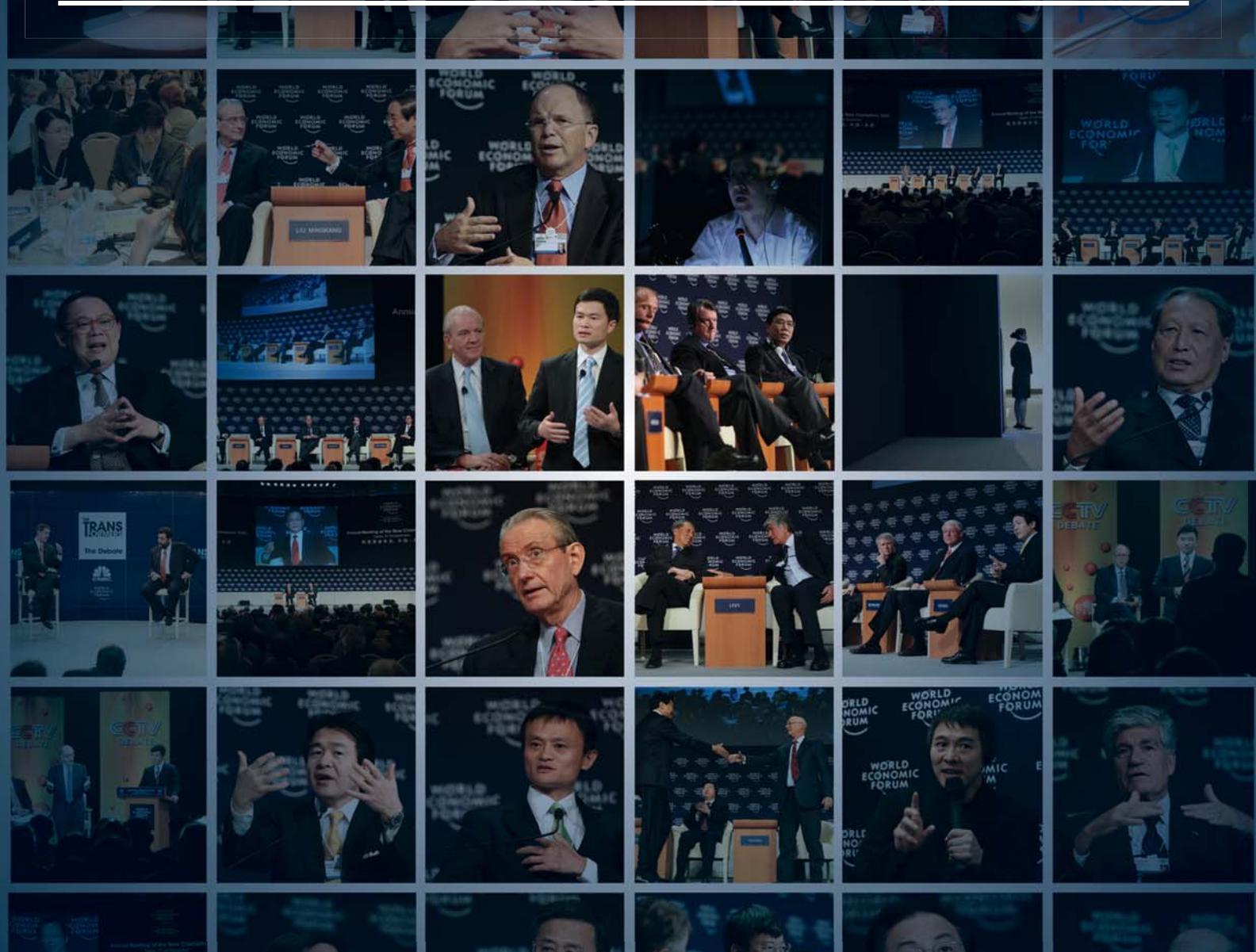


Insight Into a Changing Tianjin

BUSINESS JOURNAL TIANJIN

津衛商務



World Economic Forum Tianjin in review

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TIANJIN MAPS
INSIDE



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Dear Reader,

The weekend-long World Economic Forum convened in Tianjin this summer, attracting over a thousand decision-makers from across the globe. In this issue of *Business Tianjin*, our local correspondents review and summarize the key points and plans discussed at the Forum.

We invite you to turn to our Feature Story on the Forum for information on China's stance in global economies, and to our Dialogue with Forum participants for thoughts on business and investment in the region. Also be sure to read about China's impact on Eastern Europe in this month's Global Competition installment.

Contributing for the first time to this issue of Business Tianjin, with an evaluation of the current Tianjin real estate market, is the local office of multinational property management leader Jones Lang LaSalle. Several turn-of-the-century estates in Tianjin are worth a weekend visit. Our Last Word column covers these notable residences lining the historic Wudadao district.

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

Sincerely,

Jamie Michael Kern

Managing Editor – Business Tianjin



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FINANCE

China endorses foreign banks



The China Banking Regulatory Commission said in a statement on 26 September that the Chinese operations of foreign banks it monitors have "healthy fundamentals, good asset quality as well as adequate provisions, liquidity and capital bases." The message appeared aimed at reassuring local banks that have been reluctant to lend to their foreign counterparts.

- *The Wall Street Journal*, 29 September

China 2009 GDP growth forecast to 8%

UBS on 6 October lowered its forecast for China's GDP growth in 2009 to 8% from 8.8%, citing a much weaker global growth outlook and forecasts of a deeper and longer US recession. The bank's China economist, Tao Wang, also lowered her forecast for GDP growth this year to 9.6% from 10%.

- *Reuters*, 6 October

China takes action to rescue toy and textile industries



China raised export tax rebates on toys, textiles and more than 3,000 other products on 21 October as it attempts to mitigate the impact of the global slowdown. The Ministry

of Finance said the rebate for toys would be raised from 11% to 14% as of 1 November. That on clothing and textiles would rise from 13 to 14%. In all, about one quarter of exports will be covered.

- *Guardian*, 22 October

Citi to push small-scale lending in China

Citigroup said on 7 October it will make a push into small-scale lending in China with the establishment of two loan businesses in the central province of Hubei, as international banks seek to tap business in the country's populous midsection. The US bank said in a statement that the China Banking Regulatory Commission had approved its applications to launch two new businesses that will lend money to "underserved segments" of the market.

- *The Wall Street Journal*, 8 October

Growth to slow as crisis hits exports



China's economy will slow down next year as exports are hit by a global downturn that will follow the financial crisis, central bank deputy governor Gang Yi forecast. He said the economy will be basically supported by domestic consumption and foreign investment, while the contribution of exports will likely be zero or negative.

- *Reuters*, 12 October

Morgan Stanley: China to slash rates, spend to fuel growth

China will cut interest rates as many as five times by the end of 2009 and will step up spending to limit the effect of the "global financial tsunami" on the nation's economic growth, Morgan Stanley reported. The central bank will cut borrowing costs by 27 basis points each time, reducing the one-year lending rate to as low as 5.85% next year from 7.2% now, wrote Qing Wang, a Hong Kong-based economist.

- *Bloomberg*, 7 October

LAW & POLICY

China, HK regulators review short selling



China and Hong Kong regulators may review short selling of stocks in the two markets to stem a slump in equities. China plans to delay the start of margin lending and short selling on concern their introduction will aggravate market volatility, the South China Morning Post reported. Hong Kong's Securities and Futures Commission on 28 October visited local brokerages and asked for documentation on short-selling activities, raising speculation the regulator is considering banning the practice, the Standard said.

- *Bloomberg*, 29 October

China pushes listed firms to up dividend payouts

The China Securities Regulatory Commission has revised rules on corporate financings by listed companies, requiring them to pay more cash dividends to shareholders. Under the latest rule change, listed firms that want to raise funds from offers of new shares or subordinated debt will need to have made total cash dividend payments over the past three accounting years of more than 30% of average annual profits available for distribution. Both the revised dividend payout rules and the supplementary share buyback rules took effect on 9 October.

- *Forbes-Thomson Financial News, 10 October*

New rules on foreign investment in ad firms

China's newly-revised administrative regulations on foreign investment in advertising enterprises came into effect on 1 October. Under the new regulations, foreign-invested advertising enterprises can engage in design, production, publication and some other types of advertising businesses for both domestic and overseas costumers after receiving official approval.

- *China Daily, 3 October*

Reform milestone: trade of farmland



China's communist leadership has marked a milestone in the country's reform programme with the introduction of a controversial land reform plan that will allow farmers to buy and sell their farmland for

the first time. The plan is part of the government's aim of doubling rural incomes by 2020 and goes some way to clarifying the messy issue of land ownership in China – 80% of new land projects are illegal, according to government data.

- *Irish Times, 21 October*

Improved workers' rights

Under a new regulation, workers in Guangdong province will now have the right to claim compensation for work-related injuries or sickness within two years of ceasing employment. The provincial labor and social security department said it released an official announcement on 4 October, and the new regulation would take effect from that day.

- *Market Avenue, 7 October*

China sets price for cooperation on climate change



China wants rich countries to commit 1% of their GDP to help poor nations fight global warming, and will press for a new international mechanism to spread "green" technology worldwide. Unveiling the demands on 28 October, a senior Chinese official for climate change policy, Gao Guangsheng, said the financial turmoil rattling the global economy should not deter a big increase in funds and technology to poor nations. "Developing countries should take action, but a prerequisite for this action is that developed countries provide funds and transfer technology," said Gao.

- *Reuters, 28 October*

China sets melamine levels for milk products

China on 8 October announced standards for levels of the industrial chemical melamine permitted in milk and food products as it seeks to rein in a festering safety scare. The government has been struggling to deal with the health and public relations issues stemming from the scandal, which erupted in September and are increasingly affecting China's food exports.

- *The Associated Press, 8 October*

LOGISTICS

Tianjin Port, China exports slow



Tianjin Port Co. may miss its growth target next year as a global economic slowdown damps demand for Chinese-made goods overseas. "The first half of next year is going to be the most difficult period," Chairman Yu Rumin said on 27 September. "Container traffic related to exports will be hurt the most." Missing the target "wouldn't be a surprise as China's container growth is expected to slow," said Ric Leung, a Hong Kong-based Everbright Securities Co. analyst. "It makes sense for Tianjin to diversify its business by boosting dry-bulk."

- *Bloomberg, 29 September*

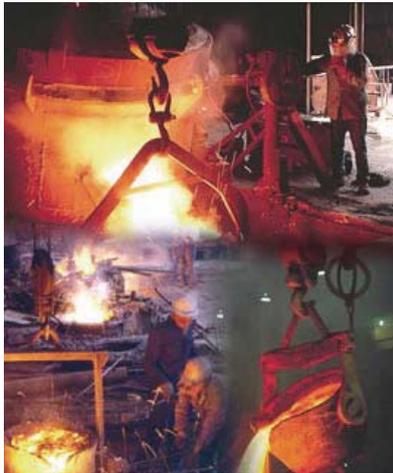
Tianlian to build natgas pipelines in Tianjin

Tianjin Tianlian Public Utilities, a supplier of gas, will invest more than 200 million CNY (30 million USD) to build two natural gas pipelines in its home city. The two pipelines

in Tianjin will add 1 billion cubic meters of gas supply to Binhai New Area, which houses multinationals from Airbus to Motorola. The investment will be financed by the proceeds from sales of new shares.

- Reuters, 8 October

Tianjin Steel output up 54%



Tianjin Iron & Steel has achieved a total industrial output value of 23.5 billion CNY in the first nine months of this year, up by 53.72% from the same period of last year, with export values registering at 1.2 billion USD, up 100% YoY. Tianjin Steel has started trial production of new products – high-strength ship plates, high-strength structural slabs and low temperature vessel plates – in light of the volatile steel market.

- SteelGuru, 22 October

Ryder's trans-Pacific additions

Ryder, a global leader in supply chain, warehousing and transportation management solutions, is adding Trans-Pacific Supply Chain solutions service in Canada and Asia to its supply chain. Ryder System has acquired substantially all the assets of Transpacific Container Terminal and CRSA Logistics. Also being acquired are CRSA operations in Hong Kong and Shanghai, China.

- Market Wire, 2 October

Grand China Logistics to buy SYMS ships

Grand China Logistics Holdings, a subsidiary of Hainan Airlines Group, will buy five container vessels from Shandong Province Yantai International Marine Shipping Company. The service networks and employees of the ships will be absorbed into newly founded Grand China Shipping (Yantai). The ships will be for short sea services such as the routes between China and Japan.

- Trading Markets, 20 October

TELECOM & TRANSPORTATION

China Mobile eyes emerging markets

China Mobile, the world's biggest mobile carrier, said on 21 September that its investment focus remained on the more attractive valuations in emerging markets, despite the higher risks involved. It was not looking at North America or Europe, where valuations were too high, but rather in Asia and Africa where there were more opportunities, Chief Executive Wang Jianzhou said in a meeting at the World Economic Forum.

- Reuters, 27 September

China-made aircraft in service



Carried by Okair Airlines, the Chinese-made MA-60 charter aircraft completed its maiden domestic commercial flight in Tianjin on 19 October. It marks the breaking of a foreign-made aircraft monopoly in China. Produced by the Xi'an Aircraft Industry Company, the MA-60

is designed for short and medium-range commuter services.

- AFP, 2 September

China's ZTE wins 400m-USD deal in India

ZTE Corp, China's second-largest telecom equipment maker, said on 13 October it had won a 400-million-USD GSM network infrastructure project in India. The company had been awarded the project by Maxis, the largest mobile telecom operator in Malaysia, to help its subsidiary in India, Aircel, to expand GSM coverage. Aircel, the fifth largest mobile telecom operator in India, has more than 11 million users.

- Reuters, 13 October

Beijing-Shijiazhuang high-speed railway under construction



A high-speed rail line between Beijing and Shijiazhuang, capital of north China's Hebei Province, began construction on 7 October, the Ministry of Railway said. The new 281-km line is part of another route which connects Beijing with Guangzhou and Hong Kong in south China. At an estimated cost of 43.87 billion CNY (6.4 billion USD), it is expected to be complete and operational in four years. Once running, this 350kph line should cut the journey from Beijing to Shijiazhuang from 2 hours to less than 60 minutes.

- Xinhua Net, 7 October

GENERAL

Dalian to host 2009 Summer Davos



The third Summer Davos, the Annual Meeting of the New Champions 2009, will be held in northeast China's port city of Dalian from 10-12 September next year, managing director and chief operating officer of the World Economic Forum, Andre Schneider, announced on 28 September. The second two-day meeting, which attracted some 1,400 participants from nearly 90 countries and regions to Tianjin, opened in the Binhai International Convention and Exhibition Center on 27 September.

- *Xinhua Net, 28 September*

Motorola China R&D Tianjin branch

China's top foreign-funded research and development institution, Motorola China Research and Development Institute, recently launched its first regional branch in Tianjin's Binhai New Area. The new branch has more than 220 researchers and several researching centers. Gao Ruibin, president of Motorola (China) Electronics Ltd., said that the branch reflects Motorola's commitment to realize long-term development based in Tianjin.

- *Trading Markets, 24 October*

Tianjin FAW launches '09 Weizhi



Tianjin FAW, a Chinese "small car" manufacturer, launched three models of its 2009 Weizhi design in Beijing on 11 October. The hatchback elite, sedan elite and sedan flagship editions are priced between 56,800 CNY (8,320 USD) and 68,800 CNY.

- *Huliq News, 13 October*

Thomson Perrett's Tianjin pitch



Golf course design firm Thomson Perrett has joined forces with the AFL and the City of Melbourne to deliver a football ground in Tianjin. The Australia-based business has been enlisted to design the oval and associated pavilion layout to AFL specifications in order for the venue to be used for official exhibitions and clinics in 2009. Thomson Perrett recently completed the 18-hole Fortune Lake project in Tianjin for the Binhai Development Group – the same Chinese company investing 1.5 million USD to construct the community football facility.

- *PGA News, 20 October*

Tianjin to add 30 budget hotels over next two years



Tianjin will add 30 new budget hotels throughout its six districts over the next two years, reported local media. These 30 hotels will include budget hotel chain brands Hanting, Home Inns and GreenTree Inn, and will be located near the downtown business district.

- *China Hospitality News, 15 October*

City blames chicken feed for tainted eggs



Dalian City government on 29 October issued a statement saying that eggs found with the chemical by the Center for Food Safety in Hong Kong over the weekend were produced on 6 September by Hanovo Foods Co. Ltd. in the city. The tainted eggs came from Hanovo-owned chickens that might have been subject to feed contamination.

- *Xinhua Net, 29 October*

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China View Publicize China Report the World

China announced New policies to boost property sector
Xinhua, 22 October 2008

China announced an array of policies, including tax exemption and mortgage deposits reduction, on 22 October to boost the falling real estate sector amid the global economic downturn.

A statement published by the official website of the Ministry of Finance late on 22 October, ruled that, from 1 November, the contract tax will decline to 1% from 3-5% for people buying their first home if it is or smaller than 90 square meters.

For those buying their first home, regardless of the size, the down payment requirement will be lowered to 20% from the present 30%, and banks will be allowed to charge as little as 70% of benchmark lending rates for the mortgages.

To facilitate home purchases for mid- and low-income families, the new policy also removed the 0.05% stamp tax and land value-added tax for home purchases starting from 1 November.

The move marks an initial unwinding of tight property measures that the government had put in place over the last few years to counter what were then rapidly rising prices and a skyrocketing inflationary pressure.

Dh293b Asian swap pool to be launched next year

Gulf News, 25 October 2008

Thirteen East Asian nations committed to form a Dh293.8 billion (USD 80 billion) multilateral swap scheme by mid-2009 to shield the region from financial turmoil, and agreed to aggressively pursue a regional surveillance agency.



"Leaders... agreed to hold a gathering of finance ministers and central bank governors before December's Asean+3 meeting to draw up detailed measures for financial cooperation within the region," South Korea's presidential office said in a statement.

The Association of Southeast Asian Nations (Asean) comprises Cambodia, Malaysia, Indonesia, Singapore, Vietnam, Philippines, Laos, Thailand, Myanmar and Brunei; the +3 signifies China, Japan and South Korea.

The 13 nations agreed in May to expand the reserve pooling scheme, taking them a step closer to creating a full-scale Asian monetary fund, which has gained support in the region as the financial sector turmoil dampens Asian growth.

The multilateral scheme will replace the existing arrangement of mainly bilateral currency swaps, called the Chiang Mai Initiative. It will give participating nations access to a foreign exchange reserves pool of at least USD 80 billion in the event of a financial emergency. South Korea, China and Japan had agreed to provide 80% of the total, with Asean taking the remainder.

Financial meltdown hurts Chinese farmers

China Economic Net, 29 October 2008



The annual income of farmers is likely to grow over 7% this year, but that is about 2 percentage points lower than the government target, said Cheng Guoqiang, an economist with the State Council's Development Research Center.

Prices of agricultural products rose at home after surging in the international market in the first half of this year, Cheng said. But the financial crisis, which has also hit the agricultural product market, has driven down prices dramatically. In the past three months, for example, the price of soybeans has fallen about 50% in the international market, and that of wheat by 20-30%.

The financial turmoil and the slowdown in the global economy have caused a good number of bankruptcies in China. Many of the collapses are small enterprises that mainly employed farmers turned migrant workers. China's labor-intensive sectors, such as textiles, have been hit hard and they are the major employers of migrant workers.

China will have a difficult time meeting its target of doubling farmers' income by 2020, taking 2008 as the base year. To achieve that goal, the country would have to have an annual economic growth of about 6% throughout the next decade, Cheng said.

