianjin Firm of the Year" by two international legal journals: *Asia Legal Business* from 2008-2010, and by *China Law & Practice* from 2009-2010.

金诺律师事务所 Winners Law Firm

Alan Chiang
Head of Research
DTZ North Asia

China Residential Updates

1.Controlling the inflationary spiral is a top priority for Beijing. For the 8th time since 2010, the Central Bank raised the bank reserve ratio by another 0.5 percentage points in February to a historical high of 19.5%. Interest rates have also risen: the 1-year fixed deposit rate to 3% and 5-year and above lending rate to 6.6%. At the same time, banks are very cautious about lending.

2.A double-digit jump in food prices pushed China's CPI to 4.9% (YoY) in February, whereas pressure on prices through imports seemed to worsen. In terms of money supply, M2 growth was pressed down to 17.3% (YoY) in January, and M1-M2 further reduced to negative 3.3%, the lowest since September 2009, which echoed the government's tightening monetary policy.

3.To further combat soaring home prices, Beijing unveiled a reinforced package of austerity measures in late January. Local governments are required – for the first time – to set their own target for the city's average home price, which shall become one of their performance assessments. Failure to control homes prices shall be reprimanded.

4.Thirty-five major cities rolled out a property purchase ration order, restricting purchases by owners of more than two units across the nation.

5.Buyers of second homes are subject to an increased down-payment of 60% and a mortgage interest rate 1.1 times the standard rate. Re-sales within 5 years will be subject to sales tax based on sales consideration and not just the profit.

Shanghai and Chongqing launched a long-awaited property holding tax. Shanghai targets new purchases of second homes whereas Chongqing taxes all houses and new purchases of high-end residential. These tax rates were regarded as moderate.

6.New homes sales tumbled in February due to the combined effect of seasonal factors and the government's reinforced austerity measures,

particularly the property purchase ration order.

7.Unsold inventory for individual cities remained a concern. Wuhan and Shenzhen would take 15 and 7.5 months respectively to absorb the existing unsold stock (as of Jan 2010). Meanwhile, the situation in Beijing and Xiamen has eased, with the absorption period down to 2.5 and 7.8 months respectively. Shanghai and Changsha were still in the stage of "negative unsold inventory".

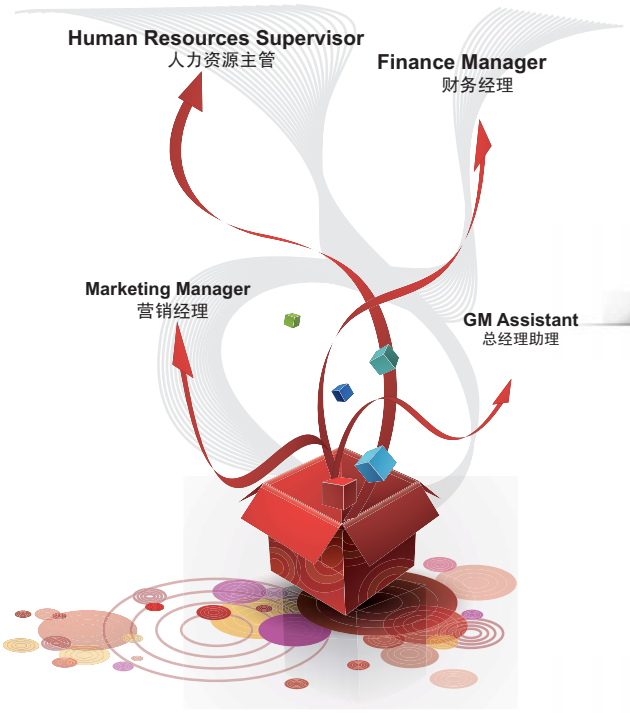
8.According to a DTZ survey on the 10 ten sales chart in Tier-1 cities, sales of high end and luxury units dropped to 3,274 units in February, compared with 5,521 in January and 7,494 last December.

9.Given the prevailing macro control policies, residential sales are expected to be slow throughout H1 2011 until the new wave of small- to medium-sized flats at a more affordable pricing level comes on stream by July/August.

City	Sales volume in February 2011 (MoM)	Monthly average sales volume Jan – Feb 2011 (against 2006-2010 monthly average)	Price change for February2011	
			MoM	vs. peak time
Tier-1 Cities	▼64.6%	▼39.3%	▼8.1%	▲22.5%
Beijing	▼60.8%	▼30.6%	▲0.5%	▲45.7%
Shanghai	▼83.2%	▼57.8%	▼10.6%	▲24.2%
Shenzhen	▼55.9%	▼41.4%	▲0.9%	▲19.1%
Guangzhou	▼48.0%	▼11.0%	▼0.04%	▲23.4%
Tier-2 Cities	▼18.0%	▲42.1%	▲1.9%	▲36.8%
Tianjin	▲15.3%	▲19.6%	▼1.7%	▲14.7%
Shenyang	▲3.5%	▲55.9%	▲0.6%	▲70.1%
Chengdu	▼13.6%	▲31.6%	▼2.3%	▲41.1%
Wuhan	▼57.3%	▼28.1%	▲1.5%	▲18.8%
Xiamen	▼67.1%	▲5.2%	▼2.1%	▼0.6%
Changsha	▼33.2%	▲129.0%	▲4.3%	▲29.1%

DTZ *is a leading global real estate adviser operating across 148 cities in 43 countries. Its client-focused activities range from high quality capital market solutions to cutting-edge occupier-led property services and advice. The comprehensive service offering is based upon detailed local knowledge backed by first-class research. The parent company, DTZ Holdings plc, has been quoted on the London Stock Exchange since 1987. www.dtz.com*

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



BoxinRen

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

Marketing Manager 营销经理
Code: MM110401

JOB DESCRIPTION:
- Develop strategy for growth and expansion of current business
- Maintain and develop relationships with key customers
- Coordinate and execute planned events
- Lead a marketing/sales team
- Check sales proposals, presentations and contracts, negotiate and close contract with clients
- Prepare monthly report of activities and goals

WHO WE ARE LOOKING FOR:
- Bachelor's degree or above, major in marketing or business administration
- 5 years of marketing/sales experience
- Ability to meet multiple objectives in an entrepreneurial environment with little supervision
- Negotiation skills
- Good interpersonal skills
- Team-leading experience
- Proficiency in written and spoken English

Human Resource Supervisor 人力资源主管
Code: HRS110402

JOB DESCRIPTION:
- Establish and implement HR policies and projects
- Manage the recruitment process
- Communicate and coordinate internal and external communication
- Develop a training program that supports the needs of the business and enhances the performance of individuals
- Organize and manage training activities, develop and improve the content of training courses, manage and file training results, ensure the effect of training courses on the improvement of employees' actual working ability
- Develop relationships with agency and arbitration bureau
- Coordinate with other departments

WHO WE ARE LOOKING FOR:
- Comprehensive knowledge of HR policies and practices
- Strong mentoring and counseling skills
- At least 3 years of experience in a similar position
- Patient, good at communicating with people at all levels
- Degree in Human Resources, Business Administration or related discipline
- Works well under high pressure
- Good spoken and written Mandarin and English

Finance Manager 财务经理
Code: FM110403

JOB DESCRIPTION:
- Responsible for accounting department
- Prepare and analyze periodic financial reports
- Coordinate monthly closing and budget control
- Handle tax declarations
- Support all CFO responsibilities
- Manage cash flow

WHO WE ARE LOOKING FOR:
- Education in Finance
- Several years of experience in the financial field
- Highly organized
- A fine eye for details
- Good spoken and written English
- Team player, sense of responsibility

GM Assistant 总经理助理
Code: WD110404

JOB DESCRIPTION:
- Responsible for developing and maintaining relations with local authorities, clients and suppliers
- Work closely with GM to schedule and attend to GM's tasks
- Represent GM in events and business issues
- Perform other duties as assigned by GM

WHO WE ARE LOOKING FOR:
- Minimum of a Bachelor's degree, Engineering major is preferred
- Previous experience as secretary or assistant to high management
- Good communication skills
- Fluent in speaking, reading and writing English

The HR consulting jungle

Evaluating your training needs and effectiveness

By Susan Salzbrenner

Consulting, training, coaching and facilitation. Do these commonly used words in the Human Resource development industry synonymously describe the same content? What am I buying into when I ask a company to provide me with these services? As a common saying goes, "A consultant is someone who takes a subject you understand and makes it sound complicated." Overall, it is estimated that HR consulting is an 18.4-billion-USD industry. Is it really worth the money? A closer look at the HR consulting world should help to clarify what these terms stand for and what you can expect.

As businesses cut down on their internal learning programmes and facilities, talent development is increasingly conducted by external providers. These providers range from global players like Mercer, Deloitte and PriceWaterhouseCoopers, who provide an all around service, to niche consulting companies that specialise in a specific area of the business (e.g. cross-cultural consulting, leadership consulting). Finding a company that best suits your talent development strategies can take long hours of communication and trust-building. But there is a jungle of advertising for every kind of training.

So, first you need to know, what is out there, and how can you differentiate it?

HR Consulting: giving advice to organisations on how to make the most out of their human capital. By enhancing their human capital and by making human resource processes more effective, companies pursue competitive advantage in their industry. It involves human capital management, health & benefits, retirement, mergers & acquisitions, communication and outsourcing.