The China syndrome: Microsoft darkens screens of Windows pirates

Scientific American, 22 October 2008



Chinese users of pirated Microsoft software recently found their computer desktop wallpaper replaced with a black screen and warning message. The company's Windows Genuine Advantage (WGA) program detected pirated software on the computers and painted the screen backgrounds black to inform users that they might be using counterfeit or illegitimate software. Desktop backgrounds can be reset, but will revert hourly to black until authentic Microsoft software is installed.

Microsoft has already been sued in China on the grounds that WGA notifications violate computer owners' privacy and expose personal information (stored on their computers) to the company's prying eyes. US computer users have sued Microsoft as well, accusing it of spreading spyware. Microsoft insists that WGA "collects no information that can be used by Microsoft to identify or contact the user."

Although WGA isn't restricted just to China, it caused a stir here because of the high rate of software piracy. The US-based Business Software Alliance, a nonprofit trade alliance, released a report in May that showed that 82% of software used in China is pirated, compared to 20% in the US.

23,000,000

Starbucks has been accused of wasting more than 23 million litres of water each day because staffs are told to leave taps running non-stop. The bizarre policy, which is aimed at preventing germs developing in the taps in its 10,000 stores worldwide, has outraged environmental groups.



427,430,000,000

China's outstanding foreign debt was at 427.43 billion USD through June, 14.4% higher than the second half of 2007, the State Administration of Foreign Exchange said on 7 October.

70% Researchers have discovered that about 70% of apartments in Guangzhou, capital of Guangdong province, contained formaldehyde levels exceeding national standards, the Guangzhou Daily reported on 8 October.



-40% Commission earnings for Chinese securities companies dropped 40% in the first nine months of this year as the country's stock market slumped, China Securities Journal reported on 8 October.

1,000 The number of people receiving the "centenarian allowance" in Hai-nan Province will exceed 1,000 next year, according to the provincial department of civil affairs. Among the centenarians, the oldest woman is claimed to be 117 and the oldest male 109. It is said that the mild climate and clean environment are considered the main reasons for Hainan becoming "an island of longevity."



25 Hebei Province in north China has investigated and/or sacked 25 Communist Party and government officials involved in covering up a mine accident that killed at least 30 people in July, the provincial head said on 7 October.

178,000,000

More than 178 million Chinese traveled within the country during the National Day holiday week (Golden Week), up 22.1% on the same period last year, according to the China National Tourism Administration and the National Bureau of Statistics.



-2,000,000,000

Ping An Insurance (Group) Company's plan to make provisions for impairment in its investment in beleaguered Belgian financial services company Fortis will probably result in a 2 billion CNY (292 million USD) loss on the company's third quarter report, industry analysts have said.

80,000,000,000

China, South Korea, Japan and ASEAN countries may speed up the creation of an 80 billion USD fund to safeguard regional financial stability, a move that reflects increasing concern about US and global financial prospects.

< 10,000 Wall Street joined in a worldwide cascade of despair on 6 October over the financial crisis, driving the Dow Jones industrials to their biggest loss ever during a trading day. Even a big afternoon rally failed to keep the Dow from its first close below 10,000 since 2004.



136 Arsenic-tainted drinking water has poisoned 136 villagers in south China's Guangxi Zhuang Autonomous Region, the local government said on 7 October based on an initial investigation.

90 Oil prices rebounded to around 90 USD on 7 October in Asia after plunging to an 8-month low on concerns a significant slowdown in global economic growth will undermine demand for crude.



-76% Pre-construction sales of Beijing residential units dipped 76% in September from the same month last year, figures from an industry website show.

2,200 A robotic suit named HAL (Hybrid Assistive Limb) that reads brain signals and helps people with mobility problems will be available to rent in Japan for 2,200 USD a month starting 10 October. The invention may have far-reaching benefits for the disabled and the elderly.



-3,000 Ford-owned carmaker Volvo Cars says it plans to slash more than 3,000 jobs because of decreasing demand. The company says around 2,000 blue-collar employees and 700 white-collar staff will lose their jobs in Sweden, as well as another 600 employees abroad. Volvo Cars said on 8 October some 700 contracts with consultants will be terminated.

117,000,000

The Asian Development Bank (ADB) has launched a 117-million-USD pilot program to support funding for energy-efficiency projects in China, Shanghai Daily reported on 8 October. Under the plan, the ADB will extend partial credit guarantees for loans to build new energy-efficient buildings and to improve the energy efficiency of existing ones.



VOICES FROM THE WEF

Q & A WITH FORUM PARTICIPANTS

By Joei Villarama

James Chapman

Director - Xenel Industries

Xenel Industries is Saudi family-owned petro-chemical company with widespread investments all over the world including a large power station in Pakistan and manufacturing outlets in Bahrain, Turkey and Saudi Arabia.

Presence in China: People are migrating from America and Europe to Saudi Arabia to take advantage of very cheap feed stock raw materials so we have cheap feed stocks. But of course the market, the plastics and carpets and so on and so forth – all the things you can make with petrochemical – is in China so there's a natural marriage there. We are looking at particular companies who are willing to invest overseas such as the China National Offshore Oil Company. We have a joint venture with them so here we are.



On the economic crisis: There's no such thing as a free crunch. We're all going to have to share. The world economy will slow down but I believe it will be temporary. I don't think it will affect our investment decisions at all because they are all long term. The marriage that I mentioned earlier is a natural marriage anyway, whatever the circumstances in Wall Street.

The keys to global growth: I would say it's the ownership. They're very ambitious, energetic and imaginative people. Of course they have certain natural advantages being in Saudi Arabia but that's also a disadvantage in other people's minds because Saudi Arabia doesn't have good press.

On equality: Speaking also as an investor in all those countries where we work, what strikes me forcibly often and not just as an afterthought, is how similar people are everywhere. Humanity is remarkably similar in all their reactions and behaviour and so on and so forth. We look different but basically people are all the same so it's better to treat them all the same.

“There's no such thing as a free crunch.” We're all going to have to share.

Wolfgang Lehmacher

CEO - GeoPost Intercontinental

GeoPost Intercontinental is a holding company focused in the parcels and logistics domain with a turnover of 3,171 million EUR in 2007 and operating in 50 countries.

Presence in China: We have 14 depots in China with the head office Beijing. We started our operations here two years ago and we are growing 10% a month. In addition to China, we are having operations in Korea, Vietnam and Japan. The centre however remains China and we are currently investigating to accelerate this growth that we are experiencing. Tianjin is a real discovery. It's a production centre. I will go back and talk to my management here and see what we can do.

The keys to growth: The key is people. We are in the parcel distribution and transport business. It's all around people and what people are doing with each other. My experience is that you need a team of creative people with a lot of stamina driving it. You need to pick the right people in the countries. The success of China is the success of Chinese people because it's run by Chinese people.

The key also is a smart combination of owned assets and partnerships. We believe we don't need to invest and own assets. There are so many assets around and we are very happy to partner with Chinese companies to build joint business which contributes to the economy here.

Challenges: The main challenge in the industry is speed. We all want to go faster than we can but things take time. Give time to time and accept a





Calvin Chin

CEO – Qifang

Qifang is a social venture: a for-profit company whose operations deliver social returns to society as well as financial returns to shareholders. It empowers students to find people to support their educational aspirations.

Social entrepreneurship and scholarship: Qifang started a year ago on a model of social enterprise. Our operation is predicated on doing good and giving back to Chinese society. Through our web service, Chinese students can go online, register and find alternative means to pay for their education through scholarships, phil-

anthropic gifts or loans from individuals and companies who may be interested in returns. Our whole team, our founders and our investors, do derive a lot of fulfilment in achieving a social mission but at the same time operate with a business discipline.

The right partners: With a complex regulatory environment like China, where there's political risk, it's also supportive of our business to have a positive social impact that gives us an opportunity to work with government and work with the right kind of partners like banks and schools. Being a good corporate citizen, we find business cooperation easier.

Qifang users: The first students to use the platform are students from Chengdu in Szechuan not far from where the earthquake hit. We part-

nered with an outsourcing company who invested in their training, and we manage the relationship with them so that when they go back to work for the company internship program, they can repay that investment. We think that's a model that makes a lot of sense in China. We also have a relationship with the Ford Foundation in the Qinghai region.

On the WEF: Forums like this are a great way to step out of our day-to-day routine and exchange ideas with other big-thinkers, with people doing divergent things. It's where you can meet people with interesting ideas and find people you can collaborate with. It's an opportunity to talk about Qifang and answer questions from people in different fields.

Anna Tunkel

Special Assistant to the
President – APCO Worldwide

APCO Worldwide is a global consulting firm which specializes in public affairs, communication and business consulting for major multinationals.

On the WEF: It's a fascinating opportunity to learn. Everyone was preoccupied about the global financial crisis but the dialogues are very open and the participants engaging. It feels like a week is squeezed into three days. A sense of community is forged here in the sessions, dialogues and workshops. We sit down and engage in a dialogue with people from different regions and then there are regional follow up events.

On the GGCs: APCO is one of the founding members of the Global Growth Companies initiative. Our company is working with the forum in identifying more GGC members from all over the world to broaden the community. The common thread for many of these companies is their entrepreneurial spirit – a lot of them started from nothing to create huge, viable enterprises. The GGC community offers a unique opportunity for direct dialogue and engagement with those rising multinationals and upcoming industry leaders in the emerging economies, staying abreast of the upcoming industry trends, and political and economic developments.

A visionary leader: Margery Kraus, the founder and CEO of APCO Worldwide is a visionary woman who set up the company 25 years ago and grew it from one person in one office to a global presence with over 600



staff in 29 offices across 20 countries. Margery is a strong believer that the world is moving east and that growth and opportunities over the next decade will come from emerging companies from across the region. Barely a day goes by without several stories about China, India, or other newer growth markets that capture the imagination of corporate planners or marketing specialists. Investment flows today go in directions that one

would find unthinkable several decades ago.

The key to growth: In our business it is important to stay ahead of the curve and anticipate the issues that will impact our clients. Each of the markets needs a unique compass based upon local knowledge blended with global strategy, the 'glocal' approach as our CEO calls it.

Miten Mehta

Director - Financial Technology
(India)

Financial Technology (India) is a 1.84 billion USD (as of March 2008) global company that creates and operates technology-centric, next-generation financial markets across multi-asset classes including equities, commodities, currencies and bonds.

Company origins: It started with 15 people with a capital base of less than 50,000 dollars. Mr. Shah is a first-generation entrepreneur who actually went out and mortgaged his own home and went without salary for two years and built this company ground up. We have grown in the last 14 years from having 1 office to 50 offices. We can attribute that growth to the vision and entrepreneurial spirit of our founder Mr. Shah who set up MCX in India when everybody thought that an exchange out of India cannot grow into the size that it is today. Within a span of five years, the Exchange MCX has become the sixth largest exchange in the world today.

On empowerment: The empowerment comes in price transparency, trade efficiency, flowing structure finance, ability to leverage the market for risk-hedging purposes.

The key to growth: Our chairman has a message that goes, "Stay hungry and stay foolish." Stay hungry means you always have to be hungry for success, to achieve the next goal. Stay foolish means do not listen to others. Believe in your own gut feeling. Other people may tell you that you are too foolish pursuing an idea but do not listen to them. In the beginning, many people told our founder that there could be



no software product company that could be built from India. But for three years he did not listen to them and with passion and hard work he succeeded in building a company that is now a global leader.

On Tianjin: We are looking to expand here in China, especially Tianjin which is being promoted by the Chinese government as the next financial centre. We are looking forward to having a dialogue with the Tianjin

mayor and the government authorities. We are hoping that we can set up a multi-asset financial global centre and exchange here in Tianjin. Tianjin is close to Beijing and is accessible to large financial centres, but it doesn't have the typical problems that Beijing has like pollution and population. There's a lot of space and talent at a lot lesser cost than Beijing so the opportunity to establish Tianjin as a world class financial centre is very high.



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DAVOS TAKES TIANJIN

By Joei Villarama



The World Economic Forum opened just one day after President George W. Bush addressed the American nation. Foremost in participants' minds loomed the now global financial crisis. This conference of world business movers and shakers, industry, political and civic leaders took the address as fodder for lively debates as well as the backdrop for three days of non-stop networking.

As a rising economic and political powerhouse, China was aptly chosen to host the Annual Meeting of the New Champions. After last year's Dalian debut, Tianjin – promoted as the next Pudong – was this year's natural and logical option.

Premier Wen Jiabao set the tone of the conference in answering WEF founder Klaus Schwab's thought-

provoking question about the crisis. "Confidence of entrepreneurs, economists and state leaders is all the more important. At this moment, confidence is more valuable than currency or gold."

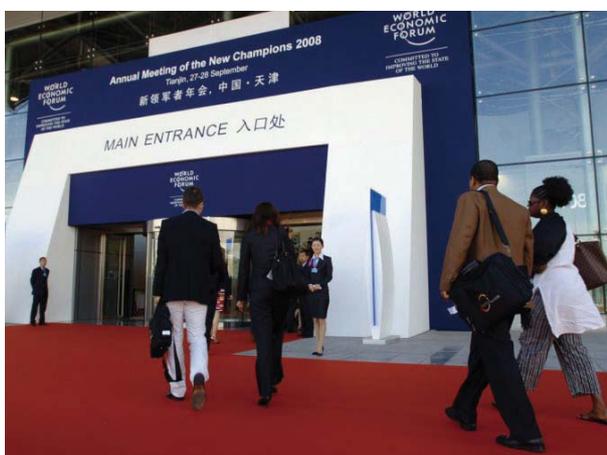
Discussion groups further dissected the issues surrounding China's ever-enlarging role in the geopolitical and economic landscape. Is the Western world asking too much of China? Is China prepared to take on greater global responsibilities?

China, step up

TIME Magazine editor Michael Elliott facilitated one such session on China. It generally surmised that the country still has a long way to go since "millions of its citizens remain in poverty and vast sections of the nation remain undeveloped." Elliott says, "There needs to be a growing educational awareness within China of the global economic architecture. When people ask of China that they behave responsibly in the financial or environmental sector, it's easy for Chinese to say it's not our problem."

"China has to take it a step further," reflects Caio Koch-Weser, Vice Chairman of Deutsche Bank. "There is a decline in the American economic power. Will China have the human resources and political culture to assume that leadership, not unilaterally but in a multilateral framework?"

Chairman of the China Construction Bank, Guo Shu-qing, predicts that intellectual human capital and inno-



vation will be the drivers of future growth. He observes that China's educational system is still far from realizing this, and there needs to be a shift from the past 30 years' focus on lower level, efficiency-driven growth.

According to Deloitte CEO James Quigley, the challenge is for China to "use innovation and move manufacturing up the value chain to higher kinds of manufacturing, just like the Airbus investment coming here. Getting where they are now is impressive, but what brought them here isn't going to get them to the next level."

Ten years ago, the Neusoft Corporation started with three people and 30,000 CNY. It now has 14,000 employees and a 100-million-dollar business. Its chairman, Liu Jiren, hailed as Asian innovator, also thinks China should continue strengthening and upgrading its manufacturing sector. As the recent milk scandal shows, however, quality should be paramount in the thoughts and actions of every socially responsible entrepreneur.



"Getting where [the Chinese] are now is impressive, but what brought them here isn't going to get them to the next level."

Chinese R&D expenditures have increased an average of 17% a year. According to the WEF session on Investing in Innovation, the government aims to boost spending on R&D from 1.4% of GDP (in 2005) to 2.5% by 2020. One panellist from that discussion thinks that China may be able to produce its version of Bill Gates but not Steve Jobs, explaining that "Chinese companies have not yet shown much interest in creating 'cool' products."



On the crunch

Another Chinese entrepreneur and Young Global Leader, Jack Ma of Alibaba fame, looks at the financial crisis in a positive way. "Now, at least the business world is back to basics. These past years, talk has been about quick profit. There's something wrong if we do not go back to the basics of creating value for the customers."

SMEs who have talked with Ma are worried about currencies, raw materials and labour costs. Ma tells them, "Let's worry about it today or else we'll worry about it tomorrow. This financial crisis will make China go from looking outside to looking inside." Other panellists in the Forum agree that China's future points toward domestic demand consumption, relying less on its exports.

Aside from focusing on domestic demand, China may find a different model of economic development not based on excessive leverage. CEO of First Eastern Investment Group, Victor L. L. Chu, notes, "There's tremendous liquidity in the banking system. That could be used, and private equity funds are beginning to receive legal support."

A panellist commented that the world hasn't hit rock bottom yet, and when it does "then that's when you'll start seeing real cooperation among the nations." The pessimistic view is countered by those who see more opportunities than ever in the emerging markets. Economist Andie Xie wrote in China International Business, "The next upturn will begin with a new trade boom among emerging economies. When trade takes off, the emerging economies are in a position to tighten monetary policy and strengthen their currencies to combat inflation – necessary conditions for the next bull market."



China and the emerging markets

The IMF forecasts that China is “still set to grow at 10% in 2009 and India expected to achieve year-on-year growth of 8%.” Goldman Sachs compiled a list of eleven nations that are on the heels of the BRIC countries. While none of them compares to the size of China and India, they nonetheless offer “equally compelling investment prospects.” WEF panellists and participants further elaborated on frontier markets in one of the plenary sessions.

“The competitive advantage today is no longer capital,” stated Harish Manwani, Unilever President in the emerging markets of Asia, Africa, Central and Eastern Europe. “Just because you have money and you want to invest in a market, it doesn’t mean you have a competitive advantage. The competitive advantage has to be built around capabilities you have and how you are going to differentiate your products and services in the market you are going into.”

“In a connected and boundary-less world, segmentation is less by country and more by consumer clusters” differentiated by income, explains Manwani. To take advantage of this, “you must have a portfolio of products and services that allow you to straddle this pyramid and offer middle, bottom and top end.”

“When business people see that other business people are confident, then they also want to be doing something.”

Participants from Africa expressed concerns over their continent as merely a source of raw materials and commodities. Their challenge is to add value and to move

up the value chain. Julie Gichuru, manager of a Kenyan media company, was studying the dynamics of the China-Africa relationship. Through the Forum she recognized that while the partnerships have been working well, much can still be done.

Wang Jianzhou, Chairman and CEO of China Mobile, shared his company’s recent experience of moving into Pakistan and encountering problems with infrastructure and power supply. These were the same problems China Mobile encountered very early on in China, so the organization was not easily deterred. Unilever’s Manwani echoes this sentiment, that going into emerging markets, one “has to be in it for the long haul and to stay the course in terms of developing capabilities.”

Manwani has a different spin on an oft-repeated phrase: “If you want to be successful in an emerging market, you actually have to think local. Think local consumers and customers but act global. Your solutions can be global. You have the advantage of scale and leverage by acting global, but more importantly, you must be seen as a local.”



The green imperative

A session about China as a possible green champion revealed that while the central government is a very “vocal proponent of green measures,” local governments unfortunately “too often remain fixated on boosting economic growth.” A panelist in this session contrasted this with Tokyo’s environmental goals, which were even more ambitious and aggressive than those set by Japan’s national government.

China’s local administrations should take the cue, embark on more initiatives and issue less excuses. The justification that China, considered a developing country, is entitled to pollute because the Western world did during its own stage of industrialization, doesn’t hold water anymore.



Carl Ganter, Managing Director of non-profit organization Circle of Blue, attended the Forum in hopes of building and strengthening the international network of journalists, scientists and researchers responding to the global freshwater crisis. Gathering information from the frontline that can influence decision-makers, Circle of Blue has sent a team to Inner Mongolia to investigate issues surrounding desertification. The group is also raising the red flag on the declining glacial flows from the Tibetan plateau. A 2007 Nobel Prize Winner, Rajendra Pachauri said in a Circle of Blue interview, “There aren’t too many researchers who have looked at this water situation and its far-reaching impacts.” The financial crisis may be principal in people’s thoughts these days, but

Carl Ganter reminds us not to take our eyes off the greater crisis racking the environment.

A WEF panellist during the green session also underscored the necessity for accurate information and free press in China, allowing reporters to pursue more in-depth stories about companies that pollute.

Forum take-away

Having attended both Dalian and Tianjin Forums, economist and writer He Fan thinks that the event’s true worth lies in the connections and contacts made, in serendipitous meetings of people doing “amazing stuff in their corner of the globe.” China Entrepreneur reporter Olive Hou

agrees that no matter what is discussed in the sessions, it’s the communication at a personal level that can “promote the future of the world.”

Russian journalist Mark Zavadskiy was “impressed by the positive attitude” at the Forum. Lurking around the “Village” where participants grabbed a bite to eat or nabbed a cup of coffee between sessions, Zavadskiy overheard several times how “now is the time to invest and later will be too late. When business people see that other business people are confident, then they also want to be doing something. It sets off a kind of chain reaction.”

WEF Head of Global Growth Companies, Jeremy Jurgens, shared that after the Dalian Davos last year, people came up to him, grateful for the Forum because they had made new contacts in India, Malaysia and with Fortune 500 companies. This year, host city Tianjin was able to tour a number of delegates around the port area, visit high-tech manufacturing and R&D facilities and eyeball the new eco-city being ambitiously co-built with Singapore. Attendees couldn’t help but be impressed, and now, only time will tell whether impressions translate into concrete investments.



Images provided by the World Economic Forum and Joei Villarama

CHINESE USE EASTERN EUROPE AS A BRIDGE TO WESTERN EUROPE, BUT IN SOME RESPECTS EASTERN EUROPE IS CHEAPER THAN CHINA

By Mark Gao

Eastern Europe has plenty in common with China. On high streets pirate DVD-buying locals worship uber-globalised brands like Zara and Mango, which have opened in every capital in the region. Stalinist buildings stand precariously among massive new architect-designed apartment complexes and malls. The

nouveau riche park their cars on footpaths and drink five-dollar cappuccinos while the underclass travels on sleeper trains that boast the same socialist comforts that China's trains offer: cheap tickets, hot water and dull onboard dining.

And most of all, labour is cheap. The average industrial wage in Romania is

500 EUR a month. Not terribly much higher than in China.

With the economies of older member states in relative stagnation, a new wave of Chinese companies is looking to promising retail and construction sectors in new EU member states. Educated, increasingly affluent labour forces in new EU member states like



Bustling Bucharest: Rising incomes and a thriving economy mean opportunity for Chinese business

Poland and Romania are appealing for Chinese investors. Chinese chief executives are also drawn to the region's well-connected road and rail routes to the greater European market.

Big Sino-Eastern European deals have shown the quality investment to be had from China, whose telecoms equipment makers like Huawei and ZTE, both Fortune 500 companies, have invested heavily in new EU member states. Huawei has proven "very competitive" in 3G mobile telecom solutions in Europe and plans to take a larger share of the Central-Eastern European broadband and data services growing very fast, says company spokesperson Heidi Li.

Winning on price as well as aggressive roll-out of new product, Huawei has picked up network equipment deals with tier one mobile operators in Hungary, Romania and Poland. The deals help the company establish a foundation for more opportunities in Europe, says Li. Huawei promises a "high level of localization" and "continuous innovation" in its European operations.

Chinese firms altogether invested USD 120 million in Poland in 2006, according to figures published by the Polish Ministry of Economics. That figure grew dramatically in 2007 when Huawei invested EUR 150 million, a deal backed by the state-run China Development Bank, to build Poland's new cellular network. Central and Eastern Europe in 2007 accounted for a quarter of the company's USD 2.05 billion European sales, steady on the 2006 figure, but with "particularly fast" development in Poland.

Beijing-based Lenovo chose Poland for a new USD 20 million PC manufacturing plant and logistics centre employing 1000. "Poland has managerial and technical talents, it's also got the logistics, the infrastructure and the production facilities," says Gerry



The lavish new Chinese cultural centre in Bucharest, opened by the Chinese government

Smith, Lenovo vice president charged with supply chain management.

China's investment in new EU members remains small compared to the cash poured in by nearby Germany and the UK. EUR 40 million from China – most of it in plants manufacturing telecoms equipment and air conditioners – is "nothing" in the context of EUR 6.5 billion overall FDI in 2007, concedes Dr Stoyan Stalev, director of the InvestBulgaria Agency. Austria, Greece and Holland are his country's top three investors.

“ Bulgaria offers foreign investors a 10% corporate and personal income tax rate, much lower than most other EU states. ”

Bulgaria is, however, expecting China's share to grow as it focuses more of its marketing efforts on China and Japan. Most investment from China will come in the form of production of so-called black goods – like television sets and stereos – says Stalev. Invest – Bulgaria is also seeking Chinese investment in local auto components makers as well as electronics and IT companies, he says. "We want good quality Chinese companies to manufacture in Bulgaria and to do R&D here."

Markets

Chinese investors are in demand in Poland, which has a shopping list of where it wants Yuan flowing: Chinese IT, electronics, automotive and infrastructure companies are all welcome, says Andrzej Dryzba, economic counselor at the Polish embassy in Beijing.

GDP growth in Poland is running at levels twice those of Western Europe. The country's 38 million-strong population is driving 10% annual growth in retail markets, explains Dryzba.

China's leading brands are using price to grab a share of the region's



A strong manufacturing tradition means there's plenty of idle infrastructure and cheap real estate for investors in Bulgaria, Romania

expanding markets. “The infrastructure climax in Western Europe has passed,” says Li Mo, project manager in the international cooperation department at Zoomlion, a leading Chinese maker of construction machines. “Eastern Europe demands more machinery because the construction industry is booming there.”

Zoomlion’s biggest markets in Eastern Europe are Poland and Romania – Mo refuses to give the exact percentages. Exports to Europe (including Russia) account for 50% of total exports at Zoomlion, headquartered in China’s industrial heartland town of Changsha. Britain, however, remains the company’s top EU market, accounting for 10% of EU sales (second and third placed are Italy and Holland).

Infrastructure

Aside from growing markets, Central and Eastern European states have also shown they can offer infrastructure sometimes superior to mature EU member states like Ireland. Poland’s rail and road infrastructures fan out from GD Poland, a USD 25 million distribution center outside Warsaw that ships Chinese commodities to retailers across the region.

“There’s a population of 250 million within a 1000 kilometre radius,” points out Dryzba. Aside from road connections, Poland’s three Baltic seaports connect to seaports in China. Similarly, Bulgaria’s ports give access to the Black Sea and Russia as well as Turkey and the Middle East, explains Dr. Stoyan Stalev.

“**Poland’s 14 incentivised Special Economic Zones offer corporate income tax exemption and grants for employee training to foreign investors.**”

Hungary is making a similar pitch. Budapest is the ideal base for Chinese investors who intend to enter the Central and Eastern European or the EU markets, says Thomas Wu, general manager of Beijing-based Keeway Consulting, which advises Chinese firms on investment strategies in

Europe. “Hungary is also the logistics centre of the Eastern European region,” says Wu. Like GD Poland, the China Brand Trade Centre in Budapest, managed by Keeway, acts as a logistics centre for Chinese exporters selling on the EU market.

Chinese firms have invested nearly USD 200 million in Hungary, mostly in electrical and telecommunications industries. Huawei, ZTE and Hisense have local operations while Chinese computer giant Lenovo makes desktop computers in the country. Chinese car and battery maker BYD recently purchased a battery factory in Hungary. The company, which has promised to export its own-brand automobile to Europe, refused to elaborate on its strategy for the Hungarian acquisition.

Low-cost talent

Notoriously cost-conscious, Chinese firms, particularly smaller, private firms, are drawn to the new EU states. Though rising by 15% yearly at EUR 350 per month, Bulgaria’s industrial wages have a way to go to catch EU averages. Local wages will remain competitive for another ten years, says Stalev. Bulgaria offers foreign investors a 10% corporate and

personal income tax rate, much lower than most other EU states.

China is going to Poland, Bulgaria and Romania for similar reasons. Poland's 14 incentivised Special Economic Zones offer corporate income tax exemption and grants for employee training to foreign investors. Ernst & Young ranks Poland second in planned investments in Europe and 10th globally. "Excellent productivity," says Dryzba, comes from having a 20 million-strong workforce of mostly young, highly educated workers.

Factory wages of EUR 5.2 per hour compare well with neighbouring Hungary's EUR 6.1 per hour. Poland in 2005 ranked fifth after Germany, UK, France and Scandinavian countries in an Ernst & Young ranking of labour skills level. "Finding qualified managers and staff is not a problem in Poland," adds Dryzba.

EU funds, tax incentives

Poland's infrastructure and talent advantages are built on the very EU funds upon which Ireland once thrived: Dryzba points to EUR 90 billion in EU funds available for development, infrastructure and human capital between 2007 and 2013.

Firms like Huawei have found that in education Poland has copied a model that worked well for Ireland: a system of 20 information and telecommunications (ICT) academic centers, backed by EU funds, have enrolled 150,000 IT students, some of whom will staff the local operations of multinationals like Huawei, Microsoft and Nokia.

Rising costs

Eastern Europe's recent economic success may also work against China. A dramatic improvement in the Czech economy has pushed up land prices and shifted government priorities to R&D-based investments, ex-

plains Jaromir Cernik, head of South-east Asia Operations at CzechInvest, a government agency. The booming local economy has meant skills shortages in the automotive and electronics industries. Wages are rising by 8% year-on-year, says Cernik. "Wages for technicians are now comparable to Germany... Hence we're looking for IT and technical skills."

“
**Skills, infrastructure
and local market
are sufficient
incentives for
Chinese investors.**
”

That doesn't mean China won't invest. Beijing's sovereign wealth fund (SWF) could be spent acquiring promising local companies, says Jaromir Cernik. Singapore's SWF has already been seeking out targets for investment. Many of the country's younger companies, fostered on EU subsidies, will need cash when EU grant aid is phased out in 2013. The upcoming privatization of Czech airports has drawn attention from China, says Cernik.

Still cheap

Despite the advances, China's investments are often relatively unsophisticated manufacturing projects. In Romania a colourful Chinese expatriate named Roger You has built his Friendly & Joy (F&J) conglomerate exporting soft woods such as beech and oak to North America and the USA. F&J has also invested in TV and cigarette manufacturing: its subsidiary Sinorama refitted a local tobacco plant.

In the Czech Republic, Shanghai Maling built a USD 10 million meat processing plant. Deals are often similarly low-spec at the purpose-built Chinese Industrial

Park in Koszalin. Recent investments there include the USD 5 million Athletic Group bicycle maker.

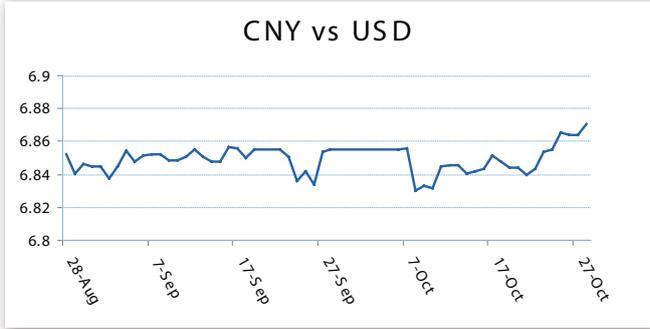
Up to now most of the Chinese investments in new EU member states remain a testing ground for the more lucrative but crowded Western European markets. Bolstered by a 30% stake bought by Prophete, a German based investor, DHS bicycles exports most of its output to Germany and Italy. Similarly, Eastern Europe is a production base and shipping base for Chinese electronics, like TCL which partnered with TTL Polska in a USD 60 million local joint venture.

These companies, like Zoomlion, follow a classic Chinese manufacturing model, starting in price-conscious but high-volume developing markets and moving on to more-developed markets. "After South America the [Eastern European] standards are not a quantum leap for China," says Richard Brubaker, a Shanghai-based consultant whose All Roads Lead to China blog documents Chinese manufacturing trends.

Yet states like Poland and the Czech Republic are increasingly being seen as a "new Europe" where skills, infrastructure and local market are sufficient incentives for Chinese investors.

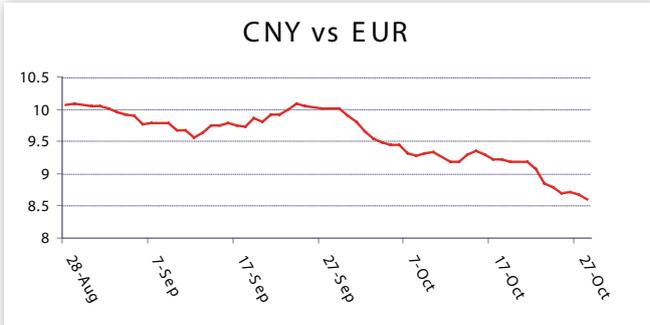
One of those, Sichuan Changhong Europe Electric, an LCD television maker, has chosen to cluster its R&D, manufacturing and sales operations in a USD 10 million greenfield site opened in Humbuk, the Czech Republic. "TV sales are growing by 100 percent a year in Eastern Europe," points out a company spokesperson. Similarly, Huawei, says Li, is "very confident" about future development in Central and Eastern Europe. "We will continue investing in the region." ■

THREE-MONTH CNY TRENDS



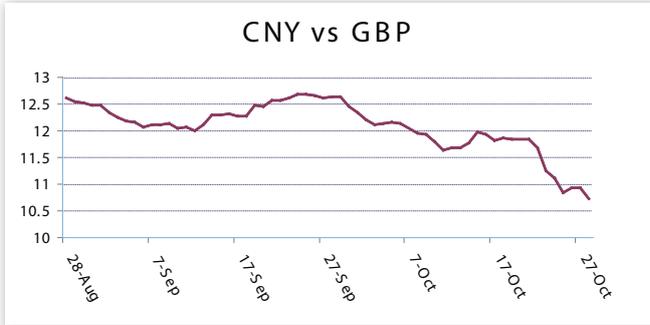
USD
Fairly valued, elusive catalyst with risk from threat of hard landing

The revised bailout package may provide the USD with some short-term support, although the USD is at fair value against the EUR and the GBP, and a hard landing for the economy remains a key risk.



EUR
Rate cut would reduce attractiveness of the currency

Slowing economic activity and increasing risk of recession continued to depress the EUR. It is at fair value relative to the USD, and we would expect the exchange rate to be volatile, but fundamentally range-bound.



GBP
Weak performance due to economic weakness

Weakness in the large current account deficit, a potential rate cut, and problems such as the subdued housing markets have contributed to weaken the GBP versus USD. The outlook is for the exchange rate to remain volatile, but with no clear direction.

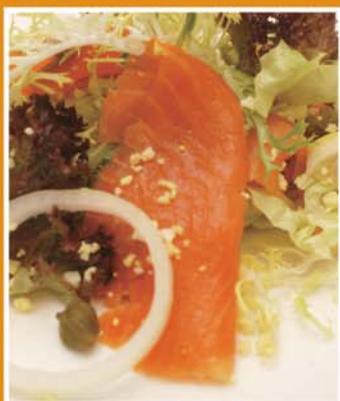
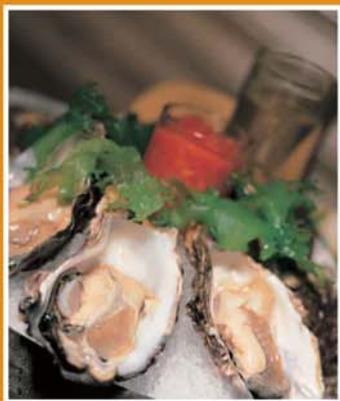


JPY
Undervalued versus USD, but weak macro unresponsive of currency

From a valuation point of view, the JPY continues to be marginally undervalued relative to the USD. But the weak macro picture and unresponsive interest rate differentials continue to be negative factors.

■ Data source: Oanda.com interbank rate

Analysis provided by HSBC Tianjin (October issue HSBC Premier)
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TIANJIN REAL ESTATE IN Q3/08: A STEADY MARKET AMID GLOBAL SLOWDOWN



Michael Hart,
Managing Director,
Jones Lang LaSalle
Tianjin office

Tianjin, 31 October 2008 – Although China’s GDP slowed down to 9.9% in first three quarters in 08, Tianjin showed how strong its economic fundamentals are by achieving RMB 462.4 billion with a growth rate of 16.4%. “Tenants from the financial industry showed extremely strong demand for Grade A office space in Q3/08,” noted Michael Hart, Jones Lang LaSalle’s Managing Director for Tianjin. “More than 65% of transactions were contributed by foreign banks.” Retail rentals continued their upward trend as most of the existing projects were fully occupied with only little space available for new tenants. Tianjin’s retail sales in the first three quarters of 2008 were recorded at RMB 148.4 billion, a strong growth of 24.9% over the same period of last year. Transaction volume and price of high-end residential properties started to fall in Q3/08; however, this should be considered a reasonable market adjustment after the very rapid housing price rise in H2/07. The Tianjin Housing Bureau announced a series of incentive policies to stimulate demand in late October. Occupancy rate of non-bonded warehouses rose significantly in Q3/08. 3PLs and manufacturing giants continue to be keen on quality logistics space.

Retail

Rising sales and rentals – Regardless of the negative impact of the weakening residential market and the global financial crisis, Tianjin’s retail sales in the first three quarters of 2008 recorded a very strong growth of 24.9% over the same period of last year. The statistics bureau stated that the consumption habits of Tianjin’s residents are shifting from spending for their needs to buying items to reward themselves.

No new retail projects were completed in Tianjin during Q3/08. Most existing projects were

fully occupied with only little space available for new tenants. The Tianjin Haihe Construction Development Investment Company is in the process of redeveloping the former Italian concession into a retail area called the “New I-Style Town”. Dozens of historical individual buildings are now available for lease.

Two new projects that are scheduled to open in Q4/08 are reportedly achieving high pre-leasing rates. These are Landshare, developed by Datong Group, in Xiaobailou area and CapitaLand’s Jiamao Shopping Center (part of Central Plaza) along Haihe River in Hexi district.

Grade A Office

Strong demand from financial firms – Vacancy rates of Grade A offices declined to 17.5%, down 8.2% from the previous quarter. Financial firms contributed most of the take-up. Of the 8,538-sqm Grade A absorption, more than 90% was generated from tenants leasing space in The Exchange Tower 2 – the town’s premier building, developed by GIC and HKR.

Hang Seng Bank just set up its Tianjin Branch in The Exchange Tower 2, occupying 717 sqm. DBS representative office relocated from The Exchange Tower 1 to Tower 2 of the same complex, leasing a whole floor as its Tianjin





branch. Industrial Bank of Korea rented two floors to set up its China headquarters in The Exchange Tower 2. This is also the first foray of IBK in China.

Following their entrance into the Tianjin market, these banks are looking for retail space to open their Tianjin (sub-) branches. This is expected to further drive the market demand. After leasing 363 sqm in The Exchange Tower 2 to open its first Tianjin branch in April 2008, Ernst & Young recently doubled its space to 717 sqm in the same project.

At the same time, a number of Asian and domestic banks were leasing large space in projects that are not necessarily Grade A quality, but with good locations, such as Korea Exchange Bank's China headquarters, Jinan City Commercial Bank, and Harbin Bank.

Tianjin is not completely immune from the global financial crisis. Some banks and investment companies temporarily suspended their expansion plans in Tianjin. Even at a slower pace, there is little doubt that we will witness the expansion of financial and professional service companies in the next few months. Given the strong industrial fundamentals of Tianjin, service providers for the industrial enterprises will help support the market as well.