Training: a learning process that involves the acquisition of knowledge, sharpening of skills, content, rules, or changing of attitudes and behaviours to enhance the performance of the employee.

Coaching: the practice of supporting an individual, referred to as a client, through the process of achieving a specific personal and/or professional goal; rather than teaching, a coach helps to unlock one's potential to maximise one's own performance.

Facilitation: the process of helping groups or individuals to learn, find a solution or reach a consensus, without imposing or dictating an outcome.

Second, what is your specific need, and how do you want to see your talent developed?

You will need to carry out a training needs analysis (TNA) to clarify which type of the above-mentioned training your organisation really requires. As a quick and logical example, you might want to think of languages in which the consulting company offers its training. Bilingual trainers are a must if you are thinking of training local workforce in China as well as expats or global

employees. Other aspects to think about when choosing your consulting company are location/global presence, what type of audience the programme is designed for (management, blue collar, etc), relevance to your industry, and degree of available customisation.

Needs assessment techniques include – but are not limited to – direct observation, questionnaires, consultation with persons in key positions, networking, review of relevant literature, interviews and work samples.

Apart from deciding which kind of consulting form is right for you or your employees, it is also important to find the right format for one's schedule. Whether this is a traditional one-day, face-to-face meeting, a virtual training on a one time/weekly/monthly basis, an e-learning course or group programmes with interactions and conflict-solving aspects, customisation to the needs and schedule of a client often decides the success of the intervention.

A good common practice is to request the résumé of the consultant that will be assigned to work on your HR consulting project. Checking whether the background fits to your specific needs will save you time. Imagine giving interviews and providing confidential material to a consultant that has to be replaced in the end after all.

Third, how effective is training/coaching/facilitation?
Measuring the effectiveness of HR training is time- and money-consuming, two things we rarely freely have on hand. So why bother? Having a measuring system in place will help you identify problematic areas and determine why the programme fails to live up to the expected organisational benefit. Positively speaking, if you are able to demonstrate significant effects of training, you will most likely receive more resources from important decision-makers. After all, your evaluation will keep your HR consulting/ training company on its toes. With the speed business environments are changing, what was cutting-edge training yesterday might prove ineffective on your business tomorrow.

Request the résumé of the consultant that will be assigned to work on your HR consulting project.

A well-known approach to measure training effectiveness is the Kirkpatrick Model, which can help you in determining whether the fundamental requirements of the training programme were met.

1. Level 1, Reaction: How did the participants react to the training? (through questionnaire, comments)

2. Level 2, Learning: To what extent did the participants improve knowledge and skills and change attitude as a result of the training? (through pre- and post-test scores, supervisor reports)

3. Level 3, Behaviour: To what extent did the participants change their behaviour at the workplace as a result of the training? (on-the-job observation, 360 Degrees Feedback)

4. Level 4, Results: What organisational benefit resulted from the training? (financial reports, managerial interviews)

The higher the level, the more extensive and expensive an evaluation becomes. So, you should consider the training cost before blindly steering into evaluating every single programme to the fullest.

What about China's HR consulting world?
Experts say the Chinese consulting market will increase 20% between 2011 and 2020. While foreign-invested companies still consume 90% of the Chinese consulting market, domestic companies are starting to seek help from consulting companies. The increased need to build human capital to Western accepted levels in China means business for external HR consulting companies. A study by Will Hickey reveals the acceptance and satisfaction level of Chinese companies using foreign HR consulting services. Using Kirkpatrick's model (above), Hickey found that Chinese management acknowledges the immense pool of knowledge these firms can offer. However, they are dissatisfied with the high level of ethnocentrism that hinders learning for the Chinese audience. Other factors that played a negative role in the evaluation were relatively high costs, over-usage of part-time consultants, and "outdated" training and consulting methods. So, if the foreign HR consulting companies do not customise and improve material and staff, their Chinese counterparts will ultimately grasp one of biggest HR consulting markets in the world.

EUROPEAN CHAMBER 中国欧盟商会

EUROPEAN CHAMBER IN TIANJIN

European Chamber Tianjin Chapter

European Chamber Tianjin Chapter was created in 2005. We are now reaching almost 100 members. Thanks to our team and with the great support from local board members who work with us to plan and prepare activities, we've had 40 events with more than 2000 participants in the last 12 months. Numerous events are very business focused, such as GM briefings, seminars and workshops on human resources, finance, taxation, energy and logistics issues.

A GM Briefing series has been organised since 2008 and enables member companies in Tianjin to periodically meet and listen to key opinion leaders on Sino-European matters and business areas.

For the next GM Briefing we invite Dr. Robert Bolognesi from Switzerland to give a speech on "The Iceberg of Greenland". He will present his Snow and Ice geographic exhibition, which has been held in many European countries.

We would like to take this opportunity to share past GM Briefing events and welcome more top executives to join us!

September 2008, EU Commissioner Mandelson's VIP dinner with members

February 2009, EU Ambassador's view on China EU relationship in 2008 and its outlook for 2009

April 2009, The global crisis- have we reached the bottom in China? Professor Wang Jianmao from CEIBS.

June 2009, Tianjin under "The World Economic Crisis", VIP Dinner with Mayor Ren XueFeng

October 2009, Review of 2009/2010 Position Paper /Experience sharing "30 years in China Business" by EUCCC president

March 2010, GM Briefing: OECD Economic Survey of China 2010

April 2010, VIP Dinner with French Minister of State for Foreign Trade

September 2010, China Switzerland Economic Relations

November 2010, Real Estate Market in China & in Tianjin

Room15A17, Suite 17, Magnetic Plaza, BinShui Xi Dao, Nankai District, Tianjin 300381.
Tel: +86 22 2374 1122 Fax: +86 22 2374 1122
Email: tianjin@euccc.com.cn www.europeanchamber.com.cn

天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

진남구 상무위원회 초청만찬

민주당 김성곤 국회의원 천진한국상회 방문

1. Member of Parliament visited the Korea Chamber of Commerce & Industry in Tianjin

Date: 24 February 2011 (Thursday)
Venue: 2F, Banquent Hall, Fenglin Hotel
Content: 1. visited the Korea Chamber of Commerce & Industry in Tianjin
2. Visited Korea International School in Tianjin
3. Visited Tianjin Planning Bureau

2. Jinghai district March regular meeting opening ceremony

Date: 10 March 2011 (Thursday)
Content: Speech by chairman and vice chiairman
Speech by chairman of the Jinghai Standing Committee
Lastest news from the Korea Chamber of Commerce & Industry in Tianjin
Discussed membership charges
Attendants: 8 menber companies

3. 2nd expansion committee meeting opening ceremony

Date: 11 March 2011 (Friday)
Venue: 1F, Banquent Hall, Fenglin Hotel
Content: report from the Affairs Bureau

4. March daily consul event implementation

Date: 29 March 2011 (Tuesday)
Venue: Tianjin Korea Chamber of Commerce & Industry Office
Content:
10-year e-passport application, stamp certificate, appointment certificate application

For adult e-passport application: Apply in personal with original and copy of passport, 2 photos (black-and-white, 3.5cm x 4.5cm)
For children under 18: parenets apply in personal with their and their children's original and copy of passport, 2 photos (black-and-white, 3.5cm x 4.5cm)

1.국회의원 천진한국인(상)회 방문

ㅇ 일 시 : 2011년 02월 24일(목)
ㅇ 장 소 : 천진한국인(상)회
ㅇ 내 용 : 1. 천진한국인(상)회 사무국
2. 방문천진한국 국제학교 방문
3. 천진시 귀화국 관람

ㅇ 방문자 : 박진국회의원,조진형국회의원,
황제현 한중친선협회 부회장등
ㅇ 참석자 : 황찬식 회장,신동환 상임부회장 등 7명

2.정해현 3월 월례회 개최

ㅇ 일 시 : 2011년 03월10일 (목)
ㅇ 장 소 : 명보전선
ㅇ 내 용 : 1.부회장님 인사말
2.총무님 인사말
3.정해현 상무위원회 주임 인사말
4.천진한국상회 한국인회 최근소식
5.회비 수납에 관한 토의
ㅇ참 석 : 회원사 8명

3. 제2차 확대운영위원회의 개최

ㅇ 일 시 : 2011년 03월11일 (금)
ㅇ 장 소 : 풍림호텔 연회청 1층
ㅇ 내 용 : 사무국 보고사항
ㅇ 참석자 : 황찬식회장,강극석수석부회장,신동환 상임부회장 등 49명 임원진 참석

4. 3월 정기일일영사제 시행

ㅇ 일 시 : 2011년 03월29일(화)
ㅇ 장 소 : 천진한국인(상)회 사무실厂所
ㅇ 내 용 : 10년 전자여권신청,및 인감,일반위임장 신청
여권성인 구비서류: 본인 직접 방문
여권 원본,사본(사진면,비자면 복사),사진2장(흰배경 가로 3.5cm 세로4.5cm)
여권18세미만 부모님 대리신청 구비서류:
부모님 직접 방문
부모님 여권 원본,사본(사진면,비자면 복사)
어린이여권원본,사본(사진면,비자면복사)사진2장(흰배경 가로3.5cm세로4.5cm)

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

AmCham-China Tianjin Chapter

Events Review

Inter-Chamber Business Networking Event – Tianjin

On March 15th the Inter-Chamber Business Networking Event was held at the Astor Hotel. AmCham-China members and guests enjoyed the ambiance and exquisite decor of the Astor Hotel's Victorian Lounge. Over 100 members and guests were in attendance for an enjoyable evening of networking and mingling with Tianjin's business community. The evening was also an opportunity to say farewell to one of Tianjin's most community-involved residents, Nathan Mittelstaedt. Nathan ran the tianjinexpats.com website and his contribution to Tianjin was considerable. AmCham-China would like to wish him luck in his future endeavours.