Logistics

Active leasing and sale transactions – Most non-bonded properties are enjoying vacancy rates below 9%. “ProLogis had several big transactions in Q3/08. All of its completed space was leased out,” noted Hart. Motorola leased 27,000 sqm in ProLogis Park TEDA in September; and CJ GLS Corporation, a logistics service provider for Samsung, rented 5,000 sqm in ProLogis AIP Logistics Center. Large bonded supply will be delivered in the East Port from 2008 to 2011. The occupancy rate is expected to increase as more incentive policies in this area gradually get implemented.

AMB Property Corporation just acquired a warehouse property from GKE (Tianjin) International Warehousing and Logistics Co Ltd. “Attractive returns have generated great interest among international investors and warehouse developers, as they try to purchase existing warehouse properties as well as land for new developments in Tianjin,” said Hart.

High-end Residential

A stagnant but stable market – On the back of the recent slump in the residential market and the financial turmoil, the Tianjin market was affected by the negative sentiment, and buyers were still conservatively adopting a wait-and-see attitude. Of the 6,369 total high-end units available for sale, 641 units had been sold. Transaction



volume in Q3/08 declined 47% q-o-q. West Uptown Luxurious Apartment, which was developed by Neo China, continued to achieve the highest transaction volume among all high-end projects.

Besides previous promotions, such as offering a certain percentage discount of the total price – usually around 3% – a number of developers in Tianjin started to lower their prices starting from Q3/08. Price reductions ranged from RMB 500 to RMB 2,500 per sqm.

Capital values of Tianjin's high-end properties were RMB 13,596 per sqm in Q3/08, down 5% from the previous quarter; however, they were still higher than prices for the same period a year ago. Since residential prices grew rapidly in the middle of 2007, the current minor decline in price is merely a market adjustment. Nevertheless, a few projects adopted the same price as that of the last quarter.

Investments

Investors still optimistic – Due to the financial turmoil, some international investors are temporarily holding their investment plans, but those who are not affected by the crisis and with excess cash continue to show great interests in the Tianjin property market. Some of the target properties are not necessarily large malls or Grade A offices, but those that have reasonable locations and designs. Several en bloc transactions are expected to take place in 2009. Some investors are even using the turmoil as leverage to bargain with sellers.

The Tianjin government is exerting great effort to promote and improve the investment environment of the city. Recently, Tianjin Equity Exchange registered and opened in Binhai New Area. Within this year, the first batch of companies and private equity funds will be listed. The operation of the Exchange is expected to build up market experience and pave the way for the OTC market, which will eventually be set up in Tianjin.

Recently, Binhai New Area (BNA) announced new guidelines to promote modern service, sustainable economy, industrial shift to the east, talent cultivation, etc. Hart noted, “The guidelines not only clarified a series of preferential policies for BNA, but also addressed how to integrate BNA with central Tianjin. This is a good sign for investors who are worried that BNA will become so strong that central Tianjin will be facing fierce competition from BNA.” For instance, Binhai New Area will reserve land to accommodate future industrial shift from Central Tianjin to the east. Additionally, if projects and enterprises introduced by Central Tianjin successfully register or set up plants in BNA, a certain percentage of the corporate tax payments will be returned to Central Tianjin. ■

About Jones Lang LaSalle

Jones Lang LaSalle (NYSE:JLL) is a professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate.



IMPLEMENTATION RULES OF PRC LABOR CONTRACT LAW



Pedro Lemos Carvalho



Ilana Wang

by attorneys
Pedro Lemos Carvalho
and Ilana Wang,
Garrigues Shanghai

The PRC Labor Contract Law (“LCL”), which came into force on 1 January 2008, introduces the Chinese labor framework to new concepts and rules that will from now on govern all existent labor relationships in China. One of the main driving forces for the LCL was a more effective protection of employees, frequently deemed the “weakest link” since employers most commonly benefited from the legal voids which existed for some relevant matters. The LCL has brought a significant change to the Chinese labor framework and therefore the related costs for enterprises have risen substantially. Even some analysts were of the opinion that China was starting to lose one of its competitive advantages as an economy with “cheap labor”.

The implementation of the LCL has been the center of attention from both Chinese companies and FIEs and their foreign investors. Although some foreign investors are now taking different approaches towards the Chinese market as a “cheap labor” market, and in some cases even diverting their investments to cheaper markets, investors who are well-established in China and still investing are more willing than ever to get acquainted with the Chinese labor legal framework, particularly with the new LCL.

Enterprises have been adopting measures to try, on one hand, to be in compliance with LCL, and on the other hand, to minimize the impact of the LCL in their operations. However, there has been some uncertainty surrounding many provisions and concepts contained in the LCL. Issues such as the reference dates for the calculation of the 10-year term for execution of a mandatory open-ended contract and the consequences

of not having written labor contracts in case of refusal of signature by employees were expected to be clarified with the implementation rules of the LCL. And they have been. Yet other matters are still lacking regulation and may still lead to misunderstandings and confusion.

The highly expected *Implementation*

Rules of Labor Contract Law (the “Implementation Rules”) were finally promulgated on 18 September 2008 and have shed light on some of the issues that had remained unclear since the promulgation of the LCL, as follows:

1. When is it mandatory for an employer to conclude an open-ended contract with one of its employees?

The LCL has introduced the concept of open-ended labor contracts, contracts without a definite ending date.

These compensation mechanisms aim at preventing employers from random hiring and dismissal of employees and have increased labor costs in general.

Besides the voluntary conclusion of open-ended contracts between employers and employees, and exception made to cases in which employees themselves suggest the conclusion of a fixed-term contract to employers, employers will be obliged to conclude open-ended contracts under specific circumstances, including cases in which employees have consecutively been working for them for a period of no less than 10 years, or two consecutive fixed-term contracts have already been concluded.

In order to comply with these requirements, issues were raised on how to calculate the consecutive working period of 10 years and whether a labor contract for a specific task could also be deemed as a fixed-term contract.

According to the Implementation Rules, the working period prior to the date when the LCL came into force will also be taken into account when computing the working period of 10 years. This understanding renders useless the signing of new labor contracts with employees to try to avoid reaching the 10 years of service. Moreover, the transfer of employees from one employer to another (for instance, between related enterprises) for reasons not attributable to the employee will also not serve as a cause for resetting the calculation of the 10-year period of service.

Another issue was the question as to whether a contract for a specific task could be deemed as a fixed-term contract for assessment of the requirement of conclusion of two consecutive fixed-term contracts. Since the Implementation Rules are not clear on this point, local labor authorities tend to deem such contracts as fixed-term contracts for this purpose. For this reason, employers must be cautious and try to avoid employing staff for specific projects or seasonal work on a consecutive basis.



2. Does an open-ended labor contract mean a lifetime contract?

This new concept generated discussion and concerns among employers, since there were fears that this type of contract would lead to lifetime security for employees and in some cases longstanding burden for employers. However, the Implementation Rules clearly stipulate that an open-ended labor contract may also be terminated under the same conditions as those applicable to fixed-term contracts. For cases of termination by the employer, there are 14 conditions under which an employer will have the right to terminate an open-ended labor contract. It is therefore not an impossibility to terminate an open-ended labor contract, since employers may terminate them given that the legal conditions are met and formalities such as delivery of a termination notice and payment of severance pay are performed.

3. Under which circumstances is the employer entitled to terminate a labor contract?

The Implementation Rules compile in one of their articles all of the 14 circumstances which may lead to the termination of labor contracts by employers, and that are scattered throughout several articles of the LCL. As an example, the employer is entitled to terminate a labor contract in cases in which there is mutual agreement between the parties, in case of employees' fault (such as serious neglect of duties and severe violation of internal rules) and incompetence even in adjusted position, and changes of circumstances (such as production adjustments, technology innovation, company restructuring).

Among all the legal termination conditions, the employees' severe violation of internal rules is noteworthy, since the termination is based in

objective causes which are contained in rules drafted and approved by the employer. Employers must be aware, however, that internal rules and policies must be approved by representative bodies of the employees or by all employees.

4. What if the employee refuses to sign a labor contract?

Pursuant to the LCL, it is now mandatory to enter into written labor contracts, and there are legally established consequences for employers in case this duty is not performed.

The rights and the obligations/consequences prescribed for employers can be summarized as follows:

As pointed out in the above chart, employers will have to notify their employees in writing asking for signature of labor contracts. In case no written contract is executed after proper notification, a 1-month grace period is given to the employer, and during that period the employer shall merely pay salary for the employee's effective working time. From the second month up to the twelfth month, however, the employer is obliged to pay double the unsigned employee's salary. After 12 months have elapsed

without a written contract, an open-ended labor contract shall be deemed as concluded.

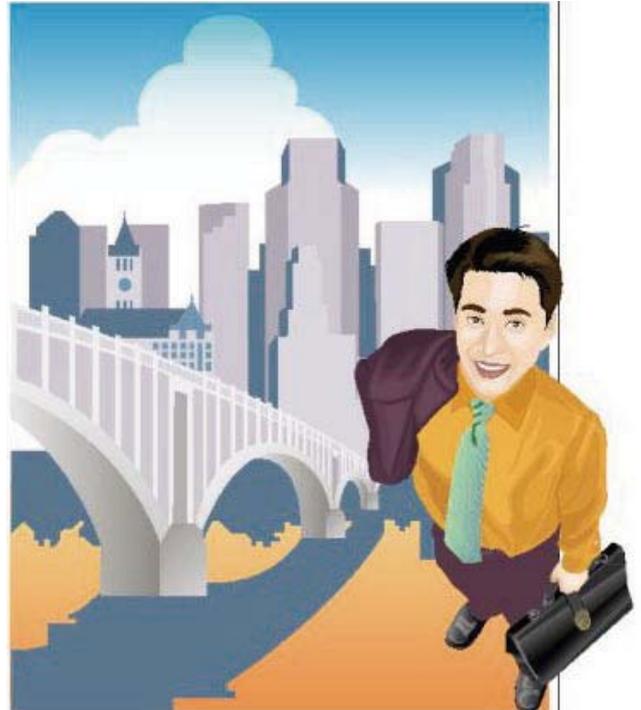
5. When to pay and how to calculate severance pay and compensation?

The LCL introduces severance pay and compensation mechanisms for leveraging employee protection.

Pursuant to the LCL, employers shall disburse severance pay in (i) cases of termination of contract by the employee for reasons directly attributable to the employer's unlawful conducts such as lack

of provision of labor protection or working conditions, failure of timely payment of labor compensation and social security, enforcement of illegal internal rules and policies; (ii) cases of termination of contract by the employer for reasons such as major changes to the circumstances relied upon at the time of execution of the labor contract, incompetence from the employee and impossibility

of adjustment to job position after medical care period for illness and non-work-related injury, and restructuring pursuant to PRC Enterprise Bankruptcy Law; (iii) cases of expiration of fixed-term labor contracts, except if the employee refuses to enter into another labor contract; and (iv) cases of declaration of bankruptcy, early liquidation, revocation of business license or closing of op-



Employer's Rights		Employer's Obligations/Consequences					
1 st Month		Contract termination right if not signed by the employee after written notification for contract signing	Issuance of written notification for contract signing	Issuance of written notification for employment termination	Salary payment for the actual working time		
2 nd Month - 12 th Month	Ask for signing contract					Additional monthly salary payment	
2 nd Year -						Deemed as conclusion of open-ended contract; immediate conclusion of written contract	



erations. The Implementation Rules further clarify that severance pay must also be paid in cases of termination of contracts for specific tasks.

Severance pay shall be calculated based on the employee's average monthly salary for the previous 12 months (not exceeding three times the local average monthly salary, as determined by local authorities) and his/her working period with the employer. For each full year (working period exceeding 6 months but less than 1 year shall also be deemed a full year), one average monthly salary shall be disbursed as severance pay, and for a working period of less than 6 months, half of the average monthly salary. The total sever-

ance pay may not exceed 12 average monthly salaries, when the working period exceeds twelve years.

It is noteworthy that severance pay is applicable to contract termination cases specified in the law. In case a labor contract is illegally terminated by the employer the employer shall be liable for payment of compensation to the employee. The compensation shall be calculated in the same way described for severance pay, but paid in double. Moreover, please note that in case of employment prior to 1 January 2008, severance pay shall be calculated counting as from such date, whereas the compensation shall be calculated taking into account the actual commencing date of employ-

ment. If the employee is entitled to severance pay under previously applicable laws and regulations, this matter shall be handled in accordance with such legal framework.

6. Is severance pay due in addition to compensation in case of illegal termination of labor contract?

As stated above, the LCL has introduced severance pay as well as a compensation mechanism for illegal termination of labor contract; however, it failed to clarify whether employers shall also pay severance pay when compensation is paid. The Implementation Rules expressly stipulate that employers are not required to pay severance pay when compensation has been paid.

The newly issued Implementation Rules clarify to certain extent some matters that were not very clear under the LCL. Other relevant matters remain unclarified and may be subject to upcoming regulations, such as the definition of "temporary, auxiliary or substitute job positions" for the lawful practice of the placement of employees by staffing companies; the procedures for the appointment of employee representatives in each company, etc. This last issue is rather relevant since employee representatives are granted an important role for matters such as the approval of internal rules and policies of employers, which may be determinant for the dismissal of employees. ■



Garrigues has over 12 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.

ARBITRATION AT CHINA INTERNATIONAL ECONOMIC AND TRADE ARBITRATION COMMISSION



Simon Bai
Winners Law Firm

China International Economic and Trade Arbitration Commission (CIETAC), as a major arbitration institution in China, has acquired reputation over the years for its impartiality and professionalism and has been widely chosen as the dispute settlement mechanism by businesses both inside and outside China.

CIETAC has its headquarters in Beijing and sub-commissions in Shanghai and Shenzhen, with arbitrators from both China and overseas. CIETAC offers domestic, foreign-related and international arbitration. It administers a panel of more than 270 approved foreign arbitrators and nearly 700 Chinese arbitrators as of May 2008.

Jurisdiction of CIETAC

The Arbitration Law of the PRC (1994, the “Arbitration Law”), which came into effect in 1995, is the major legislation on arbitration in China. In 2005, the Supreme Court of China issued an Interpretation of the Arbitration Law which supplements Arbitration Law by addressing some of the open or unclear issues. In addition, CIETAC has its own Arbitration Rules.

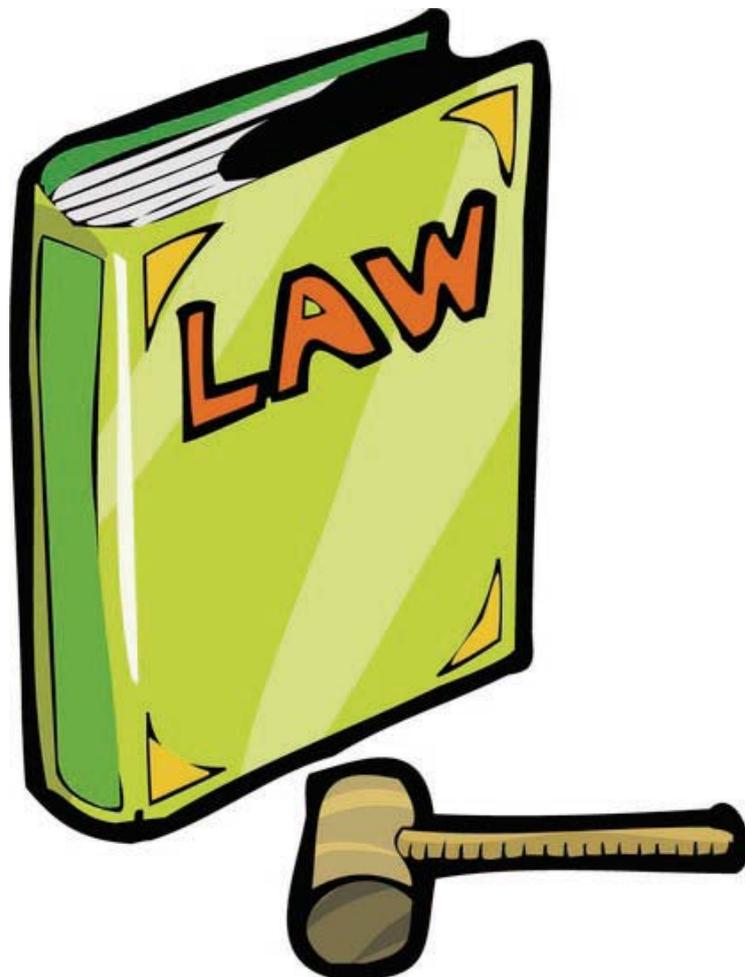
In accordance with Article 16 of Arbitration Law, the Supreme Court’s Interpretation and CIETAC Arbitration Rules, the following requirements must have been fulfilled before CIETAC can exercise jurisdiction over a dispute:

i. there is a written agreement (this may take a wide variety of forms, including email and other forms of correspondence) expressing inten-

tion of the parties to arbitrate, concluded before or after the dispute arises;

ii. the subject matter for arbitration falls within the scope of arbitrable matters (Under the Arbitration Law, certain types of disputes are non-arbitrable: marital, adoption, guardianship, support and succession disputes, and administrative disputes that are required by law to be handled by administrative authorities); and

iii. designation of the arbitration tribunal



with jurisdiction to hear the dispute (Even if the name of the arbitral commission is incorrect or unclear, as long as it can be determined which arbitral commission is ascertainable, such designation shall be effective).

CIETAC Procedures

The arbitration procedure commences from the receipt of an arbitration application by CIETAC, filed by the claimant, together with supporting materials and relevant arbitration fees, as determined by the amount of claim. The application must contain all relevant information such as the names and addresses of the concerned parties, the claimant's claim and the evidence on which the claim is based.

After reviewing the application of arbitration, if it is decided that all formal requirements are fulfilled as specified in Arbitration Rules, CIETAC will issue a Notice of Arbitration to both parties, together with arbitration rules and a pamphlet of arbitrators.

Within 15 days of receipt of the Notice of Arbitration, the parties must each nominate one arbitrator from CIETAC's approved panel and jointly nominate the third presiding arbitrator to form an arbitration tribunal. If the parties are unable to do so within the time limit, CIETAC will nominate the arbitrator(s). Under circumstances as set forth in Article 50 of the Arbitration Rules, a summary procedure may be employed where a single arbitrator forms the tribunal, rather than three, which is the ordinary procedure.

The defendant shall submit a written statement of defense to CIETAC within 45 days of receipt of the Notice of Arbitration (with extension possible). Upon receipt of the respondent's defense, CIETAC shall serve a copy on the claimant within the time limit specified in the rules of arbitration.

Pursuant to Article 14 of the Arbitration Rules, the claimant may amend its arbitration claim, and the respondent may acknowledge or refute the claim and shall have the right to raise a counterclaim.

Once the tribunal has been formed, the General Secretariat of CIETAC shall schedule a date for oral hearings on a minimum of 20 days' notice for the initial hearing to the parties. Request for rescheduling such date on reasonable grounds is subject to approval.

According to Arbitration Rules, the venue for arbitration may be agreed upon by the parties; otherwise it shall take place at one of the three cities where CIETAC is domiciled.

After conclusion of oral hearings, the tribunal will render



an award within 6 months of formation of the arbitration panel, with extension of such time limit possible where the CIETAC deems reasonable and justified.