Concession Tour in and around Tianjin

This 4th round of Concession tour in and around Tianjin offered participants an opportunity to learn about Tianjin's rich cultural history and examine some sites which would not be possible otherwise.

Louie Liu, from the Tianjin Museum of Modern History, directed the tour and took the guests on an adventure through some of the historical landmarks of Tianjin while explaining the significance of each site and the development of Tianjin through the past two centuries. The tour offered a way to transport to another part of the world without even leaving Tianjin.

Upcoming Events

Monthly Executive Breakfast Briefing

7:15-9:00 AM, Thursday, April 21st – The Westin Tianjin Hotel

AmCham-China, Tianjin Chapter would like to invite you to our monthly executive breakfast on April 21st, 2011. This event is a great opportunity to meet the members of our Executive Committee and be involved in the Tianjin professional community. The goal of this executive breakfast will be to increase networking opportunities and information-sharing with executives of various companies, all the while enjoying a delicious breakfast at a great price!

Registration:
Cardholding members: 60 CNY
Employees of member companies: 100 CNY
Non-members: 150 CNY
Registration deadline for this event is noon, Wednesday, April 20th.

2011 Spring US Embassy Briefing & Tianjin Chapter Members' Dinner

6:30-8:30 PM, Friday, April 22nd – Radisson Plaza Hotel Tianjin

AmCham-China, Tianjin Chapter invites you to this the 2011 Spring US Embassy Briefing on April 22nd. This year, delegates from the Tianjin Unit of the US Embassy in Beijing will discuss the current economic, political and commercial bilateral state of play. There will be a Q&A session at the end of the presentations. The briefing will take place over a four-course western dinner provided by the Radisson Plaza. Be sure to attend this Members' dinner event, as it is sure to stimulate your taste buds as well as your mind. In addition to the briefing, American citizen services will be provided (passport pages added, etc).

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

BENCHAM
BENELUX CHAMBER
OF COMMERCE
IN CHINA
THE BENCHAM X BALL
X YEARS IN CHINA
On February 26, 2011, BenCham celebrated
its 10 year anniversary with a grand scale birthday party
at the Renaissance Beijing Capital Hotel.
The BenCham X Ball was a great success.
With over 255 people, BenCham managed to raise
around 60.000 RMB for the three supported charities.
HANDICAP INTERNATIONAL 国际助残
morning tears
特奥爱心农庄
Special commune.org
Mouth-watering food in combination with a
spectacular show and the most swinging band
in Beijing - the Jackson Twinz - resulted
in a fantastic party.
We hope to see YOU there neXt time!
A special thanks to our yearly sponsors for their continued support
Rabobank
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RENAISSANCE
BEIJING CAPITAL HOTEL
北京富力万丽酒店
BARCO
KBC

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

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

PAST EVENTS

22 February 2011, Seminar on "Introduction to the 12th Five Year Plan", Kerry Centre Hotel, Beijing

Organised by the China-Italy Chamber of Commerce, the Benelux Chamber of Commerce in China, the Swiss Chinese Chamber of Commerce and the Israeli Chamber of Commerce in China.

In March of this year China will adopt the 12th Five Year Plan. This plan represents the strategic policy document guiding China's economic development through 2015. In fact, the policies outlined in the plan will affect the business of every foreign invested company in China.

The event considered the 10 basic goals of the five year plan.

24 February 2011, Seminar on "New Regulations relating to representative offices (ROs) in China", Radisson Blu Hotel, Beijing

Organised by the China-Italy Chamber of Commerce, the Swedish Chamber of Commerce, the Danish Chamber of Commerce, the Spanish Chamber of Commerce, the French Chamber of Commerce and the Hong Kong Chamber of Commerce.

This update provided a background to the RO regulatory landscape and introduced the new regulations and their impact on RO management, operations and taxation. The seminar was presented by Ms. Marianne Ramel and Ms. Guo Min from Gide Loyrette Nouel Beijing office.

2 March, HR Social Networking Night, Renaissance Capital Hotel, Beijing

Organised by the China-Italy Chamber of Commerce, the European Union Chamber of Commerce in China, the American Chamber of Commerce, Benelux Chamber of Commerce in China, the British Chamber of Commerce, the Canada China Business Council and the Swisscham.

This event was designed to provide leading professionals in the human resource field the opportunity to network and share industry perspectives.

8 March 2011, Seminar on "IT Trends and Related IP Issues", Hilton Hotel, Beijing

Organised by the China-Italy Chamber of Commerce, the SwissCham Beijing, the European Chamber of Commerce in China, the French Chamber of Commerce in China, the Swedish Chamber of Commerce and the British Chamber of Commerce.

With ever evolving technologies and a change in consumer trends, comes the need to modernise IT trends.

Stephan Cadisch from SoftwareONE shows how the future will be mobile and virtualized, creating an unknown complexity with regard to tax and publisher compliance.

9 March 2011, Seminar on "Raising children Internationally & Inter-culturally", Capital Club, Beijing

Organised by the China-Italy Chamber of Commerce, the Israeli Chamber of Commerce in China, the Spanish Chamber of Commerce and the Australian Chamber of Commerce in China.

The presentation focused on the impact of life in a foreign country on the child's character and behaviour. Dr. Zilber offered strategies for mitigating some of the challenges. Dr. Zilber also presented a message to managers and CEOs of participating companies about the benefits that cross cultural kids offer to the companies that one day will hire them.

25-27 March, Fair, The Expat Show, World Trade Center, Beijing

This event is Organised by the China Italy-Chamber of Commerce in collaboration with World Events Agency.

The Expat Show Beijing is a comprehensive exhibition mainly focused on the foreigners who live in Beijing. Since 2008, the Expat Show Beijing is helping expatriates to find all the information, products and services they might need while they live in Beijing.

Live performances by the International Schools, the Cuisine Festival and many sport activities for both kids and parents animated the event.

28 March, Awarding Ceremony and Press Conference "Marchio Ospitalità Italiana", Beijing

Ospitalià Italiana is a worldwide certification that guarantees Italian restaurants meet the high quality standards required by the Italian cuisine's tradition, including use of original imported Italian products (olive oil, parmigiano, D.o.C. wines, etc.) and authentic Italian recipes.

China Italy Chamber of Commerce promoted this event in collaboration with IS.NA.RT., supported by the Embassy of Italy in China, the Italian Trade Commission and the Italian Cultural Office.

Names of the awarded Italian restaurants were announced during the ceremony at the Italian Institute of Culture on 28 March at 11:30am.

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

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Guangzhou, 510064
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广告(1)

VOLUME 40

A: Your media department should use the right marketing mix to reach our target market.

你们	媒体(2)	部门	要	使用	正确	的	行销	组合(3)	来	达到	我们	的	市场	目标(4)。
nǐmen	méitǐ	bùmén	yào	shǐyòng	zhèngquè	de	xíngxiāo	zǔhé	lái	dádào	wǒmen	de	shìchǎng	mùbiāo.

B: Certainly. We've done some strategic planning already.

当然。	我们	已经	完成	一些	战略	计划(5)。
dāngrán.	wǒmen	yǐjīng	wánchéng	yīxiē	zhànlüè	jìhuà

A: What media do you plan to use?

你们	准备	使用	何种	媒体?
nǐmen	zhǔnbèi (6)	shǐyòng	hé zhǒng	méitǐ?

A: Well, taking into account the image we want to project, we've prepared copies for computer magazines and the Internet.

考虑到(7)	我们	想要	表现(8)	的	形象(9)，	我们	已	准备	好	计算机	杂志(10)	稿	和	网络用稿。
kǎolǜ dào	wǒmen	xiǎngyào	biǎoxiàn	de	xíngxiàng,	wǒmen	yǐ	zhǔnbèi	hǎo	jìsuànjī	zázhì	gǎo	hé	wǎngluò yòng gǎo.

B: We'll also run billboard and newspaper ads to help create broad brand recognition.

我们	还	同时	刊登	广告牌 (11)	和	报纸(12)	广告	来	帮助	创立	显著的(13)
wǒmen	hái	tóngshí	kāndēng	guǎnggào pái	hé	bàozhǐ	guǎnggào	lái	bāngzhù	chuànglì	xiǎnzhù de

品牌	识别(14)。
pǐnpái	shíbié.

A: I think you've come up with a good plan.

我	认为	你们	已经	提出(15)	一项	不错	的	计划。
wǒ	rènwèi	nǐmen	yǐjīng	tíchū	yīxiàng	bùcuò	de	jìhuà.

A: Please prepare a more detailed proposal, and I'll report it to the higher-ups for implementation.

请	准备	一份	更	详细的(16)	提案(17)，	然后	我会	把它	报告(18)	给	上级(19)，	从而	实施(20)	计划。
qǐng	zhǔnbèi	yīfèn	gēng	xiángxì de	tí'àn,	ránhòu	wǒhuì	bǎtā	bàogào	gěi	shàngjí,	cóng'ér	shíshī	jìhuà

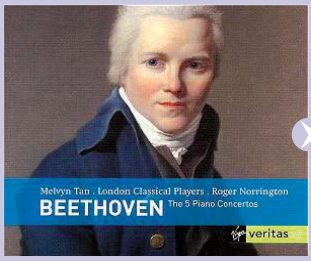
B: Great. We'll get started right away.

太好了。	我们	马上(21)	准备。
tài hǎo le.	wǒmen	mǎshàng	zhǔnbèi.

(1)	广告	guǎnggào	advertisement
(2)	媒体	méitǐ	media
(3)	行销组合	xíngxiāo zǔhé	marketing mix
(4)	目标	mùbiāo	target
(5)	战略计划	zhànlüè jìhuà	strategic planning
(6)	准备	zhǔnbèi	prepare
(7)	考虑到	kǎolǜ dào	take into account
(8)	表现	biǎoxiàn	project/display (v.)
(9)	形象	xíngxiàng	image
(10)	杂志	zázhì	magazine
(11)	广告牌	guǎnggào pái	billboard
(12)	报纸	bàozhǐ	newspaper
(13)	显著的	xiǎnzhù de	broad
(14)	品牌识别	pǐnpái shíbié	brand recognition
(15)	提出	tíchū	come up with
(16)	详细的	xiángxì de	detailed
(17)	提案	tí' àn	proposal
(18)	报告	bàogào	report
(19)	上级	shàngjí	higher-ups/superiors
(20)	实施	shíshī	implementation
(21)	马上	mǎshàng	right away

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

APRIL 2011

MON	TUE	WED	THU
Special Days Apr.01 Fool's Day Apr.05 Tomb-Sweeping Day Apr.07 World Health Day Apr.22 World Earth Day Apr.26 World Intellectual Property Day			
4	**5** **Jazz Pianist David Braid Concert** Tianjin Concert Hall 19:30 50/100/180/280/380/500CNY +86 22 2332 0068	**6** **China (Beijing) International Lighting Exhibitiont** Beijing China International Exhibition Center (CIEC) 06-08 Apr.	**7** **Beijing Overseas Property & Investment Show** China World Trade Center(CWTC) 07-10 Apr.
		13 **China Outbound Travel & Tourism Market** China World Trade Center(CWTC) 13-15 Apr.	
		20	
	26 **Beijing International Exhibition for Public Security Products** Beijing China International Exhibition Center (CIEC) 26-28 Apr.	**27** **Asia Imaging Fair & China Sign Fair** China National Convention Center(CNCC) 27-29 Apr.	**28**

MAY 2011

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

6

The 4th Tianjin International Jewelry Fair
Tianjin International Exhibition Center
6-9 MAY

7

China International Green Food & Organic Food Expo
Beijing China International Exhibition Center (CNCC)
7- 9 MAY

TIANJIN & BEIJING EVENTS

FRI	SAT	SUN
1	**2** **Andersen Anniversary Concert -by 5 Danish Pianists** Tianjin Concert Hall 19:30 ¥ 50/100/180/280/380/500 CNY +86 22 2332 0068 **Wellington Open Days** Venue: The Nursery Building, Wellington College, Tianjin +86 187 2248 1836	
8 **China International Biomass Energy Exhibition & Technical Conference** Beijing China International Exhibition Center (CIEC) 08-10 Apr.	**9** **Wedding Show** Raffles Hotel Tianjin 14:00-16:00 **Magic Cartoon Play- Snow White & Frog Prince** Tianjian Binhu Theatre 10:00 (Apr.9); 15:30 (Apr.10) +86 22 2777 8571 09-10 Apr.	
15 **Europen Classic Opear Concert** Western Shore Art Salon 20:00 ¥ 100 CNY +86 22 2326 3505	**16** **Art Exhibition Opening Cermony** Jiusi Art Zone 14:00 +86 22 2446 0106	**17**
22 **Piano Concerto: Emperor -Beethoven Works Concert** Tianjin Concert Hall 19:30 ¥ 50/100/180/280/380/500CNY +86 22 2332 0068	**23** **TICC Spring Ball** Radission Plaza Tianjin 19:00 **Hautbois Theme Concert** Western Shore Art Salon 20:00 ¥ 100 CNY +86 22 2326 3505	**24** **Muti-Media Visual and Musical Symphony Concert** Tianjin Concert Hall 19:30 ¥ 50/100/180/280/380/500CNY +86 22 2332 0068
29 **Moscow symphony Orchestra Tianjin First Show** Tianjin Concert Hall 19:30 ¥ 50/100/180/280/380/500CNY +86 22 2332 0068	**30** **Swedish Brass Band Concert** Tianjin Concert Hall 19:30 ¥ 50/100/180/280/380/500CNY +86 22 2332 0068	

TIANJIN & BEIJING EVENTS

12 **China International Building Material Technology & Equipment Expo**
Beijing China International Exhibition Center (CIEC)
12-14 Apr.

14 **Wellington Open Days**
Venue: The Nursery Building, Wellington College, Tianjin
+86 187 2248 1836

19 **China International Exhibition on Police Equipment Anti-Terrorism Technology Expo**
Beijing China International Exhibition Center (CIEC)
19-21 MAY

26 **China International Cleaning Industry Expo**
China National Convention Center(CNCC)
26-28 Apr.

Selected DOMESTIC FLIGHTS

for more, contact editor@businesstianjin.com
(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Tianjin

DEST	DEP	ARR	Flight No	Days
Changchun	10:55	12:35	GS6571	1234567
Changsha	09:10	11:25	CA1467	1234567
Chengdu	13:00	15:30	8L9976	1234567
Chifeng	14:10	15:15	MU2135	1.3.5.7
Chongqing	11:55	14:25	PN6238	1234567
Dalian	11:10	12:00	GS7579	1234567
Fuzhou	07:55	11:55	MF8138	1234567
Guangzhou	13:50	17:00	HU7201	1234567
Guiyang	08:10	12:30	GS7465	1234567
Haikou	09:10	14:05	GS7561	1234567
Hangzhou	13:15	15:00	MF8377	1234567
Harbin	16:00	17:55	CZ3125	1...5..
Hefei	15:20	16:50	GS7463	1.3.5.7
Huhhot	14:00	15:15	GS7468	1234567
Kunming	15:40	18:55	CA1401	1234567
Nanjing	15:00	16:35	FM9291	1234567
Nanning	13:15	18:15	MF8377	1234567
Ningbo	13:10	15:10	GS6603	1234567
Qingdao	08:35	09:35	GS7575	1234567
Sanya	15:00	18:50	CA1389	1234.67
Shanghai	09:00	10:50	FM9134	1234567
Shenyang	11:30	12:45	3U8861	7
Shenzhen	16:35	19:40	ZH9936	1234567
Taiyuan	11:05	12:30	GS6601	1234567
Urumqi	16:00	21:50	CZ6928	1..4.6.
Wuhan	08:00	09:45	GS6695	1234567
Xiamen	14:30	17:05	MF855	1234567
Xi'an	08:10	09:55	GS7465	1234567
Yantai	08:20	09:20	GS7421	1234567
Yinchuan	09:20	11:05	CZ6457	.2345.7
Yuncheng	09:00	10:25	GS6677	1234567
Zhengzhou	12:10	13:30	HU6609	1234567

To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:15	15:05	GS6572	1234567
Changsha	18:20	20:15	CA1468	1.34.67
Chengdu	09:40	12:10	8L9975	1234567
Chifeng	15:55	17:05	MU2136	1.3.5.7
Chongqing	08:55	11:15	PN6237	1234567
Dalian	20:10	21:05	GS7580	1234567
Fuzhou	08:30	12:25	MF8137	1234567
Guangzhou	08:05	11:00	CZ3133	1234567
Guiyang	13:10	17:25	GS7466	1234567
Haikou	14:55	19:25	GS7562	1234567
Hangzhou	21:55	23:55	MF8378	1234567
Harbin	18:45	20:45	CZ3126	1...5..
Hefei	20:10	21:40	GS7464	1.3.5.7
Huhhot	09:00	10:10	GS7467	1234567
Kunming	07:40	12:10	8L9975	1234567
Nanjing	22:55	00:45(+1)	FM9292	1234567
Nanning	19:05	23:55	MF8378	1234567
Ningbo	16:00	18:05	GS6604	1234567
Qingdao	10:40	11:40	GS7576	1234567
Sanya	19:50	23:20	CA1390	1234567
Shanghai	12:10	14:10	FM9133	123456.
Shenyang	13:35	14:55	3U8862	7
Shenzhen	12:25	15:40	ZH9935	1234567
Taiyuan	15:55	17:00	GS6602	1234567
Urumqi	09:20	15:05	CZ6927	1..4.6.
Wuhan	20:10	22:00	GS6696	1234567
Xiamen	13:45	16:15	MF856	1234567
Xi'an	15:50	17:25	GS7466	1234567
Yantai	19:20	20:20	GS7422	1234567
Yinchuan	11:55	13:25	CZ6458	.2345.7
Yuncheng	15:20	16:40	GS6678	1234567
Zhengzhou	19:20	21:00	HU6463	1234567

CUT OUT AND CARRY THESE TABLES

Airline Code

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

Selected INTERNATIONAL FLIGHTS

for more, contact editor@businesstianjin.com
(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Beijing