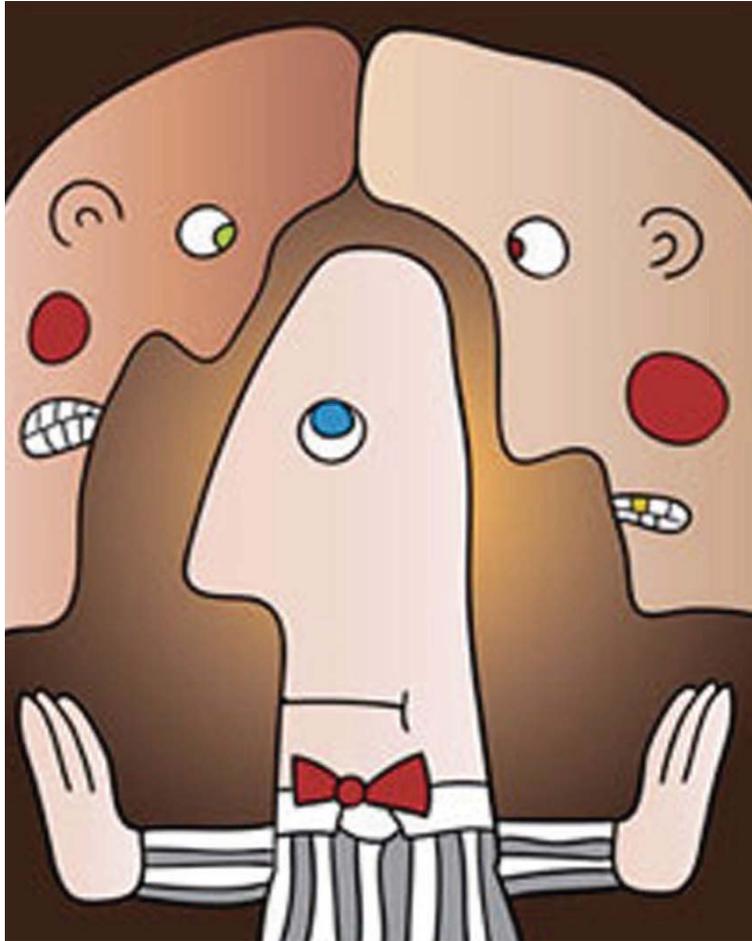
CIETAC rules provide that all arbitration awards will be final and binding on the parties, and may not be appealed.

CIETAC allows the parties to take steps to ensure the conservation of property at the request and for the benefit of one party. These measures are intended to prevent any party from selling, transferring or disposing assets in order to frustrate an unfavorable verdict against it. CIETAC does not take such preservation measures on its own, instead it passes on such request from the party to the relevant court that is situated in the same jurisdiction in which the assets or the opposing party are located or domiciled.

The applicant for a conservation order is also required to post a bond as security. Security for costs (sufficient to cover the value of such assets to be preserved) must be provided in the event that the applicant ultimately loses the case and the other party suffers loss resulting from such measures of preservation of assets.

Application for preservation of evidence relevant to the case from one party has to be made to CIETAC, which will subsequently solicit the assistance of a competent court located in the same jurisdiction where the evidence is to be obtained.

Absence without proper excuse will be deemed as non-attendance and proceedings can take place in the absence of a party. Withdrawal from the hearing without prior approval by the tribunal in the middle of arbitration hearings shall not invalidate tribunal hearings. The tribunal is entitled to render an award in the absence of a non-attending party.



Enforcement of Arbitral Awards

Only under exceptional circumstances will judicial review of a tribunal's decision be granted. This is particularly the case with arbitral awards rendered by foreign arbitration institutions from the New York Convention (Convention on the Recognition and Enforcement of Foreign Arbitral Awards) signatory countries, to which China has acceded, as well as awards handed down by China arbitration institutions in relation to cases that involve foreign-related elements

Article 259 of China Civil Procedure Law (CPL) provides that, in respect of a dispute arising from foreign economic trade, transport or maritime activities of the PRC, where an award has been made by an arbitral organ of China handling cases involving a foreign element and a party fails to comply with that award, the other party may apply for enforcement to the intermediate people's court of the place where the party against whom the application for enforcement is made is domiciled, or where its property is located.

According to an opinion of the Supreme People's Court,

the following types of cases are classified as cases involving a foreign element:

- A party to the dispute is a foreigner or foreign enterprise or organization;
- Either the establishment or variation and termination of legal relationships is made outside the PRC;
- The subject matter in dispute is located outside the PRC.

Furthermore, Article 260 of the CPL provides that a China court may refuse to enforce an award only where:

- i. The parties did not have an arbitration clause in the contract or have not subsequently reached a written arbitration agreement;
- ii. The party against whom the application for enforcement is made was not given notice of the appointment of an arbitrator or of the inception of the arbitration proceedings;
- iii. The composition of the arbitration tribunal or the procedure for arbitration did not conform with the rules of arbitration;
- iv. The matters dealt with by the award fell outside the scope of the arbitration agreement or were not the type the arbitral organ was empowered to arbitrate;
- v. The enforcement of the award would go against the social or public interest of the PRC.

According to an Opinion from China Supreme Court, any refusal to enforce an award with a foreign-related element by any lower courts has to be pre-approved by the Supreme Court. It can be concluded from the above specified grounds for refusal of enforcement that the courts will only examine the legality of the procedure leading to the arbitral award and will not scrutinize the substantive issues in the award.

It has to be noted that domestic arbitration awards are theoretically subject to judicial scrutiny on a much more substantive basis.

金诺律师事务所
Winners Law Firm

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



Merger of AmCham Tianjin and AmCham-China

Dear Members,

Twelve years ago a group of business leaders in Tianjin came together to form Tianjin's American Chamber of Commerce. The result was an organization that benefited from the pooled resources of American business people and companies in Tianjin. The chamber has changed over time and occasionally met challenges, but overall, the chamber has had a significant positive impact on the local business scene and has been a resource for all of us.

As Tianjin grows and more attention is focused on the city, the chamber is being challenged again to grow and to meet the changing needs of the city and of the American business community here. In early 2008, we saw an opportunity to "raise our game" by joining forces with the Beijing-based American Chamber of Commerce in China (AmCham-China). We decided it would not only give our members immediate benefits, but it would position our members to take advantage of opportunities in a burgeoning Tianjin in the near future. After careful consideration we have voted unanimously to go forward with a merger.

We will continue to have our staff in Tianjin and the local Tianjin Board will continue to play a role in Tianjin related activities, however, we will also align with the existing structure of AmCham-China. For our membership, this means a much larger group of people working to serve its needs with a platform of programs and events already in place.

AmCham-China is also excited about our merger because it has seen members' interest in Tianjin grow. It has also invested time in cultivating relationships with the local government.

We have enjoyed serving you in the past and look forward to working with you to make the most of this opportunity for our Tianjin-based members!

Regards,

The Executive Committee
AmCham-China, Tianjin Chapter

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Tel: +86 22 2318 5075 Fax: +86 22 2318 5074
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EUROPEAN CHAMBER



中国欧盟商会

EUROPEAN CHAMBER IN TIANJIN

New Publication:

European Business in China Position Paper 2008/2009

The Position Paper is published each year and represents the overall view of European Companies doing business in China. It details the key concerns and recommendations of each of the 30 Working Groups in regard to WTO implementation issues, trade issues beyond China's WTO commitments, regulatory issues and broader policy-related issues. The Position Paper is presented to the Chinese government and EU authorities each year with the aim of improving the investment climate in China.



Price:

Members: RMB300

Non-members: RMB600

The Position Paper is also available in CD-ROM format.

Recent Events:

Seminar: Transfer Pricing Documentation rules

On 18 September, the European Chamber Tianjin Chapter and the German Chamber jointly hosted a seminar on the newly released Transfer Pricing Documentation regulations by the State Administration of Taxation in China. These regulations support provisions in the recent Corporate Income Tax law and help prevent transfer pricing abuses.

Over 40 participants from member companies of the European Chamber and German Chamber attended this seminar and discussed the detail of regulation implementation with experts from PWC.



Workshop: IPR Protection and Trade Fairs



On 25 September, China IPR SME Helpdesk conducted a free training for the SME European companies from Beijing and Tianjin.

The China IPR SME Helpdesk introduced

European SMEs to the knowledge and business tools required to develop the value of their intellectual property rights and to manage related risks. The Helpdesk provides free information, first-hand advice and training support to European SMEs to protect and enforce their IPR in China. The Helpdesk's services are free and are offered in its offices by appointment, through telephone and online enquiry points; there will also be a range of practical training tools available in web-based forms and through training workshops in Europe and China.

More information, please refer to www.china-IPRhelpdesk.eu

Upcoming Events:

Member company visit:

Airbus
7 November



HR Working Group Event:
Leadership – How to handle pressure
11 November

Seminar & Networking:
Launch of the European Business in China Position Paper 2008/2009
27 November

Local Board Meeting
3 December

Room1603, Suite 17, Magnetic Plaza, BinShui Xi Dao, Nankai District, Tianjin 300381.

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天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

Recent Events

(최근 현황)



Breakfast operation committee
조찬 운영위원회 개최



Meeting with Foreign Economic Relation & Trade Commission
진남구 대외경제무역위원회와의 간담회

Korean Chamber of Commerce group meeting

Date: 28-30 October 2008
Venue: Jeju International Convention Centre
Purpose: To strengthen the international competitiveness of Korean enterprises

Breakfast operation committee

Date: 10 October 2008, Friday 7AM
Venue: Korean Restaurant, 1F, Fenglin Hotel

- Topics:
- The relocation of Tianjin Korean International School
 - Autumn Rock Climbing Gathering among expats in Tianjin
 - Athletic event programs for Koreans in Tianjin

September regular meeting for Korean chamber, Jinnan branch

Date: 25 September 2008, Thursday 3PM

- Topics:
- Vice-chairman Shin Dong Hwan: Thanks for the concern for Korean companies from the Jinnan District Government. Although many companies met difficulties, we will overcome them!
 - Update Tianjin Korean Chamber of Commerce news
 - Meeting with the Foreign Economic Relation and Trade Commission

Other:

- Seek solutions from the government regarding wastewater
- Recruitment of and accommodation for staff are the most difficult tasks now. We hope the government can provide support.

제7차 한상대회 개최

- 일 시: 2008년 10월 28일 ~ 30일
- 장 소: 제주 국제컨벤션센터 (ICC)
- 목 적: 세계 각지의 재외동포 경제인들과 국내 기업인들이 자율적으로 참여하여 상생의 글로벌 네트워크를 구축하고 이를 바탕으로 한민족의 국제 경쟁력을 높여 나가기 위해 마련된 국제 컨벤션

조찬 운영위원회 개최

- 일 시: 2008년 10월 10일 (금) 07:00
- 장 소: 풍림호텔 1층 한식당
- 주요 논의내용:

- 천진한국국제학교 이전관련
- 전 교민 추계 등반대회
- 재중한국인 체육대회 지원방안

진남구 분회 9월 월례회

- 일 시: 2008년 9월 25일(목) 15:00
- 안 건:

- 신동환 부회장 인사말: 구정부에서 한국기업에 대한 관심에 감사. 어렵지만 다 함께 극복하자!
- 천진한국상회 최근소식 전달 (동려구 분회와 상동)
- 진남구 대외경제무역위원회와의 간담회
- 기타 건의사항

- ▶ 폐수처리에 관련하여 구정부에서 폐수를 처리할 수 있는 방식 도입이 필요 함.
- ▶ 인력채용과 회사직원들의 숙소마련이 매우 힘든 상황 구정부에서 협조가 필요함. (진남구 정부에서는 현장직공들 대상 아파트를 건축 중임)

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.tjkorham.net E-mail: hanshanghui@hanmail.net



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

BENCHAM

The Benelux Chamber of Commerce in China, BenCham, was created in 2001 with the merger of the Dutch Business Association and the Belgian Luxembourg Business Association. To reflect its ever increasing corporate and social responsibilities, the organization changed its name in March 2006 to the Benelux Chamber of Commerce in China.

The Chamber has two chapters, one in Beijing and one in Shanghai. It is the prime platform for business people from the Benelux to meet each other.

BenCham has approximately 600 members and is growing fast. Members are large, medium and small-sized companies as well as individuals with an active interest in developing two-way trade and friendship between the Benelux countries and China.

The Benelux Chamber of Commerce is an independent, non-profit organization managed by a full time secretariat under the supervision of a Board of Directors. Its activities are funded by membership subscription, sponsorships and fees of Chamber events.

MISSION

Our mission is to strengthen business, government and community ties between the Benelux countries and China.

RECENT EVENTS

- *Young Professionals – Job Hopping, 16 September 2008*
- *SME Workshop – Strategy Determination, 26 September 2008*



In close combination with NANC (Netherlands Alumni Network in China), BenCham organized a Young Professionals evening with the topic "Job Hopping- Strategy for a top career or a disaster for the long term?" Speakers for this event were Mr. Harm Hindriks, Managing Director/CEO of Yourzine China, and Mrs. Jenny Ji, Human Resources Manager at Deloitte.



During this event Mr. Johan Pross of T3G and Mr. John van de Water of NEXT Architects China told everybody how they judge the value of a strategic plan, how useful it remains in the long run, and when and how it needs to be adjusted. Managing the strategic plan in itself is essential for any successful business.

UPCOMING EVENTS

- *6 November: Mergers and Acquisitions – Dinner event* (For more information check: www.bencham.org).
 - *21 November: SME Working Group – Attracting the right people* (For more information check: www.bencham.org).
- To register for our events, please send an email to vincy.zhu@bencham.org or register on our website.

OFFICE BENCHAM BEIJING



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NEW CORPORATE MEMBERS



YEARLY SPONSORS





The Danish Chamber of Commerce provides a foundation for Danes to meet in China along with providing an international network. Danish Chamber informs its members on present business challenges when doing business in China, and furthermore seeks mutual development between Denmark and China as well as to boost the business of our members. Join us at www.dccc.com.cn

Dear Members and Friends of the DCCC,

Planning for the Danish Gala Ball 2009 has commenced and we would like you all to save the date, 14 March 2009, in your calendars so that you may join us for another traditional, fun-filled and generous event. Proceeds will go to worthy charitable causes.

If you have changed address, telephone number or contact person please let us know to make sure that we always have the right information.

We look forward to seeing you all.

Best regards,
DCCC
Radisson SAS Hotel Beijing,
6A, East Beisanhuan Road,
Chaoyang District,
Beijing 100028.
Direct Tel: +86 10 6467 2252
Fax: +86 10 6467 7130

Address: Radisson SAS Hotel Beijing 6A, East Beisanhuan Road
Chaoyang District, Beijing, 100028 Tel: +86 10 6467 2252 Fax: +86 10 6467 7130
E-mail: mail@dccc.com.cn Website: www.dccc.com.cn



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



SERVICES AND BENEFITS

The CICC offers a wide range of benefits and services aiming to support the entrance process and promotion of Italian companies in the Chinese market as well as develop and facilitate the trading exchanges between the two countries.

The provided services involve information on business opportunities, laws and regulations, organization of promotional events, meetings and trade missions, advertising on its website and paper publications, assistance services focused on partners' research, economic analysis and logistics assistance.

Thanks to special agreements, a number of benefits are available to CICC members, including simplification of application for business entry visas with the Italian Embassy and Consulates in China. Other agreements concern special insurance packages for Italian companies, price reductions in hotels, restaurants and other service centers in China.

PROMOTE YOUR BUSINESS!

Members of CICC can enjoy greater visibility, thanks to instruments designed to promote their companies within the **Chinese and international economic and institutional background**.

Choose the most suitable instruments for your company communication: promotional activities like sponsorships, advertising in CICC publications and on the website, and direct marketing are only some of the solutions CICC can provide.

Each member is also entitled to have a full page devoted to his company on our yearly **Membership Directory**, which includes all the fundamental information and contacts.

Moreover, **events and meetings** like seminars, conferences, fairs and exhibitions are frequently organized in order to promote relationships between Italian and Chinese operators.



ART IN LIFE

Wear, eat, live, travel Italian!

The CICC organizes events and exhibitions in an effort to facilitate the **promotion of the Made in Italy brand** in China, traditionally associated with high quality and fashion products.

Made in Italy does not only call for **excellence in product**, but also for the **atmosphere and flavours of typical Italy**.

The slogan of Art In Life primly explains the willingness to communicate the essence of the Italian lifestyle: **Think Italian!** means to know the value of what you choose to consume, the value of all the richness and mastery forged by centuries of history and arts.



UPCOMING EVENT

Italian Grand Ball

Already a traditional appointment for both the Italian and the Chinese community, this year's edition of the Italian Grand Ball will be held on December 6th in an elegant venue. The party is a precious occasion to meet people as well as enjoy festivities.

As usual, guests will be delighted with many excellent flavours of Italian cuisine, pleasant sounds and music in a glamorous atmosphere of joy and conviviality.

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

Beijing
Unit 2607, Full Tower 9 Dong San Huan
Zhong Lu, Chaoyang District, 100020
Tel: 0086-10-85910545 Fax:
0086-10-85910546
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Shenzhen
Room 217, 2/F, Chinese Overseas Scholars,
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High Tech Industry Park, 518057
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0086-755-86329528
info@cameraitacina.com



Deutsche Handelskammer
German Chamber of Commerce
in China • Tianjin



German Chamber of Commerce (GCC) opens office to better serve business community in Tianjin

Lions danced and drums rolled as GCC Beijing took the important step of cutting the ribbon on the new GCC Tianjin office. In the presence of the GCC Beijing's board and numerous guests from Tianjin and Beijing business communities – including Tianjin's various investment zones – GCC Beijing Chairman Dr. Richard Hausmann, Vice mayor of Tianjin Ren Xuefeng, CCPIT Tianjin President Zhao Xueming, and GCC Beijing Executive Director Jutta Ludwig declared the Tianjin Chamber open for business.

With ever-increasing numbers of German enterprises moving to Tianjin, the opening of a new German school, the beginning of construction on Tianjin's Eco-City project, the completion of a German-supported high-speed train project from Beijing to Tianjin, and the recent inauguration of an aircraft assembly line with the attendant migration of suppliers, the time is ripe for the German Chamber's move to the city.



German Chamber of Commerce, Tianjin Office
Building D⁺, Sino-German Vocational Training Center
3 Yuliang Road, Nankai District
天津市南开区育梁路3号, D⁺座

Contct: Claudia Barkowsky
Tel: +86-22-2301 1709
Email: barkowsky.claudia@bj.china.ahk.de
Website: www.china.ahk.de



Swiss Ball 2008 “Red & White – Fire & Ice”

Saturday 8 November 2008
Grand Ballroom, Swissôtel Beijing



Following the great success of last year, SwissCham Beijing and the Swiss Society Beijing have the pleasure to announce the Swiss Ball 2008, “Red & White – Fire & Ice”.

The Olympic flame may have been extinguished but we will keep the fire burning! On 8 November, when Beijing nights are getting colder, we will heat up Swissôtel’s Grand Ballroom and present to you an evening of contrasts.

The Swiss Ball is the largest yearly event run jointly by the Swiss Chinese Chamber of Commerce in Beijing and the Swiss Society Beijing. It brings together almost three hundred business leaders and friends of Switzerland to enjoy an evening with dinner, music and dance.

This year’s ball, themed “Red & White – Fire & Ice”, will feature red-hot fire stunts, ice-cold sculptures, and much more.

Swissôtel Beijing’s new Swiss chef will delight guests with a menu designed to ally the best of modern Swiss culinary talent with more traditional delights such as tasteful wines and, of course, a Swiss chocolate dessert buffet.

Expect to see SwissCham and Swiss Society Beijing’s most prestigious annual event in a new light, with a fire & ice show that will bedazzle your senses.

For more information, please contact Michaela Scarpatetti, Executive Director, SwissCham Beijing.

Address: SwissCham Beijing, Suite 100, CIS Tower, 38 Liangmaqiao Road, Chaoyang District, Beijing 100016, China
Tel: +86 10 8531 0015 Website: www.bei.swisscham.org

NEGOTIATING ORDER PRICE

VOLUME 9

A: Hello! Have you received the catalogue, the sample and price list we sent you last week?

你好! 上星期 寄(1)给 你们 公司 的 目录(2)、 样品(3) 和 价目单(4), 请问 收到了 吗?
Nǐhǎo! Shàngxīngqī jìgěi nǐmen gōngsī de mùlù, yàngpǐn hé jiàimùdān, qǐngwèn shōudào le ma?