DEST	DEP	ARR	Flight No	Days
Addis Ababa	21:05	07:50(+1)	ET605	1.3.5.6
Amsterdam	11:55	15:10	KL0898	1234567
Bangkok	17:05	21:20	TG615	1234567
Brussels	01:30	05:45	HU491	.2.4.67
Delhi	20:25	01:35(+1)	CA947	1.3.56.
Dubai	23:05	03:45(+1)	EK307	1234567
Frankfurt	11:30	14:50	LH721	1234567
Hanoi	15:30	18:20	VN901	.23.5.7
Helsinki	11:35	14:25	AY052	1234567
Hong Kong	10:00	13:40	CX347	1234567
Istanbul	23:55	04:35(+1)	TK021	1234567
Kuala Lumpur	16:00	22:30	CA971	1.3.567
London	12:10	15:15	BA0038	12345.7
Los Angeles	21:00	17:30	CA983	1234567
Madrid	00:05	05:35	CA907	.234.67
New York	13:00	13:30	CA981	1234567
Osaka	00:00	00:00	JL886	1234567
Paris	13:40	17:40	AF125	1234567
San Francisco	16:00	11:20	CA985	1234567
	11:45	14:40	KE852	1234567
Seoul*	14:00	17:00	KE856	1.3.5.7
	21:20	00:15(+1)	KE854	1234567
Singapore	00:10	06:40	SQ801	1234567
Sydney	17:00	07:40(+1)	CA173	1.345..
Tel Aviv	22:00	03:00(+1)	LY096	.2.4..7
Tokyo	16:40	21:00	JL024	1234567
Ulaanbaatar	11:55	14:30	CA901	1234567
Vancouver	15:50	11:30	CA991	1234567

To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Addis Ababa	01:10	19:25	ET604	1.3.5.6
Amsterdam	17:40	09:55(+1)	KL0897	1234567
Bangkok	10:10	15:50	TG614	1234567
Brussels	12:30	05:30(+1)	HU492	.2.4.67
Delhi	03:15	11:45	CA948	.2.4.67
Dubai	03:50	14:45	EK306	1234567
Frankfurt	17:15	09:30(+1)	LH720	1234567
Hanoi	10:05	14:30	VN900	.23.567
Helsinki	18:00	07:55(+1)	AY051	1234567
Hong Kong	17:00	20:15	CX312	1234567
Istanbul	23:45	15:00(+1)	TK020	1234567
Kuala Lumpur	23:35	05:45(+1)	CA972	1.3.567
London	16:30	10:25(+1)	BA0039	1234.6.
Los Angeles	01:40	05:30	CA984	1234567
Madrid	11:25	06:10(+1)	CA908	123.56.
New York	15:50	18:20(+1)	CA982	1234567
Osaka	09:45	12:20	JL885	1234567
Paris	18:55	11:45(+1)	AF126	1234567
San Francisco	13:50	18:05(+1)	CA986	1234567
	09:15	10:25	KE851	1234567
Seoul*	11:40	12:50	KE855	1.3.5.7
	19:00	20:10	KE853	1234567
Singapore	08:45	14:50	SQ802	1234567
Sydney	21:00	05:50(+1)	CA174	.2.456.
Tel Aviv	21:40	13:30(+1)	LY095	1.3..6.
Tokyo	10:30	13:35	JL023	1234567
Ulaanbaatar	15:30	17:35	CA902	.234567
Vancouver	13:50	16:30(+1)	CA992	1234567

From Tianjin

	DEP	ARR	Flight No	Days
Hong Kong	08:35	12:00	KA1103	1234567
Seoul*	11:10	14:00	KE806	1234567
Nagoya	13:05	16:50	JL840	1234567
Kuala Lumpur	15:50	22:15	D7 2613	1.3.567

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Hong Kong	13:00	16:10	KA1104	1234567
Seoul*	09:20	10:10	KE805	1234567
Nagoya	09:35	11:55	JL841	1234567
Kuala Lumpur	08:30	14:35	D7 2612	1.3.567

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KOREAN AIR

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

Airline Code

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

CUT OUT AND CARRY THESE TABLES

TRAINS

BJ-TJ-TEDA (¥14)

Train	Departs	Arrives
4493	*13:10*	*16:08*

TEDA-TJ-BJ (¥14)

Train	Departs	Arrives
4494	*08:05*	*11:21*

LIGHT RAIL

TJ - BINHAI (¥6)

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

Stops:

1.Zhong Shan Men → 2.Yi Hao Qiao → 3.Er Hao Qiao → 4.Xin Li Zhen → 5.Dong Li → 6.Xiao Dong Zhuang → 7.Jun Liang Cheng → 8.Steel Tube Corporation → 9.Hu Jia Yuan → 10.Tang Gu → 11.TEDA → 12.Citizen Plaza → 13.Convention Center → 14.Dong Hai Lu

TIANJIN-BEIJING AIRPORT Shuttle Bus

***¥70** one way*

Tianjin - Beijing Airport Terminals 2/3

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

Beijing Airport Terminals 2/3 - Tianjin

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

TEDA-BEIJING AIRPORT SHUTTLE BUS

***¥80** one way*

TEDA - Beijing Airport Terminals 2/3

06:30-19:30, runs every hour
1st Avenue, TEDA
Tel: +86 22 6620 5188

Beijing Airport Terminals 2/3 - TEDA

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

No. 1 Metro Stops: METRO Tianjin

Metro line 1

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

Liu Yuan → 1.Xi Heng Di → 2.Ben Xi Lu → 3.Qin Jian Dao → 4.Hong Hu Li → 5.Xi Bei Jiao → 6.Xi Nan Jiao → 7.Er Wei Lu → 8.Hai Guang Si → 9.An Shan Dao → 10.Ying Kou Dao → 11.Xiao Bai Lou → 12.Xia Wa Fang → 13.Nan Lou → 14.Tu Cheng → 15.Chen Tang Zhuang → 16.Fu Xing Men → 17.Hua Shan Dao → 18.Cai Jing Da Xue (Tianjin Univ. of Finance & Economics) → Shuang Lin

BULLET (C) TRAIN

TJ ~ BJ (¥58 - ¥69)

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

BJ ~ TJ (¥58 - ¥69)

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

TG ~ BJ (¥70-¥118)

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

BJ ~ TG (¥70-¥118)

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

Wuqing ~ BJ

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

BJ ~ Wuqing

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

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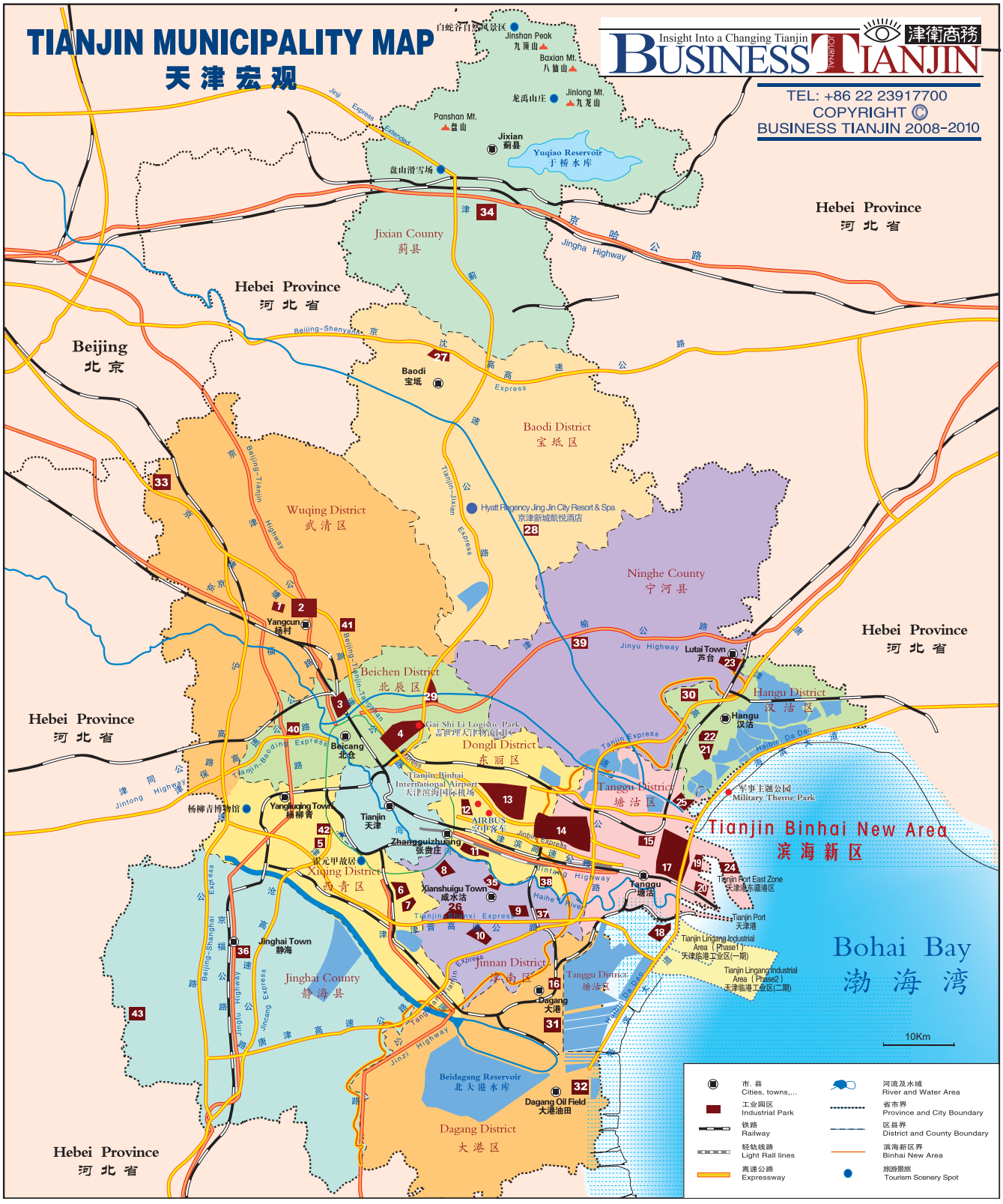
Tianjin Industrial Parks & Economic Development Areas