B: Yes, we have.

是的, 已经 收到 了。
Shìde, yǐjīng shōudào le.

A: We are wondering whether it meets your requirements.

不知道 是不是 符合(5) 你们 公司 的 要求(6)。
Bùzhīdào shìbúshì fúhé nǐmen gōngsī de yāoqiú.

B: We feel your prices are a little too high.

我们 觉得 价格 有点 高。
Wǒmen juéde jiàgé yǒudiǎn gāo.

A: Even though our prices are a little bit high, our products are superior. Besides, our company enjoys an excellent reputation.

虽然(7) 我们 的 价格 有点 高, 但是(8) 我们 的 产品 好。
Suīrán wǒmen de jiàgé yǒudiǎn gāo, dànshì wǒmen de chǎnpǐn hǎo.

另外, 我们 公司 享有 很好 的 声誉(9)。
Lìngwài, wǒmen gōngsī xiǎngyǒu hěnhǎo de shēngyù.

B: We would like to place an order with you; however, much to our regret, we can not accept at the current price.

我们 很 希望 向 你们 公司 订货(10), 但是 非常 抱歉(11), 你们 目前的(12)
Wǒmen hěn xīwàng xiàng nǐmen gōngsī dìnghuò, dànshì fēicháng bàoqiàn, nǐmen mùqián de

价格 我们 很难 接受(13)。
jiàgé wǒmen hěnnán jiēshòu.

A: Because of the high production cost and small profit margin, we regret we are not able to reduce the price.

因为(14) 生产(15) 成本(16) 高、 利润(17) 低, 我们 无法 降价(18)。
Yīnwéi shēngchǎn chéngběn gāo, lìrùn dī, wǒmen wúfǎ jiàngjià.

B: If you can't reduce the price, could you offer other incentives? Such as paying for shipping costs, advertising expenses, etc.

如果 你们 不能 降价, 可以 提供(19) 其他 优惠(20) 吗? 比如 支付(21) 运费(22)、 广告费(23) 等。
Rúguǒ nǐmen bùnéng jiàngjià, kěyǐ tígōng qítā yōuhuì ma? Bǐrú zhīfù yùnfèi, guǎnggàofèi děng.

A: We are willing to consider covering advertising expenses.

我们 可以 考虑(24) 支付 一些 广告费。
Wǒmen kěyǐ kǎolǜ zhīfù yīxiē guǎnggàofèi.

B: If you are willing to pay for the advertising expenses for six months (to promote your new products), we are willing to place an order.

如果 你们 愿意 支付 半年 的 广告费, 我们 愿意 订货。
Rúguǒ nǐmen yuànyì zhīfù bànnián de guǎnggàofèi, wǒmen yuànyì dìnghuò.

A: You need to place an order for more than two hundred units. What do you think?

你们 必须 订购 200 件 以上(25), 你看 怎么样?
Nǐmen bìxū dìnggòu liǎngbǎi jiàn yǐshàng, nǐ kàn zěnmeyàng?

B: OK! (That's settled then.) Our company is interested in the computer on page 15 of the catalogue.

好的! 我们 公司 对 产品 目录 第 十五页(26) 的 电脑 很 感兴趣(27)。
Hǎode! Wǒmen gōngsī duì chǎnpǐn mùlù dì shíwǔ yè de diànnǎo hěn gǎnxìngqù.

A: This model is our company's best seller.

这种 | 类型(28) | 是 | 我们 | 公司 | 最 | 畅销(29) | 的。
Zhèzhǒng | lèixíng | shì | wǒmen | gōngsī | zuì | chāngxiāo | de.

B: Perfect. We are planning to purchase 260 computers. Please fax us the retail price and wholesale price.

太好了! | 我们 | 计划(30) | 订购 | 260 | 台。 | 请 | 发 | 传真(31) | 告诉 | 我们 | 零售(32)
Tàihǎole! | Wǒmen | jìhuà | dìnggòu | liǎngbǎiliùshí | tái。 | qǐng | fā | chuánzhēn | gàosu | wǒmen | língshòu

价格 | 和 | 批发(33) | 价格。
jiàgé | hé | pīfā | jiàgé.

(1) 寄	jì	send; deliver
(2) 目录	mùlù	catalogue
(3) 样品	yàngpǐn	sample
(4) 价目单	jiàmùdān	price list
(5) 符合	fúhé	in accord with; meet (requirement)
(6) 要求	yāoqiú	requirement
(7) 虽然	suīrán	although
(8) 但是	dànshì	however; although
(9) 声誉	shēngyù	reputation
(10) 订货	dìnghuò	order

(11) 抱歉	bàoqiàn	regret; sorry
(12) 目前的	mùqián de	current
(13) 接受	jiēshòu	accept
(14) 因为	yīnwéi	due to
(15) 生产	shēngchǎn	production
(16) 成本	chéngběn	rcost
(17) 利润	lìrùn	profit
(18) 降价	jiàngjià	reduce price
(19) 提供	tígōng	offer
(20) 优惠	yōuhuì	incentive
(21) 支付	zhīfù	pay

(22) 运费	yùnfèi	fare
(23) 广告费	guǎnggàofèi	advertisement expense
(24) 考虑	kǎolǜ	consider
(25) 以上	yǐshàng	more than
(26) 页	yè	page
(27) 感兴趣	gǎnxìngqù	be interested in
(28) 类型	lèixíng	model
(29) 畅销	chāngxiāo	best seller
(30) 计划	jìhuà	plan
(31) 传真	chuánzhēn	fax
(32) 零售	língshòu	retail
(33) 批发	pīfā	wholesale



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.

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Contact: (86-22)23244668 13512915945(Ashley)
 15822081449(George)

E-MAIL: chinese-learningclub@hotmail.com
<http://www.chineselearninghouse.cn>

International organizations based in Tianjin have the following open positions: (在津跨国公司招聘以下高级人员)

Marketing Manager (市场经理)

Code: MM0811

JOB DESCRIPTION:

- Develop strategy for growth and expansion in China and Europe and negotiate deals with international partners
- Analyze market trends
- Evaluate and explore evolving and strategic opportunities
- Coordinate monthly closing and budget control
- Work with Product and Sales teams to identify targeted marketing plans that promote the product portfolio in conjunction with other strategies
- Develop marketing specifications for the product portfolio
- Advise on competitive price positioning of products to account for the technical merits and weaknesses of competitor products

WHO WE ARE LOOKING FOR:

- Ability to meet multiple objectives in an entrepreneurial environment with little supervision
- Extensive negotiation experience, including comfort with legal aspects of negotiations
- Prior experience working in a high-growth or startup technology company preferred
- Proven track record with high standards of professionalism
- Exceptional interpersonal skills and ability to develop strong working relationships inside and outside
- Creative, resourceful, detail-oriented, highly organized

Graphic Designer (美术编辑)

Code: AD0811

JOB DESCRIPTION:

- Design art & layouts
- Prepare computerized typeset documents using publishing and page layout software
- Assist in quality control by proofing final artwork
- Produce a variety of freehand artwork
- Use computer software packages to manipulate images, select type style and size
- Work with marketing representatives to integrate copy and graphic most effectively

WHO WE ARE LOOKING FOR:

- Related education, B.A. degree preferred
- Over two years of experience in a similar position
- Skilled with Photoshop, Illustrator, In Design & Acrobat software
- Thorough knowledge of typography, printing processes, selection of paper or other printing surfaces
- Ability to work under high pressure to meet deadlines
- Team player with good communication skills
- English ability is preferred

Web Designer (网站设计师)

Code: SE0811

JOB DESCRIPTION:

- Create design prototypes, including graphic design, site navigation and layout of content for company websites
- Build websites using technologies that conform to international standards and make sure that they are universally accessible
- Perform maintenance and updates to existing websites when requested by clients
- Provide training on maintenance and update procedures to clients who choose to take charge of their own websites

WHO WE ARE LOOKING FOR:

- Bachelor's degree in communications or other discipline related to the primary responsibilities
- Two years of experience in web design, of which a minimum of one year producing table-less XHTML, standards-compliant cross browser, and gracefully degrading code, and a minimum of one year with DOM scripting and Movable Type
- Knowledge of JavaScript, CSS, PHP and dynamic HTML; experience with Adobe Flash, Dreamweaver, and Photoshop
- Superior knowledge of current web-design trends and techniques, a strong online portfolio displaying user-centered design, and experience with web database solutions definite assets

Manufacturing Operations Manager (工厂运营经理)

Code: MOM0811

JOB DESCRIPTION:

- Initiate plans and processes which minimize manufacturing costs through effective utilization of manpower, equipment, facilities, materials and capital
- Assure attainment of programs and production schedules while ensuring high quality standards
- Review, analyze, plan, coordinate and lead all activities within the manufacturing operations organization
- Plan and implement manufacturing strategies and action plans to ensure that the manufacturing operations group supports the strategic imperatives
- Assure the development and coordination of systems and programs to promote cost effective manufacturing operations in line with manufacturing plans and objectives

WHO WE ARE LOOKING FOR:

- Bachelors Degree in Business or Engineering required - prefer MS/MA/MBA
- 6+ yrs of experience in heavy manufacturing environment, with machining and assembly required
- Knowledge of manufacturing equipment, systems and tools
- Knowledge of productivity principles and practices, manufacturing and Industrial Engineering methods
- Knowledge of production processes, quality tools, material flow and management
- Knowledge of supply chain tools and processes - MRP methods
- Good at communicating with people of different levels
- Goal oriented, open and solid communicator who encourages teamwork
- Experience with represented workforce is a plus
- Good English and Mandarin



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

INTERNATIONAL FLIGHTS

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

From Beijing

DEST	DEP	ARR	Flight No	Days
Abu Dhabi	19:10	00:20 (+1)	EY889	12.4.6.
Addis Ababa	20:10	06:50(+1)	ET605	1.2.4.67
Amsterdam	11:55	15:10(+1)	KL898	1234567
Bangkok	08:30	12:40	TG675	1234567
	17:50	22:00	TG615	1234567
Doha	23:50	4:40(+1)	QR899	12.45..
Dubai	23:30	4:50(+1)	EK307	1234567
Frankfurt	11:25	14:35(+1)	LH721	1.34567
Helsinki	11:40	14:20(+1)	AY052	1234567
Hong Kong	07:50	11:25	CX 317	1234567
	11:45	14:50	KE852	1234567
Seoul*	21:20	00:10(+1)	KE854	1234567
	14:00	17:10	KE856	1.3.5.7
London	12:15	15:05(+1)	BA0038	12345.7
Moscow	11:50	15:10	SU572	1234567
	07:00	10:55	SU574	1234567
Paris (CDG)	13:45	17:40	AF125	1234567
San Francisco	12:40	8:54(+1)	UA888	1234567
	00:05	06:30	SQ821	1234567
Singapore	08:45	15:00	SQ803	1234567
	16:00	22:15	SQ805	1234567
Sydney	22:00	12:55(+1)	QF192	1.3.5..
Tel Aviv	22:20	3:25(+1)	LY096	.2.4..7
	08:25	12:45	JL781	1234567
Tokyo	08:45	13:00	NH956	1234567
	15:00	15:45	AC032	12.4.6.
Vancouver	16:35	12:30(+1)	AC030	1234567
Washington	18:00	23:15(+1)	UA898	1234567

To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Abu Dhabi	23:45	11:30(+1)	EY888	1.....7
Addis Ababa	00:40	18:40	ET604	12.4.67
Amsterdam	17:40	9:55(+1)	KL897	1234567
Bangkok	11:05	16:30	TG614	1234567
	1:05	6:30	TG674	1234567
Doha	1:30	14:40	QR898	12.45..
Dubai	03:00	14:45	EK306	1234567
Frankfurt	17:15	9:25(+1)	LH720	1234567
Helsinki	19:55	9:30(+1)	AY051	1234567
Hong Kong	08:00	11:20	CX6872	1234567
	09:15	10:25	KE851	1234567
Seoul*	18:55	20:10	KE853	1234567
	11:40	12:50	KE855	1.3.5.7
London	16:45	10:30(+1)	BA0039	1234.67
Moscow	17:45	5:55(+1)	SU573	1...5.7
	21:30	9:50(+1)	SU571	1234567
Paris (CDG)	18:55	11:50(+1)	AF126	1234567
San Francisco	11:14	14:35(+1)	UA889	1234567
	01:15	07:20	SQ800	1234567
Singapore	08:45	14:50	SQ802	1234567
	16:55	23:00	SQ822	1234567
Sydney	11:50	6:30	QF191	1.3.5..
Tel Aviv	00:45	16:30	LY095	.2.4..7
	10:45	13:55	JL781	1234567
Tokyo	10:35	13:35	NH905	1234567
	11:40	13:05(+1)	AC031	1.3.5.7
Vancouver	12:35	15:05(+1)	AC029	1234567
Washington	10:00	14:20(+1)	UA897	1234567

From Tianjin

DEST	DEP	ARR	Flight No	Days
Chubu	14:15	18:05	JL788	1234567
Hong Kong	08:35	11:50	KA1104/CA103	1234567
Seoul*	13:10	16:00	KE806	1234567
Nagoya	14:25	18:05	NH114	1234567

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Chubu	10:45	13:05	JL787	1234567
Hong Kong	12:50	16:05	KA1103/CA104	123456
Seoul*	10:35	11:30	KE805	1234567
Nagoya	10:00	12:25	NH113	1234567

* 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.

Updated on 29 October 2008

Airline Code

AC Air Canada	EY Etihad Airways	QF Qantas Airways
AF Air France	JL Japan Airlines	QR Qatar Airways
AY Finnair	KE Korean Airlines	SK Scandinavian Airlines System
BA British Airways	KL KLM-Royal Dutch Airlines	SQ Singapore Airlines
CX Cathay Pacific	LH Lufthansa	SU Aeroflot Airlines
EK Emirates	LY El Al Airlines	TG Thai Airways
ET Ethiopian Airlines	NH All Nippon Airways	UA United Airlines

DOMESTIC FLIGHTS

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

From Tianjin

DEST	DEP	ARR	Flight No	Days
Changchun	10:55	12:40	ZH9253	1234567
Chengdu	12:30	14:55	BK2851	1234567
Dalian	10:00	10:50	HU7697	1234567
	18:50	19:40	GS7447	1234567
Fuzhou	17:15	22:50	MF8138	1234567
Guangzhou	08:00	10:45	CA1317	.234.6.
	13:30	16:20	HU7201	1234567
Hangzhou	17:20	21:35	CZ3158	1234567
	07:40	9:40	BK2858	1.345.7
	16:50	19:50	SC4878	1..4.6.
	17:15	19:00	FM9123	1234567
Hohhot	16:50	19:50	CA4878	1..4.6.
	9:50	10:50	CA4717	1234567
Kunming	12:40	13:40	HU7656	1234567
	13:00	17:55	BK2811	1234567
Nanjing	07:00	8:20	BK2857	1234567
Ningbo	22:05	0:05	MU2398	1..45..
	11:55	12:55	SC4958	.2.45..
	15:00	16:10	GS7455	1234567
Qingdao	15:00	16:10	HU7455	1234567
	11:55	12:55	CA4958	.2.45..
	21:35	22:35	SC4718	1234567
	8:10	9:55	CA1533	1234567
Shanghai	10:55	12:40	FM5150	.2.4567
	11:00	12:45	MU8960	1234567
	20:10	22:05	FM9134	1234567
	15:35	17:25	CA1523	1234567
	15:45	17:30	FM9130	1234567
Shenyang	11:55	13:10	NS8861	1234567
	8:00	10:55	HU7203	1234567
Shenzhen	9:15	12:15	FM9125	1234567
	16:30	19:25	ZH9936	1234567
Taiyuan	10:45	11:45	HU7481	1234567
Wuhan	21:10	23:00	CZ3170	..3.5..
Xiamen	11:55	15:55	CA4958	.2.45.7
	11:55	15:55	SC4958	.2.45.7
Xi'an	13:20	15:00	HU7698	1234567
	13:20	15:00	GS7698	1234567
Yantai	09:50	10:40	HU7655	1234567
	18:20	19:10	HU7459	1234567

To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:40	15:20	ZH9254	1234567
Chengdu	17:10	19:40	CA1422	1234567
Dalian	10:10	11:10	HU7420	1234567
	13:15	14:15	GS7580	1234567
Fuzhou	9:10	13:20	MF8137	1234567
Guangzhou	7:55	10:50	CA1396	1234567
	11:50	14:45	CA1318	1234567
Hangzhou	18:20	21:10	HU7202	1234567
	10:30	12:20	BK2826	1234567
	11:45	13:30	MF8125	1234567
	13:50	15:25	MU2297	1234567
Hohhot	16:25	18:05	MF894	1234567
	8:20	9:20	HU7421	1234567
Kunming	15:50	16:55	CA4718	1234567
	18:35	23:10	BK2812	1234567
Nanjing	13:20	14:45	BK2858	1234567
Ningbo	13:30	15:30	MU2397	1234567
	8:05	9:00	CA4717	1234567
	10:00	10:55	HU7576	1234567
Qingdao	10:50	11:50	CA4777	1234567
	12:35	13:50	HU7498	...4.6.
	16:30	17:25	GS7456	1234567
	8:00	9:55	FM9131	1234567
Shanghai	10:40	12:45	HU7206	1234567
	14:40	16:35	MU8961	1234567
	17:20	19:10	FM9133	1234567
	18:25	20:15	CA1524	1234567
	19:20	21:25	HU7208	1234567
Shenyang	14:10	15:30	NS8862	1234567
	13:15	16:15	FM9126	1234567
Shenzhen	12:35	16:00	HU7204	1234567
	17:55	21:15	CA1320	1234567
Taiyuan	17:05	18:05	HU7482	1234567
Wuhan	18:30	20:20	CZ3169	..3.567
Xiamen	07:05	10:55	CA4957	.2.45..
	18:45	22:40	MF8125	1234567
Xi'an	07:50	9:20	HU7697	1234567
	07:50	9:20	GS7697	1234567
Yantai	11:10	12:10	HU7656	1234567
	19:40	20:30	HU7460	1234567

Airline Code

3U Sichuan Airlines	GS Grand China	NS Northeast Airlines
8L Lucky Air	HO Juneyao Airlines	SC Shandong Airlines
CA Air China	HU Hainan Airlines	ZH Shenzhen Airlines
CZ China Southern Airlines	MF Xiamen Airlines	
FM Shanghai Airlines	MU China Eastern Airlines	

Updated on 29 October 2008

CUT OUT AND CARRY THESE TABLES

TRAINS

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

LIGHT RAIL

TJ ~ BINHAI (¥6)				
Train	Monday ~ Friday		Saturday ~ Sunday	
	Periods of Time	Interval(min)	Periods of Time	Interval(min)
Zhong Shan Men (TJ ~ Binhai)¥6 First: 06:30 Last: 21:00	06:30 ~ 06:45	15	06:30 ~ 06:50	20
	06:45 ~ 07:54	5 ~ 10	06:50 ~ 08:20	12 ~ 13
	07:54 ~ 11:00	10 ~ 12	08:20 ~ 10:55	8 ~ 10
	11:00 ~ 15:45	15	10:55 ~ 15:20	12 ~ 15
	15:45 ~ 18:15	10 ~ 13	15:20 ~ 16:50	10
	18:15 ~ 20:00	15	16:50 ~ 21:00	12 ~ 15
Dong Hai Road (Binhai ~ TJ)¥6 First: 06:30 Last: 21:00	20:00 ~ 21:00	20	—	—
	06:00 ~ 07:40	10 ~ 20	06:30 ~ 08:10	15 ~ 20
	07:40 ~ 10:05	8 ~ 13	08:10 ~ 10:50	10 ~ 13
	10:05 ~ 15:05	15	10:50 ~ 12:20	15
	15:05 ~ 16:55	10 ~ 12	12:20 ~ 18:10	10 ~ 12
	16:55 ~ 18:00	5 ~ 8	18:10 ~ 21:00	13 ~ 15
	18:00 ~ 20:00	10 ~ 15	—	—
	20:00 ~ 21:00	20	—	—

Stops:



AIRPORT Shuttle Bus

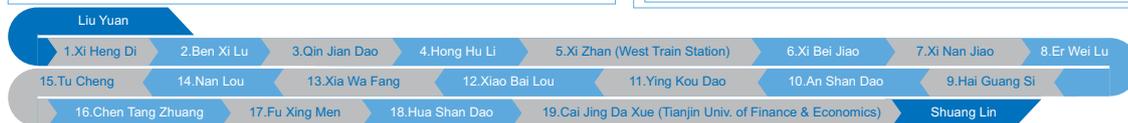
Tianjin ~ Beijing Airport Terminal 3
¥80 one way 06:00-18:00, runs every 30 minutes till 18:00. Tian Huan Long Distance Bus Passenger Station at the junction of Hong Qi Lu and An Shan Xi Dao. Tel: +86 22 2305 0530 +86 22 2305 0533
Beijing Airport Terminal 3 ~ Tianjin
¥70 one way 07:00, 08:00, 09:00 then every 30 minutes until 23:00 Exit on the first floor at Gate 3, Terminal 3 Tel: +86 10 64558718 +86 10 8433 5878

TAXIS Tianjin

3km	4km	5km	6km	7km	8km	9km	10km	11km
¥8	¥9.7	¥11.4	¥13.1	¥14.8	¥16.5	¥18.2	¥19.9	¥20.8
12km	13km	14km	15km	16km	17km	18km	19km	20km
¥25	¥27.6	¥30.1	¥32.7	¥35.2	¥37.8	¥40.3	¥42.9	¥45.4

No. 1 Metro Stops:

METRO Tianjin
Metro line 1 Metro line 1 is from Liu Yuan station to Shuang Lin station. It crosses Bichen, Hongqiao, Nankai, Heping, and Jinnan districts. Price: ¥2-5 depend on distance travelled Hours: 06: 00 - 22: 00 Tel: +86 22 6028 6777 Subways run every 10 minutes, 5 minutes during peak hour.