List of Tianjin Industrial Parks & Economic Development Areas

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

CHINA MAP
中国地图
BUSINESS TIANJIN
Insight Into a Changing Tianjin
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PAKISTAN
NEPAL
Kathmandu
BHUTAN
INDIA
BANGLADESH
Dhaka
MYANMAR
Rangoon
THAILAND
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CAMBODIA
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QINGHAI
Xining
Lanzhou
GANSU
Yinchuan
NINGXIA
Hohhot
NEIMENGGU
Changchun
JILIN
HEILONGJIANG
Harbin
LIAONING
Shenyang
D.P.R. KOREA
Pyongyang
Seoul
R.O. KOREA
JAPAN
HEBEI
Beijing
Tianjin
Dalian
SHANXI
Taiyuan
Shijiazhuang
Yantai
SHANDONG
Qingdao
Jinan
SHAANXI
Xi'an
Zhengzhou
JIANGSU
Nanjing
HENAN
ANHUI
Hefei
Shanghai
HUBEI
Wuhan
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ZHEJIANG
Chengdu
Chongqing
SICHUAN
Changsha
Nanchang
HUNAN
JIANGXI
Fuzhou
GUIZHOU
Guiyang
FUJIAN
Xiamen
Taipei
TAIWAN
Kunming
YUNNAN
GUANGXI
Guangzhou
GUANGDONG
Shenzhen
Hongkong
Macao
Nanning
Haikou
HAINAN
Sanya
Manila
PHILIPPINES
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Financial report on last year's Black & White ICCO Charity Ball

The International Committee for Chinese Orphans (ICCO) is a volunteer organisation dedicated to improving the lives of China's disabled orphans. ICCO volunteers provide direct care to these children as well as raise funds to sponsor caregivers, medical testing and much-needed surgeries. ICCO also facilitates physical therapists, special educators and other professionals to increase the level of care for the children.

To support all this volunteer work, an interest group called Expats4Tianjin was born. The group was put together by ICCO, TICC, TianjinExpats, Tianjin Networking Club, Xikai Catholic Cathedral, AmCham, SwissCham, the Westin Tianjin and the German Business Council to benefit orphans.

Expats4Tianjin organised as a first event in March 2010 the first Black & White Charity Ball at The Westin Hotel Tianjin, which was also the first foreign-organised ball after the hotel's grand opening. During a wonderful March night with snowfall, 250 people from various nationalities got together and enjoyed a unique event with a fantastic dinner from The Westin Hotel.

All the white & red wine, decoration, sound system, lights and live band were fully sponsored by foreign companies located in Tianjin. As a special surprise, we had a live meridian Jazz band from Brazil and Party Music, which had everyone dancing off their buffet desserts. The event was hosted by Father Francis from Xikai Catholic Cathedral, who gave a testimonial of his personal visit to the orphanage the week before. A brief presentation by ICCO showed pictures of the special kids helped by donations. It was a great time made meaningful because the unified focus was helping children. With our community's continued support, ICCO will be able to help for years to come.

The 83,000 CNY raised from this event sponsored 7 caregivers at 900 CNY per month for the year (75,600 CNY). Two children with heart defects received medical testing that totaled 5900 CNY. Ayis (caregivers) are a vital part in the health and proper development of the children, and have undergone training given by knowledgeable volunteers of ICCO. On Christmas Eve, the remaining donations also enabled us to take 22 children and some of their teachers out to a pizza lunch to celebrate the season together.

Not only are contributions vital to ICCO, so are volunteers. Awareness of the needs of orphans and connections to those who can help in many ways are so important. That's why Expats4Tianjin has decided to hold another Black & White Charity Ball later this year. Please mark 27 August on your calendars as the first event after the summer holidays. Companies and individuals interested in sponsoring our charity ball are welcome to send an email to iccosecretary@gmail.com.

Marriott Hotels 2011 Road Show comes to Tianjin

Marriott International Hotels Group hosted its 2011 Road Show at Renaissance Tianjin Lakeview Hotel on 1 March and at Renaissance Tianjin TEDA Convention Centre Hotel on 2 March. The Road Show raised awareness of the 5 different brands under the Marriott name that have a presence in China, namely JW Marriott Hotels and Resorts, Marriott Hotels and Resorts, Renaissance Hotels and Resorts, Courtyard by Marriott and Marriott Executive Apartments.

Senior management representatives from 16 Marriott properties in China – including Hong Kong SAR, Beijing, Shanghai, Hangzhou, Guangzhou, Shenzhen and Tianjin – presented their hotel merits during the show and offered guests a chance to engage with them face-to-face in this unique networking opportunity.

Marriott International invested 500,000 USD (approximately 3.4m CNY) in seed money in 2010 and 2011 to support a vital water conservation programme that helps protect the largest source of fresh water on the planet, located in the mountains of Southwest China. The programme will focus its work in Sichuan Province, the area hit hard by the 2008 earthquake. Concurrently, Marriott and Ritz-Carlton hotels throughout China have committed to reducing their water and energy use by 25% by 2017.

The programme, called the "Nobility of Nature", is designed to assist rural communities in Sichuan Province with sustainable businesses, such as mushroom farming and honey production, which will place less stress on the environment. Reducing erosion and sedimentation will also improve water quality downstream in both rural and urban areas.

Marriott International associates and the owners of its hotels in China have a special connection with Sichuan Province. Together, they raised more than 3 million USD (approximately 20.5m CNY) to help disaster relief for victims of the May 2008 earthquake which took the lives of nearly 70,000 people.

"Marriott is committed to doing business in China and to the wellbeing of the Chinese people," said J.W. Marriott Jr., chairman and chief executive officer of Marriott International. "There's a Chinese proverb, 'when drinking the water, consider the source'. Water is the key to prosperity and sustained economic growth. Helping to develop viable ways to preserve the water supply and conserve water in our hotels is important to our business, our associates and our customers," said Mr. Marriott. B

Earth Hour 2011

On 26 March, starting from 20:30, people all over the world turned off all their lights for 60 minutes.

Earth Hour started in Australia when 2.2 million people and more than 2,000 business joined together to turn off their lights in a statement against global warming and climate changes.

Earth Hour is now the largest global climate change movement, organized by the WWF, whose mission is to stop the degradation of Earth's natural environment. In 2010, hundreds of millions of people across 128 countries and territories participated in Earth Hour.

Many landmarks and important public places worldwide, such as Rome's Coliseum and the Golden Gate Bridge in San Francisco, have also joined this movement.

This year Tianjin and its most celebrated establishments also participated, drawing awareness to energy use in Tianjin and across China:

Sheraton Hotel Tianjin
Sheraton Hotel Tianjin offered a candlelight dinner in all restaurants and turned off exterior signage lighting, dimmed non-essential interior lighting, and used candlelight in appropriate public areas such as restaurants and bars. All outlets were decorated in green for the event.

Sheraton Tianjin Binhai Hotel
Sheraton Tianjin Binhai Hotel switched off its lights in observance of Earth Hour, and shared other energy-saving measures like turning off exterior signage lighting, dimming or turning off non-essential interior lighting and using in-room voicemail messages and in-room television messages to inform guests about Earth Hour observances. In-room guests and the local EPA were involved the activity as well.

Ascott China
The 35 serviced residences of Ascott China in 15 cities in China participated Earth Hour activities for the third year in a row. In addition to switching off lights, Ascott invited its Tianjin residents to bring their expired newspapers and magazines to collecting points for recycling in exchange for soft drinks.