BULLET (C) TRAIN

TJ ~ BJ (¥58 - ¥69)				BJ ~ TJ (¥58 - ¥69)			
Train	Tianjin	Wu Qing	Beijing	Train	Beijing	Wu Qing	Tianjin
C2202	06:35	06:46	07:10	C2001	06:15		06:45
C2002	07:00		07:30	C2003	06:30		07:00
C2004	07:15		07:45	C2005	07:00		07:30
C2006	07:30		08:00	C2271	07:20		07:50
C2008	07:45		08:15	C2007	07:35		08:05
C2010	08:10		08:40	C2009	07:50		08:20
C2012	08:25		08:55	C2011	08:05		08:35
C2014	08:40		09:10	C2201	08:45	09:05	09:20
C2272	08:56		09:26	C2013	09:00		09:30
C2016	09:10		09:40	C2015	09:15		09:45
C2018	09:25		09:55	C2017	09:30		10:00
C2020	10:00		10:30	C2019	09:45		10:15
C2204	10:20	10:31	10:54	C2021	10:00		10:30
C2022	10:35		11:05	C2203	10:15	10:35	10:50
C2024	10:50		11:20	C2023	10:30		11:00
C2026	11:05		11:35	C2273	10:45		11:15
C2028	11:20		11:50	C2025	11:30		12:00
C2030	11:40		12:10	C2027	11:45		12:15
C2032	12:25		12:55	C2029	12:00		12:30
C2274	12:41		13:11	C2031	12:15		12:45
C2206	13:20	13:31	13:54	C2275	12:35		13:05
C2034	13:40		14:10	C2033	13:10		13:40
C2036	13:55		14:25	C2035	13:40		14:10
C2276	14:11		14:41	C2205	14:05	14:25	14:40
C2038	14:25		14:55	C2037	14:45		15:15
C2208	14:50	15:01	15:24	C2039	15:00		15:30
C2040	15:05		15:35	C2041	15:15		15:45
C2042	15:20		15:50	C2207	15:35	15:55	16:10
C2044	15:35		16:05	C2277	15:55		16:25
C2046	15:50		16:20	C2043	16:20		16:50
C2048	16:30		17:00	C2045	16:35		17:05
C2050	16:55		17:25	C2047	16:50		17:20
C2210	17:10	17:21	17:45	C2049	17:20		17:50
C2278	17:31		18:01	C2209	17:35	17:55	18:10
C2052	17:45		18:15	C2051	17:50		18:20
C2054	18:20		18:50	C2053	18:05		18:35
C2056	18:35		19:05	C2055	18:20		18:50
C2058	18:55		19:25	C2057	18:35		19:05
C2212	19:10	19:21	19:45	C2279	18:50		19:20
C2060	19:25		19:55	C2059	19:10		19:40
C2062	19:40		20:10	C2061	19:40		20:10
C2280	20:26		20:56	C2063	19:55		20:25
C2064	21:05		21:35	C2211	20:10	20:30	20:45
C2066	21:20		21:50	C2281	20:25		20:55
C2068	21:35		22:05	C2065	20:45		21:15
C2070	21:50		22:20	C2067	21:25		21:55
C2282	22:06		22:36	C2069	22:10		22:40

TG ~ BJ (¥70-¥118)			TG ~ BJ (¥70-¥118)		
Train	Tanggu	Beijing	Train	Beijing	Tanggu
C2274	12:14	13:10	C2273	10:45	11:39
C2276	13:44	14:40	C2275	12:35	13:29
C2278	17:04	18:00	C2277	15:55	16:49
C2280	19:59	20:55	C2279	18:50	19:44

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

Local Events in November 2008

MON	TUE	WEN	THU	FRI	SAT	SUN
27	28	29	30	31	1	2
OCTOBER	OCTOBER	OCTOBER	OCTOBER	OCTOBER		
3	4	5	6	7	8	9
	10am-12noon TICC coffee morning @ Sheraton Hotel "Beijing Room" 20RMB members/30RMB non-members			Li Dong (the beginning of the winter) Tianjin European Chamber member company visit: Airbus	7:30pm Singer Eason Chen Tianjin solo concert @ Tianjin Olympic Center Stadium China Journalists' Day	
10-12	11	12	13	14	15	16
Bohai Electronics Week 2008 @ Tianjin International Exhibition Center 2008 China International Highway Informatization Construction New Technology and Product Exposition @ Tianjin International Exhibition Center	HR Working Group Leadership – How to handle pressure @ venue TBD					
17	18	19	20-25	21	22	23
			TICC monthly lunch & mini bazaar 11am bazaar 11:30am membership & renewals 12noon lunch 100RMB members/120RMB non-members @ venue TBD Asian-Pacific Consumer Goods Fair @ Tianjin International Exhibition Centre		Xiao Xué (Lesser snow) 6PM 2008 Singer Yu Quan Tianjin concert @ Tianjin Sports Center	
24	25	26	27	28	29	30
			Thanksgiving Day (US) Launch of the European Business in China Position Paper 2008/2009 @ venue TBD			

SPECIAL OFFER!

DAILY COACH RENTAL (45 seats):

TIANJIN: 1,500 RMB

(EVERYTHING INCLUDED within 100km)

BEIJING: 3,500 RMB

(EVERYTHING INCLUDED within 400km)

Rent a Coach

Driver and passenger comfort

- Leather seats
- Spacious and ergonomic seats
- Automatic climate control
- Computer and TV set
- Hot/cold water dispenser
- Refrigerator
- WC (optional)

Safety

- Greater stability on the road
- Adherence to European safety regulations

Outstanding service and rates

- Professional drivers
- Considerate & customized service
- Reasonable rates & packages



Magnetic Plaza, Building A4, 6th Floor, Binshui West Road. Nankai District.
300381 TIANJIN. PR CHINA

Tel : +86 22 23917700 Fax : +86 22 23910555 E-mail : coach@boxinves.com

Off the clock



2	1
3	
4	
5	6

1.2: The 7th Tianjin International Automobile Trade Exposition 2008, Tianjin Binhai International Exhibition Centre, 24-29 October. Bumble Bee, a leading character in the movie Transformers, made an appearance.

3.4: Ms. Rene Liu solo pop concert, 18 October, and Mr. Tao Zhe's solo pop concert, 7 October.

5.6: The 4th China Tianjin Mazu Cultural Tourism Festival, Tianhou Palace opera theatre, 3 October.



7.8: An eight-story building in Haihe East Road was demolished using explosives within 10 seconds. This was the first time to demolish using explosive in recent years in Tianjin.

9: Tianjin Italian Festival, Italian Concession in Hebei District, 29 September.

10.11: Under the leadership of the Chinese Academy of Science, a team of over 50 scientists and volunteers explored Tsaidam Basin and Taklamakan Desert in western China.



7	8
	9
	10

11



▼ DINING

Western Food

Broadies Tavern

5 Bar Street,
Youyi Lu, Hexi District
Tel: +86 22 8837 0933
部落地西餐酒吧
河西区友谊路风情街5号

Buffalo

South Entrance No.5, TEDA
Football Field, Di Wu Da Jie, TEDA
Tel: +86 22 6628 2666
水牛石西餐厅
天津经济技术开发区第五大街
泰达足球场五号门南侧

C'est la vie French Restaurant

Third Floor, Bldg D, Shang Gu
Tian Ta Lu, Nankai District
Tel: +86 22 2341 9808
巴黎餐厅 餐厅
天津市南开区天塔道
上谷商业街D座3层

Glass House

Hyatt Regency Jing Jin City Resort
and Spa
8 Zhujiang Da Dao, Zhouliang
Zhuang, Baodi, Tianjin
Tel: +86 22 5921 1234
水晶厨房
天津宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Harvest Book & Coffee

101 Gate 3, Building 27, Jiuwuali
Huayuan, 191 Yingshui Dao,
Nankai District
Tel: +86 22 2373 3461
Hrs: 08:00 - 23:00
哈维斯特咖啡
南开区迎水道191号久华里27号
楼3门101

Kiessling Western Restaurant

33 Zhejiang Lu, Heping District
Tel: +86 22 2330 0330
起士林西餐厅
和平区浙江路33号

La Seine Café

Magnetic Plaza, Area B. Shop 7-9
Ling Bin Lu, Nankai District
Tel: +86 22 2385 5018
Hrs: 10:30 - 21:00
塞纳咖啡屋
南开区时代奥城商业广场B区7-9

Le Tube De Cristal

Zero Island, Mei Jiang Nan,
You Yi Nan Lu, Hexi District
Tel: +86 22 2804 8899
Hrs: 12:00 - 22:00
水岸爵士公馆
河西区友谊南路梅江南零号岛

Mediterranean Restaurant

212 Wei Di Dao, Tong Lou, Hexi District
Tel: +86 22 2351 9102
Hrs: 10:30 - 21:00
地中海边西餐厅
河西区佟楼围堤道212号IN城市

Pan Shan Grill & Wine

2/F Main Building,
Sheraton Tianjin Hotel
Zijinshan Lu, Hexi District
Tel: +86 22 2334 3388 ext.1820
Hrs: 18:00 - 23:00
盘山葡萄酒扒房
河西区紫金山路天津喜来登大酒店
主楼二楼

Parrot Restaurant & Bar

88 Huanghai Lu, TEDA
Tel: +86 22 6620 1663
Hrs: 10:00 - 24:00
鹦鹉西餐厅酒吧
天津经济技术开发区黄海路88号
东英小区

Pizza Hill

Magnetic Plaza, Building B
Lingbin Lu, Nankai District
Tel: +86 22 2385 5025
天津嘉喜来比萨餐饮有限公司
南开区凌宾路奥城商业广场B区

Spectrum Western Restaurant

7F, Hotel Nikko Tianjin, No.189
Nanjing Lu Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 12:00-14:00/18:30-21:00
彩西餐厅
和平区南京路189号
天津日航酒店七层

T.G.I. Friday's

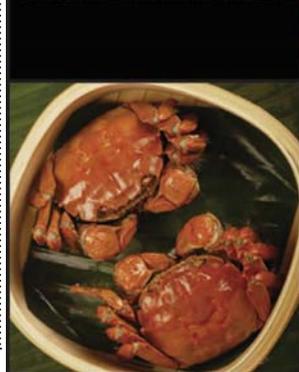
72 Fu Kang Lu, Nankai District
Tel: +86 22 2300 5555
Hrs: 10:00 - 02:00
星期五餐厅
南开区复康路7号增2号

The Pizza Box

Fu Kang Hua Yuan, Jin Sha Li
Wang Ding Di, Nankai District
Tel: +86 22 2367 1318
比萨香西餐厅
南开区王顶堤富康花园

Trueman Coffee

Building C, Zi Lai Hua Yuan,
Shuangfeng Dao, Nankai District
Tel: +86 22 8741 1811
梵门咖啡
南开区双峰道紫来花园C座底商



GOLDEN JAGUAR INTERNATIONAL CUISINE COLLECTION
The best buffet

We have a selection of over 400 international dishes: Western, Chinese, Japanese, Korean, Indian, Southeast Asian, Hong Kong Dim Sum, barbecue and western desserts.

Chefs cook dishes in an open kitchen where you can choose the ingredients
Unlimited wines, beers, cocktails, champagne and fresh juices are available
Unlimited Haagen-Dazs is available

Golden Jaguar is an ideal dining environment for a family party, business meeting or wedding banquet.

Lunch: 11:00-14:00 RMB180 per person
Dinner: First period: 17:00-20:00 RMB220 per person
Second period: 20:00-22:30 RMB180 per person

Address: 8F, Robbinz Department Store, No.128 Nanjing Road, Heping District, Tianjin
Tel: +86 22 2716 9999

▼ DINING

Asian Food

Alibaba Indian Restaurant & Bar

2F, Sports Hotel, Sports Center,
90 Wei Jin Nan Lu,
Nankai District
Tel: +86 22 2391 6368
阿里巴巴印度餐厅酒吧
南开区卫津南路90号体育中心
体育宾馆2楼

Bai Jiao Yuan

303 Nanmenwai Da jie,
Heping District
Tel: +86 22 2722 8043
百饺园
和平区南门外大街303号

B.J. Top-class Hongkong BFT Restaurant

52F, Xinda Plaza, Jiefangbei Lu,
Heping District
Tel: +86 22 5829 9698
Hrs: 11:00 - 14:00 17:00 - 21:00
香港避风塘酒楼
和平区解放别路信达广场52层

Bawarchi Indian Restaurant

No. 69, Building B, Shang Gu
Tian Ta 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
西区B座69号

Charm Sea Restaurant

Huang He Dao, Nankai District
(Beside DaTong Mansion, that is
opposite to Huanghe Cinema)
Tel: +86 22 2763 8878
魅力东海大酒店
天津市南开区黄河道
(黄河影院斜对面大通大厦旁)

Cuiheng Village

Huasheng Branch: 2F Block C,
HuaSheng GuangChang,
146 WeiDi Dao, Hexi District
Tel: +86 22 8823 8986
翠亨邨
华盛店: 河西区围堤道146号华盛
广场C座2层
Keji Branch: Science and
Technology Building (KeJi DaSha)
25 Youyi Lu, Hexi District
Tel: +86 22 2813 1601
科技店: 河西区友谊路25号科技
咨询大厦1-2层

Ding Tai Fung

No. 18 Binshui Dao, Hexi District
Tel: +22 2813 8138
Hrs: 11:30-14:30, 17:30-21:50
鼎泰丰
河西区宾水道18号

Fei Teng Yu Xiang

No. 17, Tianshui Building, Pingshan
Dao, Hexi District
Tel: +86 22 23526626
沸腾鱼乡
河西区平山道天水底商17号

Fountain Lounge

Hyatt Regency Jing Jin City Resort
and Spa, 8 Zhujiang Da Dao,
Zhouliang Zhuang, Baodi District
Tel: +86 22 5921 1234
碧泉茶园
天津宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Ginza

1F Caesar Palace
46 Qi Xiang Tai Lu, Hexi District
Tel: +86 22 2352 1270
Hrs: 11:00 - 14:00, 17:00 - 22:00
銀座日本料理
河西区气象台路46号
恺撒皇宫大酒店一楼

Golden Elephant Thai Restaurant

78 Guangdong Lu,
Hexi District, Tianjin
(Behind Yonghe Dou Jiang Fang)
Tel: +86 22 2328 7801
金象苑泰国餐厅
天津市河西区广东路78号
(永和豆浆坊后侧)

Gou Bu Li

322 Heping Lu, Heping District
Tel: +86 22 2303 1118
狗不理
和平区和平路322号

Hanjinbai Seafood

985 Dagu Nan Lu, Hexi District
Tel: +86 22 8832 6666
Hrs: 11:00 - 22:00
瀚金佰海鲜大酒楼
河西区大沽南路985号

Han Luo Yuan

1F, Golden Crown Building, 20
Nanjing Lu, Hexi District
Tel: +86 22 2302 9888
韩罗苑
河西区南京路20号金皇大厦1层

MESHIYA HASHIBA

7F, Isetan, Modern City, No.108,
Nanjing Road, Heping District
Tel: +86 22 2718 8385
桥场饭屋
和平区南京路108号现代城伊势丹
7楼

Pengtiange

8 Hong Qi Nan Lu, Nankai District
Tel: +86 22 2395 6666
鹏天阁
南开区红旗南路8号

Pleasant House

Room 103-104, No. 16 Building,
Feng Hu Li, Baidi Lu, nankai district
Tel: +86 22 2746 1203
点方圆
南开区白堤路风湖里16号楼
103-104室

Quanjudu Roast Duck Restaurant

Junction of Youyi Lu and YongAn
Dao, Hexi District
Tel: +86 22 8328 1666
Hrs: 11am-2pm, 5pm-9pm
全聚德烤鸭店
河西区友谊路和永安道交口

Rengaya

Dickson: 18 BinShui Dao,
Hexi District
Tel: +86 22 2813 0537
炼瓦家
河西区宾水道18号帝城大酒店1F
International Building: 1F
75 Nanjing Lu, Heping District
Tel: +86 22 2330 8118
和平区南京路75号国际大厦1F

Saigon Court

173 Chengdu Dao, Heping District
Tel: +86 22 2335 9173
Hrs: 10:00 - 14:00 17:00 - 22:00
贡苑法式越南餐厅
和平区成都道173号

Sake n Sushi Bar

11F, Holiday Inn Binhai Tianjin
No.86, Di Yi Da Jie, TEDA
Tel: +86 22 6628 3388 ext. 2730
Hrs: 11:30 - 23:00
寿司吧
天津滨海假日酒店11层

Seitaro

Binguan Xi Lu, Hexi District
Tel: +86 22 2835 5588
Hrs: 11:00 - 22:00
清太郎日本料理
河西区宾馆西路
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2335 0909
Hrs: 10:00 - 22:00
河西区紫金山路喜来登大酒店

Shanghai Niandai

No. 20, Hubei Lu, Heping District
Tel: +86 22 2313 6667
Hrs: 11:00-21:30
上海年代
和平区湖北路20号

Sorabol

873 Dagu Nan Lu, Hexi District
Tel: +86 22 2833 5588
Hrs: 9:30 - 22:00
萨拉伯尔
河西区大沽南路873号(天津日
报社院内)

TAIRYU Teppanyaki

C-12A, Shang Gu, Nankai District
Tel: +86 22 2341 1718
大渔铁板烧
南开区上谷商业区C区12A

Ten Yo Japanese Restaurant

5F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 11:30-14:30/17:30-22:00
天晔日餐厅
和平区南京路189号天津日航酒店
五层