Astor Hotel
The Astor Hotel Tianjin switched off lights around the hotel for Earth Hour. Energy-saving measures included turning off exterior signage lighting, dimming or turning off non-essential interior lighting, using candlelight in restaurants and bars, and sharing information with guests about Earth Hour via in-room voicemail messages and in-room television messages. B

DINING

TIANJIN

Chinese

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

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

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

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

Shui An
1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8920
水岸中餐厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

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

Zen5es
4F, The Westin Tianjin
No. 101, Nanjing Lu
Heping District
Tel: +86 22 2389 0088
中国元素中餐厅
和平区南京路101号
天津君隆威斯汀酒店4层

Indian

Bawarchi Indian Restaurant
No. 69, bldg. B, Shang Gu
Tianta Lu, Nankai District
Tel: +86 22 2341 2786
芭瓦琪印度餐厅
南开区天塔路上谷商业街B座69号

Japanese

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

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

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

Thai

泰莲

Kudos Thai Restuarant & Lounge Bar
No.88, Chengdu Road, Heping District
Tel: +86 22 2332 9988
www.livekudos.org
泰莛泰国餐厅
和平区成都道88号

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

Western

1863 the Dining Room
1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8918
1863 至尊西餐厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

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

Café Majestic
1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8910
凯旋咖啡厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Chateau35 Wine Bar & Bistro
Opposite No. 79, Changde Dao,
Heping District
Tel: +86 151 2251 1218
古堡35西餐葡萄酒吧
和平区常德道79号对面

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

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

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

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

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

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

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

Terrace Cafe
1F, Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388
燕园咖啡厅
紫金山路天津喜来登大酒店1层

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

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

DINING

Services

Bars

JV'S Bar
1F, Main Building, Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388 ext. 1845
JV'S 酒吧
河西区紫金山路天津喜来登大酒店主楼1层

O'Hara's
1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
Tel: +86 22 2331 1688 ext. 8919
海维林
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

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

Accounting

LEHMANBROWN
雷博國際會計
International Accountants

Tianjin Office:
Unit 2901 - 104
The Exchange Tower 2
No.189, Nanjing Lu
Heping District
Tel: +86 22 2318 5056
Fax: +86 22 2318 5001
E-mail: tianjin@lehmanbrown.com
天津市和平区南京路189号
津汇广场
2座29层2901-104室

Beijing Office:
6/F, Dongwai Diplomatic Building
No. 23, Dongzhimenwai Dajie
Beijing
Tel: +86 10 8532 1720
Fax: +86 10 85322746
E-mail: beijing@lehmanbrown.com
北京朝阳区东直门外大街23号，东外外交办公大楼602

Shanghai Office:
Room 1501 & 1504, WanTai International Building,
No.480, North Urumqi Lu
Jing An District
Tel: +86 21 6249 0055
Fax: +86 21 6288 1636
E-mail: shanghai@lehmanbrown.com
上海市静安区乌鲁木齐北路480号1501&1504

Associations

ICCO (International Committee for Chinese Orphans)
ICCO is a volunteer organisation dedicated to improving the lives of Tianjin's disabled orphans.
iccosecretary@gmail.com
www.tjicco.org

Tianjin Toastmasters Club
The club helps men and women learn and practice the arts of public speaking, listening, and leadership in a friendly social environment.
victorwangwq@yahoo.com.cn

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

Banks

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

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

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

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

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

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

Car Dealers

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

Chambers

European Chamber, Tianjin Chapter
Room15A17, Suite 17, Magnetic Plaza
Binshui Xi Dao, Nankai District
Tel: +86 22 5838 7993
中国欧盟商会天津分会
南开区宾水西道奥城商业广场17座15A17室

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

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

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

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

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

Education

International Schools

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

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

Tianjin Rego International School
No. 38, Huandao Xi Lu
Meijiang Nan, Hexi District
Tel: +86 22 8816 1180 ext. 212
Mobile: +86 138 2090 0420
E-mail: j.zheng@regoschool.com
Web: www.regoschool.org
天津瑞金国际学校
河西区梅江南环岛西路38号

WELLINGTON COLLEGE INTERNATIONAL TIANJIN

Wellington College International Tianjin
No. 1, Yide Dao, Hongqiao District
Tel: +86 22 8758 7199 ext. 8001
Mobile: +86 187 2248 7836
registrar@wellingtoncollegeintl.cn
www.wellingtoncollegeintl.cn
天津惠灵顿国际学校
红桥区义德道1号

Kindergartens

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

Language Schools

Alliance Française de Tianjin
2F, Education Centre Building, North gate of Balitai Campus, Tianjin Normal University, Wujiayao Street, Hexi District
Tel: +86 22 2354 0218/0229
天津法盟
河西区吴家窑大街师范大学八里台校区北门教育中心大楼二层

Care International Language Training
Room 1402, bldg. 3, Chengji Centre, Nanjing Lu, Heping District
Tel: +86 22 2737 3937
凯尔语言培训中心
和平区南京路诚基中心3号楼1402室

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

Universities

Nankai University
No. 94, Weijin Lu, Nankai District
Tel: +86 22 2350 1583
南开大学
南开区卫津路94号

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

Tianjin University
No. 92, Weijin Lu, Nankai District
Tel: +86 22 2740 7575
天津大学
南开区卫津路92号

Event Planning

InterMediaChina is Tianjin's premiere event planning company. We will pinpoint the features that can make your event a success and ensure that your target audience is reached through superb advertising and promotion.
Also arrange the following:
- Budgeting
- Selecting and reserving the event site
- Transportation and parking

To set up an event with InterMediaChina, please send e-mail to gm@intermediachina.com

Exhibition Centre

Tianjin International Exhibition Centre
No. 32, Youyi Lu, Hexi District
Tel: +86 22 2801 2988
天津国际会展中心
河西区友谊路32号

Hotels & Apartments

★★★★★ Hotels

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

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

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

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

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

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

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

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

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

Renaissance Tianjin Lakeview Hotel
No. 16, Binshui Dao, Hexi District
Tel: +86 22 5822 3388
万丽天津宾馆
河西区宾水道16号

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

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

The Astor Hotel Tianjin
A Luxury Collection Hotel
No. 33, Tai'er Zhuang Lu, Heping District
Tel: +86 22 2331 1688
天津利顺德大饭店豪华精选酒店
和平区台儿庄路33号

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

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

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

★★★★ Hotels

Best Western Byronn Hotel Tianjin
No. 90, Xi'er Dao
Airport Industrial Park
Tel: +86 22 8486 0000
天津空港白云酒店
空港物流加工区西二道90号

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

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

Apartments

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

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

Modena Residence Heping Tianjin
No. 37, Xining Dao, Heping District
Tel: +86 22 2781 2288
天津和平名致精品酒店公寓
和平区西宁道37号

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

SOMERSET
SERVICED RESIDENCE

Somerset International Building Tianjin
No. 75, Nanjing Lu
Heping District
Tel: +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
No. 126, Chengdu Dao
Heping District
Tel: +86 22 2335 5888
天津盛捷奥林匹克大厦服务公寓
和平区成都道126号

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

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

The Lakeview, Tianjin-Marriott Executive Apartments
No. 16, Binshui Dao, Hexi District
Tel: +86 22 5822 3322
天津万豪行政公寓
河西区宾水道16号

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

Logistics

LOGISTICSTIANJIN can provide a full range of LOGISTICS SERVICES:
- Import and Export shipments
- Pick up/deliver shipments and documents
- Inland container transportation
- Customs clearance
- Inspection and quarantine declaration
- Warehousing in bonded zones

For further details, please send e-mail to service@logisticstianjin.com

Printing Material

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

Promotional Products

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

Real Estate

CB Richard Ellis Tianjin
9th Floor, Unit 903, Tower 1
The Exchange, No.189
Nanjing Road, Heping District
Tel: +86 22 8319 2178
www.cbre.com.cn
世邦魏理仕天津分公司
和平区南京路189号津汇广场写字楼1号楼9层903单元

DTZ Tianjin
12th Floor, Tower 1, The Exchange
No.189, Nanjing Road, Heping District
Tel: +86 22 2313 9751
www.dtz.com/cn
戴德梁行天津办事处
和平区南京路189号津汇广场1号楼12层

Jones Lang LaSalle, Tianjin
Unit 3509, The Exchange Tower 1
No. 189, Nanjing Road
Heping District
Tel: +86 22 8319 2233
www.joneslanglasalle.com
仲量联行天津分公司
和平区南京路189号津汇广场写字楼1号楼3509室

Savills Tianjin
Unit 2601-02, Centre Plaza, No. 188, Jiefang Road, Heping District
T: +86 22 5829 3388
www.savills.com
第一太平戴维斯天津
和平区解放路188号信达广场塔楼2601-02室

Rentals

CAR/BUS Rental Services in Tianjin and Beijing with reasonable rates.
To make a reservation or enquiry, please send e-mail to info@chinabustravel.com or call +86 135 0207 0987

Serviced Office

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

Travel Agencies

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

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

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

Spas

Dikara Spa
4F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
Tel: +86 22 2457 8888 ext. 3910
迪卡拉水疗中心
河东区新开路66号 天津天诚丽笙世嘉酒店4层

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

Oasis SPA at Sheraton
1F, Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2731 3388 ext. 2227
喜来登绿洲
河西区紫金山路天津喜来登大酒店1层

Dental Clinics

Aichi International Dental Centre
4F, Huaju Department Store
No. 72-74, Xikang Lu
Heping District
Tel: +86 22 8568 5606
爱齿口腔医疗中心
和平区西康路72-74号华拒百货4层

Tianjin Dental Hospital
No. 75, Dagu Lu, Heping District
Tel: +86 22 2711 9191
天津口腔医院
和平区大沽路75号

Hospitals

Binhu Hospital of Chinese Traditional Medicine
(Next to IG Supermarket)
Huanhu Nan Li, Ti Yuan Bei
Hexi District
Tel: +86 22 2330 0706
滨湖中医医院
河西区体院北环湖南里
(津工超市旁)

Tianjin Children's Hospital
No. 225, Machang Dao
Hexi District
Tel: +86 22 2351 85305
儿童病专科医院
河西区马场道225号

Tianjin First Central Hospital
No. 24, Fukang Lu, Nankai District
Tel: +86 22 2362 6249
天津第一中心医院
南开区复康路24号

Tianjin International SOS Clinic 1F, Sheraton Hotel
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2352 0143
天津国际（SOS）紧急救援诊所
河西区紫金山路天津喜来登大酒店公寓楼1层

Golf Clubs

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

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

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

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

Yang Liu Qing Golf Club
(Overpass the northern bridge)
Yijing Lu, Yang Liu Qing Zhen
Xiqing District
Tel: +86 22 2792 2792
杨柳青高尔夫俱乐部
西青区杨柳青镇一经路（立交桥北）

Golf Studios

Golf Clinic/LAB/Golf Fitness/ Pro Shop/Golf Club Coupons
B2, no. 92-1, Huaqiao Building
Nanjing Lu, Heping District
Tel: +86 22 2392 1936
吉恩吉高尔夫诊断中心
和平区南京路92号增1号华侨大厦B2

Gyms

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

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

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

Swimming Pools

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

BEIJING

Clinic

Vista Clinic
B29, Beijing Kerry Centre
No. 1, Guanghua Lu
Chaoyang District, Beijing
Tel: +86 10 8529 6618
维世达诊所
北京市朝阳区光华路1号北京嘉里中心B29

TEDA & TANGGU

Brazilian

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

Chinese

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

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

Japanese

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

Italian Restaurant

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

Teppanyaki

Baiyi Teppanyaki
No. 2-1-6, King Buyer Shopping Mall
No. 32, 3rd Avenue, TEDA
Tel: +86 22 6629 5488
百一铁板烧
开发区第三大街32号鸿泰仟佰汇商业广场2-1-6号

Yupin Teppanyaki Restaurant Royal Palace
No. 10, 2nd Avenue, TEDA
Tel: +86 22 6621 8038
御品法式铁板烧
开发区第二大街10号御景园

Western

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

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

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

BARS

Dublin Irish Pub
No. 137, 3rd Avenue, TEDA
Tel: +86 22 6629 2963
督伯林爱尔兰西餐吧
开发区第三大街137号

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

Chamber

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

Education

International Schools

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

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

Kindergartens

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

Exhibition Centre

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

Hotels

★★★★★

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

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

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

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

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

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

Spas

Touch Spa
2F, Renaissance Tianjin TEDA Hotel & Convention Centre
No. 29, 2nd Avenue, TEDA
Tel: +86 22 6570 9504
开发区第二大街29号天津万丽泰达酒店及会议中心

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

Dental Clinics

Aichi International Dental Centre
Cuiheng Plaza
No. 211, 3rd Avenue, TEDA
Tel: +86 22 6629 1079
爱齿口腔医疗中心
开发区第三大街211号翠亨广场

Hospitals

TEDA Hospitals
No. 65, 3rd Avenue, TEDA
Tel: +86 22 6520 2000
泰达医院
开发区第三大街65号

Western Hospital
1F, Jiafu Garden, 2nd Avenue TEDA
Tel: +86 22 6620 8676
名医会馆
开发区第二大街加孚园底商

Golf Clubs

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

Gyms

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

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

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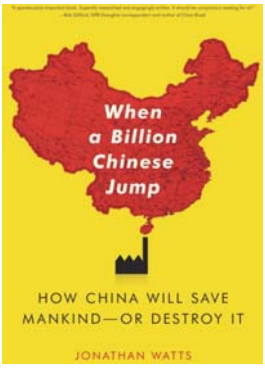
Tianjin's role in China's Green Future

by Keith Crane



Language: English
Hardcover: 448 pages
Price: 250 CNY + Shipping

In school, Jonathan Watts was told that if everyone in China were to jump at precisely the same time, the impact would shift the planet's motion. It scared him then, as does China's voracious appetite for world resources now.

When a Billion Chinese Jump is Watt's journey across the country, from Shangri-La to Xanadu, looking at the environmental damage China has wrought through its rapid development, and its new struggle to adopt greener, more scientific development to secure a more sustainable future.

Tianjin has played a pivotal role in the process – from a former home to state-owned factories channeling "from the industrial blacklands of the northeast to the most polluted sea in China", to its present vision of creating the Binhai New Area joint project with Singapore, "touted as the most environmentally-friendly city in China and an example for developing nations across the planet."

On the way Watts is impressed with the high-speed train from Beijing, "far faster than any train I've been on in the UK" before meeting Wang Meng, the planner charged with making the ambitious Binhai project "fly".

Watts lists the area's planned credentials: 20% of its power from renewable sources including heat contained in the earth; domestic water use of less than 120 litres per person per day, half supplied by rain and recycling; every building insulated and double glazed for optimum energy conservation; 60% of waste recycled and car journeys down by 90% with light rail. "Overall there would be an average of 12 square metres of parkland, grassland, or wetland for each resident", he writes.

He is encouraged by knowing that Wang has previously been in charge of much of Tianjin's recent urban planning, and this is a much smaller scale, an easier task.

Watts compares Binhai to Shanghai's own attempt, Dongtan, designed by British firm Arup, which has ground to a halt. "The Tianjin Project had a greater chance of success because it was being run and funded by the central government. China's leaders had invested a great deal of political capital in the project."

Yet he ends the chapter couching his enthusiasm with a mix of caution. "If the eco-label at Tianjin proved to be nothing more than a marketing gimmick to sell up-market real-estate…it would quickly become an environmental cul-de-sac...If …it could reach stringent re-newable energy, waste recycling, and carbon goals…it could be followed by 400 new similar sized communities due to spring up across China" in the next 20 years.

It's a hopeful dream for Tianjin, and a must read for those in the city trying to make it happen.

"When a Billion Chinese Jump" is published by Faber and Faber.

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

QUOTATIONS OF THE MONTH

A strong positive mental attitude will create more miracles than any wonder drug. —— Patricia Neal

A positive attitude may not solve all your problems, but it will annoy enough people to make it worth the effort. —— Herm Albright

Friendship make prosperity more shining and lessens adversity by dividing and sharing it. —— Cicero

Always bear in mind that your own resolution to succeed is more important than any one thing. —— Abraham Lincoln

What China has taught me

Some lessons from the Middle Kingdom

I've been in China almost four years now, and have been reflecting on what my experiences in the Middle Kingdom have taught me. It's not just the major things, like learning Chinese language, history and culture – living in China teaches you a subset of skills and information that may not get into the guide books, but which are perhaps more representative of your actual experiences here. Here are some of mine.

1. China is not Japan

Absurdly, when I first arrived, I rather thought China would be somewhat like Japan – neat, polite, deferential and organised. I had deliberately not learned too much about China, thinking that I would just take things as I found them, without any preconceived notions. After something of a culture shock (the initial car journey from Shanghai airport to northern Jiangsu province scared the living daylights out of me), I've come to appreciate the zesty, anarchic streak that often characterises Chinese behaviour.

2. Internet access

Again, due to my lack of research, this was another area of complete ignorance on my part. To be fair, some aspects have improved – Wikipedia and the BBC website are no longer blocked, for example. But I've had to learn more about proxies and VPNs than anyone

should have to, if they are not a network manager! I need my Facebook and Twitter fix, and given the number of people I've had to help out, lots of others are in the same position!

3. Study, study, study

The numbers of people taking evening and weekend classes, seeking self-improvement or career-development, is remarkable. This is a generation which is determined to obtain the tools it needs for advancement, and it's humbling to observe. It might not make everyone happy – some kids just aren't interested in extra-curricular English, for example – but China is determined to catch up. Fast.

4. Openness

Chinese people are often open, friendly and approachable. In Britain, we're often shy, repressed and shut-off – until we've had a few drinks. It doesn't have to be this way! As a man, you can chat to a woman in China without it being seen as a creepy "come-on", and people might well approach you in the street, with purely friendly or merely curious intent. This took rather a long time to get used to – I'm happiest blending into crowds – but it does encourage you to be more open and approachable yourself, which can only be a good thing.

5. KTV

I went through life thinking I was a terrible singer, until the first time I went to a KTV. Then I realised I was singing the wrong songs: my voice is really quite deep, which as your voice sounds different to your own ears I really hadn't realised. Now I actually enjoy KTV, which I never would have dreamt beforehand. Favourite KTV songs: "Suspicious Minds" and "Crazy Little Thing Called Love". (It's the basso-profundo thing.)

6. Chinese food

Although there are many Chinese restaurants in Britain, they tend to cater to the British taste, with lots of fried dishes, for example. And while you can easily get Cantonese or Sichuan dishes, I would have never had the pleasure of the wonderful Xinjiang or Dongbei cuisines, for example.

7. Social media

Blogging and micro-blogging are popular hobbies for expats as they try to make sense of this vast and diverse nation and culture, and it's been great fun to be a part of that. There are some fantastically good bloggers on the China scene from whatever perspective you like – live music, language, Chinese internet, the bar scene, photography, parenting, sports, dining, teaching, dating... the list is endless.

8. Starting things up

Most expats in China start out knowing very few people, if anyone at all. While I tended to go where the group went when back home, here in China I've had to be more active, and have become accustomed to instigating and arranging social events, which has been to everyone's benefit. Almost everyone is in the same position, or can remember being so quite recently, so there's no need to feel shy – get out there and make something happen.

9. Fridge in the living room

It's normal. As is having your washing machine in the bathroom.

10. Toiletry habits

This is the one area to which I simply cannot get desensitised. Who knew that such a basic human function could be so problematic? But, for good or bad, it'll be one of the aspects of China which I will always remember, probably while shuddering. And let's not forget the spitting and the endemic smoking! Fortunately, bigger cities and younger people tend to have better standards. Maybe we'll look back on it nostalgically... but probably not.

No doubt everyone could talk about different things they have learned. What about you? B

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