Tao Li Chinese Restaurant

6F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 11:30-14:00/17:30-22:00
桃李中餐厅
和平区南京路189号天津日航酒店
六层

Wan Li Chinese Restaurant

2/F Renaissance Tianjin TEDA
Hotel, 29 Di Er Da Jie, TEDA
Tel: +86 22 6621 8888 ext. 6750
万丽轩中餐厅
天津经济技术开发区第二大街29号

YEZA Korean Restaurant

C-47 Shang Gu, Tian Ta Dao,
Nankai District
Tel: +86 22 2374 1738
椰家韩餐厅
南开区天塔道上古商业中心C-47

YEZA Korean Restaurant

C-47 Shang Gu, Tian Ta Dao,
Nankai District
Tel: +86 22 2374 1738
椰家韩餐厅
南开区天塔道上古商业中心C-47

Yue Wei Xian Hotpot

No. 208 Machang Dao, Hexi
District
Tel: +86 22 2335 7799
Hrs: 11:00-22:30
粤唯鲜火锅城
河西区马场道208号

▼ NIGHTLIFE

Bars

Babi Club

83 Qiongzhou Dao, Hexi District
Tel: +86 22 8381 6006
芭芭俱乐部
天津市河西区琼州道83号

Baby Face

9F, Isetan, Block C, Modern Town,
No.108, Nanjing Lu,
Heping District
Tel: +86 22 2711 9898
和平区南京路108号现代城C区伊
势丹9楼

Bingo Club

117 Changde Dao, Heping District
Tel: +86 22 2311 1133
和平区常德道11号(蓝天宾馆院内)

Broadies Tavern

5 Bar Street Youyi Lu, Hexi District
Tel: +86 22 8837 0933
Hrs: 18:00 - 02:00
部落地西餐酒吧
天津市河西区友谊路风情街5号

Chat's Bar

1F Hyatt Regency Tianjin Hotel,
Heping District
Tel: +86 22 2331 8888
聊天廊酒吧
凯悦酒店1层

Coco

Bar Street, Youyi Lu, Hexi District
Tel: +86 22 2837 0888
瀚金佰Coco酒吧
河西区友谊路酒吧街

Feli's Bar

12 Zhangde Dao, Heping District
Tel: +86 22 2312 4526
Hrs: 18:00-03:00
和平区彰德道12号

Fountain Lounge Bar

Hyatt Regency Jing Jin City Resort
and Spa
8 Zhujiang Da Dao, Zhouliang
Zhuang, Baodi District
Tel: +86 22 5921 1234
碧泉茶园酒吧
天津宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Friday Restaurant & Bar

1NO. 7-2 Fukang Lu, Nankai
District
Tel: +86 22 5869 5555 ext.8456
星期五
南开区复康路7号增二号泰达国际
会馆

Hank's Sports Bar & Grill

1F, Bldg B, Shang Gu, Tian Ta
Dao, Nankai District
Tel: +86 22 2341 7997
天津南开区天塔道上谷商业街
B座一层

Italian Restaurant & Bar

53F, Xinda Plaza, Jiefangbei Lu,
Heping District
Tel: +86 22 5829 9698
Hrs: 21:00 - 2:00
云顶百家意大利西餐酒吧
和平区解放北路信达广场层

JV'S Bar

1F, Sheraton Tianjin Hotel
Zijinshan Lu, Hexi District
Tel: +86 22 2334 3388 ext. 1845
Hrs: 17:00 - 01:00
JV'S酒吧
河西区紫金山路天津喜来登大酒店
主楼一楼

Le Nest Club

103 Qiongzhou Dao, Hexi District
Tel: +86 22 8381 6666
乐巢酒吧
河西区琼州道103号

Lynda's Place

225 Jiefang Lu, Heping District
Tel: +86 22 8155 8566
和平区解放路225号

Mayflower Bar

The Junction of Qi Xiang Tai Lu &
Zi Jin Shan Lu, Hexi District
Tel: +86 22 5859 9898
Hrs: 19:00-02:00
五月花酒吧
河西区气象台路与紫金山路交口

Mizu Bar

5F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 17:30-01:00
美津酒吧
和平区南京路189号天津日航酒店
五层

New York Bar

4F Bolian Building, No.155 Weijin
Lu, Heping District
Tel: +86 22 2353 0136
博联西餐酒吧
和平区卫津路155号博联大厦4层

Rainbow Restaurant & Pub

12 Yanhe Lu, Hexi District
Tel: +86 22 2355 9898
Hrs: 19:00-02:00
彩虹西餐厅&酒吧
河西区沿河路12号

Pepper

23F, Building B, Shanggu Business
Center, East Gate of Water Park,
Nankai District
Tel: +86 22 2341 5238
南开区水上公园东门上谷商业区B
座3层

Richmond Bar

231 Hebei Lu, Heping District
Tel: +86 22 2311 3397
里士满西餐酒吧
天津市和平区河北路231号

Scarlet

3F Bolian Building
155 Weijin Lu, Heping District
Tel: +86 22 2355 6223
乱世佳人
和平区卫津路155号
博联大厦三楼

Scoters

Bar Street, You Yi Lu,
Hexi District
Tel: +86 22 2837 0575
思酷特酒吧
河西区友谊路酒吧街内

Seven Club

291 Shaoxing Dao, Hexi District
Tel: +86 22 2333 1777
Seven酒吧
河西区绍兴道291号

SITONG Bar

-1F, Somerset Olympic Tower,
Chengdu Dao, Heping District
Tel: +86 22 2337 7177
昔唐音乐酒吧
和平区成都道奥林匹克大厦
负一层

Sunshine Lounge

1F, Holiday Inn Tianjin,
288 Zhongshan Dao, Hebei District
Tel: +86 22 2628 8888
Hrs: 20:15-23:15
假日饭店阳光酒廊
河北区中山路288号

Sugar Club

Henghua Building, Xiawafang,
Dagu Nan Lu, Hexi District
Tel: +86 22 5831 8888
蜜糖酒吧
河西区大沽南路下瓦房恒华大厦

The Tavern Pub

9D, 3F, Bldg B, Shanggu,
Tian Ta Lu, Nankai District
Tel: +86 22 2341 9696
第九客栈
天津南开区天塔道上谷商业街
B座3层9D

Top

3F, near Children's Hospital,
Tonglou, Hexi District
Tel: +86 22 2334 7777
Top酒吧
河西区佟楼儿童医院旁3楼

1969 Music Bar

A37, Shanggu, Tianta Lu,
Nankai District
Tel: +86 22 2395 1969
1969 音乐酒吧
南开区天塔道上谷商业街A37

KTV

A Yi KTV

No. 155 Xinhua Lu, Heping District
Tel: +86 22 2723 2998
阿一练歌房
和平区新华路155号

Happy Party KTV

No. 101 Nan Ma Lu, Nankai District
Tel: +86 22 2733 6666
快乐迪量贩KTV
南开区南马路101号

Holiday KTV

9F Isetan, Block C Modern Town,
No. 108 Nanjing Lu, Heping District
Tel: +86 22 2718 8555
好乐迪KTV
和平区南京路108号现代城C区
伊势丹9楼

Milo KTV

5F NEW World Department Store,
No. 138 Dong Ma Lu, Nankai
District
Tel: +86 22 2728 7888
米乐星KTV
南开区东马路138号新世界百货5
层

Oriental Pearl KTV

Heping Shop:
2 Guizhou Lu, Heping District
Tel: +86 22 2781 6666
东方之珠KTV 和平店
和平区贵州路2号

Party Land KTV

Golden Crown Building, No. 20
Nanjing Lu, Heping District
Tel: +86 22 2302 9988
金永KTV
和平区南京路20号金皇大厦

Star KTV

No. 878 Dagu Nan Lu, Hexi District
Tel: +86 22 2833 6666
星光大道KTV
河西区大沽南路878号

▼ SERVICES

Chambers

**European Chamber
Tianjin Chapter**
Room 1603, Building 17, Magnetic
Plaza, Binshui Xi Dao, Nankai
District, Tianjin, 300381, P.R.China
Tel: +86 22 2374 1122
Tianjin@euccc.com.cn
中国欧盟商会天津分会
天津市南开区宾水西道奥城商业
广场17座1603室

**German Business
Circle Tianjin Deutscher
Unternehmerkreis Tianjin, DUT**
Office 803, Huake Center, 3
Kaihua Dao, Huayuan Industrial
Area, Tianjin
Tel: +86 22 8371 7855
Fax: +86 22 8371 7859
天津德国人联谊会
天津市华苑产业区开华道3号华科
创业中心803室

**German Chamber of
Commerce, Tianjin Office**
3 Yuliang Lu, Nankai District, Tianjin
300191
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, Greater Tianjin
Branch**
Room 2918, 29F The Exchange
Tower 2, 189 Nanjing Lu,
Heping District
Tel: +86 22 2318 5075
Fax: +86 22 2318 5074
www.amchamtianjin.org
美国商会天津分会
和平区南京路189号津汇广场B座
2918室

Tianjin Japanese Association
Rm 607, International Building
75 Nanjing Lu, Heping District
Tel: +86 22 2313 2522
www.tjja.net

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
6 Binshui Xi Dao, Nankai District
Tel: +86 22 2395 7991
天津韩国商会
天津市南开区宾水西道6号
枫林宾馆1楼

Tianjin Korean Society
1F Feng Lin Hotel
6 Bin Shui Xi Dao, Nankai District
Tel: +86 22 2395 6600
天津韩国人会
天津市南开区宾水西道6号
枫林宾馆1楼

Hotels

Astor Hotel
33 Tai Er Zhuang Lu
Heping District
Tel: +86 22 2303 2888
利顺德大饭店
和平区台儿庄路33号

Baiyun Hotel
No. 12 Fada Street, Nanhai Road,
TEDA, Tianjin
Tel: +86 22 66208888
白云酒店
天津经济技术开发区南海路发达
街12号

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

Crystal Palace Hotel
28 You Yi Lu, Hexi District
Tel: +86 22 2835 6666
水晶宫饭店
河西区友谊路28号

Dickson Hotel
18 Bin Shui Dao, Hexi District
Tel: +86 22 2836 4888
帝城大酒店
河西区宾水道18号

Geneva Hotel
28 You Yi Road, Hexi District
Tel: +86 22 2835 2222
津利华酒店
河西区友谊路28号

Golden Crown Hotel
18 Nan Jing Lu, Hexi District
Tel: +86 22 2303 8866
金皇大酒店
河西区南京路18号

Golden Ocean Hotel
338 Nanjing Lu, Nankai District
Tel: +86 22 2746 6666
金泽大酒店
南开区南京路338号

Harbor Center Hotel
240 Zhang Zi Zhong Lu, Heping
District
Tel: +86 22 2302 6888
天津港湾中心酒店
和平区张自忠路240号

Holiday Inn Binhai Tianjin
86 Di Yi Da Jie, 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 Tianjin Hotel
288 Zhong Shan Lu, Hebei District
Tel: +86 22 2628 8888
假日饭店
河北区中山路288号

Hotel Nikko Tianjin
189 Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
天津日航酒店
和平区南京路189号

**Hyatt Regency Jing Jin City
Resort and Spa**
8 Zhujiang Da Dao, Zhouliang
Zhuang, Baodi District, Tianjin
Tel: +86 22 5921 1234
Fax: +86 22 5922 9531
京津新城凯悦酒店
天津宝坻区周良庄珠江大道8号

Hyatt Regency Tianjin
219 Jie Fang Bei Lu,
Heping District
Tel: +86 22 2330 1234
天津凯悦酒店
和平区解放北路219号

Renaissance Tianjin Hotel
105 Jian She 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 TEDA
Hotel & Convention Centre**
29 Second Ave., TEDA
Tel: +86 22 6621 8888
天津万丽泰达酒店及会议中心
天津经济技术开发区
第二大街29号

Sheraton Tianjin Hotel
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2334 3388
喜来登大酒店
河西区紫金山路

Tian Bao International Hotel
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 Ruiwan Hotel
2527 Di Yi Da Jie, Xin Gang, Tang Gu
Tel: +86 22 2578 0001
天津瑞湾酒店
塘沽区新港一号路2527号

Tianlun Rega Jinbin Hotel
135 An Shan Dao, Heping District
Tel: +86 22 8331 1818
天伦瑞嘉晋滨大酒店
天津市和平区鞍山道135号

**TEDA International Club
(Tianjin)**
7 Fu Kang Lu, Nankai District
Tel: +86 22 5869 5555
天津泰达国际会馆
南开区复康路7号

**TEDA International Hotel &
Club**
8 Di Er Da Jie, TEDA
Tel: +86 22 2532 6000
泰达国际酒店暨会馆
开发区第二大街8号

Apartments

Astor Apartment
33 Tai Er Zhuang Lu,
Heping District
Tel: +86 22 2303 2888
利顺德公寓
和平区台儿庄路33号

**Crystal Palace Hotel
Apartment**
28 You Yi Lu, Hexi District
Tel: +86 22 2835 6666
水晶宫饭店公寓
河西区友谊路28号

Sheraton Apartment
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2334 3388
喜来登公寓
河西区紫金山路

Somerset Olympic Tower
126 Cheng Du 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

**TEDA International Club
(Tianjin)**
7 Fu Kang Lu, Nankai District
Tel: +86 22 5869 5555
天津泰达国际会馆公寓
南开区复康路7号

Tianjin International Building
75 Nanjing Lu, Heping District
Tel: +86 22 2330 6666
国际大厦
和平区南京路75号

Business Centre

The Executive Centre
29F The Exchange Tower 2,
189 Nanjing Lu, Heping District
Tel: +86 22 2318 5000
Fax: +86 22 2318 5001
天津德事商务中心
和平区南京路189号津汇广场2座
29层

▼ SERVICES

Schools

International School of Tianjin
Weishan Lu, Shuanggang
Jinnan District
Tel: +86 22 2859 2001
Fax: +86 22 2859 2007
www.istianjin.org
天津经济开发区国际学校天津分校
津南开发区双港微山路

Teda International School
72 Di San Da Jie, TEDA
Tel: +86 22 6622 6158
Fax: +86 22 6200 1818
www.tedainternationalschool.net
泰达国际学校
开发区第三大街72号

Tianjin International School
Huayuan Industrial Area
1 Meiyuan Lu, Nankai District
Tel: +86 22 8371 0900
Fax: +86 22 8371 0400
www.tiseagles.com
天津国际学校
南开区华苑产业区梅苑路一号

Tianjin Rego International School
38 Huandao Dong Lu
Meijiangnan Residential Zone
Tel: +86 22 8816 1180
Fax: +86 22 8816 1190
www.regoschool.org
天津瑞金国际学校
河西区梅江南居住区环岛东路38号

Gyms

GLO GYM
6F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 06:00-23:00
焕 - 健康中心
和平区南京路189号天津日航酒店
六层

Haosha Fitness & Beauty Center
4F, Xin An Guang Chang,
Nankai District
Tel: +86 22 8734 0399
浩沙健与美俱乐部
南开区新安广场4楼

Holiday Inn Binhai Hotel Fitness Center
15F, Holiday Inn Binhai Tianjin
No. 86, Di Yi Da Jie, TEDA
Tel: +86 22 6628 3388 ext. 2960
Hrs: 06:00 - 22:00
天津滨海假日酒店健身中心
天津滨海假日酒店15层

Powerhouse GYM
1F Jinhuang Building
20 Nanjin Lu, Hexi District
Tel: +86 22 2302 2008

Hrs: 07:00 - 22:00 (Mon - Fri)
Hrs: 09:00 - 22:00 (Sat)
Hrs: 10:00 - 22:00 (Sun)
宝力豪健身俱乐部
河西区南京路20号金皇大厦1层
Entrance of Area C, Tianjin
Olympic Center Stadium, 90 Weijin
Nan Lu, Nankai District
Tel: +86 22 2338 2008

奥体中心店: 南开区卫津南路90号
奥林匹克场馆 C区入口

Sheraton Hotel Fitness Center
Zijinshan Lu, Hexi District
Tel: +86 22 2334 3388 ext. 2228
Hrs: 06:00 - 24:00
喜来登健身美容中心
河西区紫金山路喜来登饭店内

Start Point Fitness Center
Hexi Branch
2F Tian Jiao Yuan, 208 Machang
Dao, Tonglou, Hexi District
Tel: +86 22 2334 9555
Hrs: 09:00 - 22:00

起点健身
河西区佟楼马场道208号
天骄园二楼

Tennis Courts

Tianjin People's Stadium Tennis Court
Junction of Guizhou Lu and
Chengdu Dao, Heping District
Tel: +86 22 2339 0979
人民体育馆网球场
和平区贵州路与成都道交口

Tianjin Tennis Center
9 Fukang Lu, Nankai District
(Opposite Nankai University)
Tel: +86 22 2359 1964
天津市网球中心
南开区复康路9号 (南开大学正
门对面)

Outdoor Clubs

Able Outdoor
A4-1F Magnetic international
shopping mall Binshuixi Dao,
Nankai District
Tel: +86 22 2385 5007
天津全能户外俱乐部
南开区滨水西道时代奥城商业广
场A4一楼

Y.Q.B Outdoor Sports Club
400 Anshanxi Dao, Nankai District
Tel: +86 22 2737 3435
Hrs: 10:00 - 20:30
www.youqibing.net
坚石游骑兵户外运动俱乐部
南开区鞍山西道400号

Yoga

Shi Da Yoga Club
Room 902, Suite A, Yuexiu
Building, Yuexiu Road, Hexi District
Tel: +86 22 8837 2515
Hrs: 10:00-21:00
释达瑜伽馆
河西区越秀路越秀大厦A座902室

Yunshui Yoga Club
2nd Floor, Flat 8, Yang Guang
Apartment, Shui Shang Dong Lu,
Nankai District
云水瑜伽会馆
南开区水上东路阳光公寓8幢2楼

Golf Clubs

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

Fortune Lake Golf Club
Tuanbo Zhen, Jinghai County
Tel: +86 22 6850 5299
天津松江团泊湖高尔夫球会
静海县团泊镇

Regal Rivera Golf Club
1 Zhujiang Nan Lum Jingjin New
City, Baodi District
Tel: +86 22 2966 9266
帝景高尔夫俱乐部
宝坻区京津新城珠江南路1号

Tianjin International Hot Spring Golf Club
South of GuanZhuang Village,
Huaming Town, Dongli district
Tel: +86 22 2489 0391
天津国际温泉高尔夫俱乐部
东丽区华明镇贵庄村南

Tianjin Swan Lake International Golf Club
No. 20, FuYuan Lu, WuQing
Economic and Development Zone
Tel: +86 22 8217 5261
天津天鹅湖国际高尔夫俱乐部
天津市武清开发区福源道20号

Tianjin Warner International Golf Club
1 Nanhai Lu, TEDA
Tel: +86 22 2532 6009
天津华纳高尔夫俱乐部
天津经济技术开发区南海路1号

Yangliuqing Golf Club
Yi Jing Lu, Yangliuqing,
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

Museums

Folklore Museum
No. 80 Ancient Culture Street,
Nankai District
Tel: +86 22 2727 5062
Hrs: 09:00-17:30
民俗博物馆
南开区古文化街80号

Natural History Museum
206 Machang Dao, Hexi District
Tel: +86 22 2335 8031
Hrs: 09:00-16:30
自然博物馆
河西区马场道206号

Tianjin Science & Technology Museum
No. 94 Longchang Lu, Hexi District
Tel: +86 22 2832 0315
Hrs: 09:00-16:30 (closed on
Monday)
天津科技馆
河西区隆昌路94号

Tianjin Museum
31 Youyi Lu, Hexi District
Tel: +86 22 5879 3000
(closed Mondays)
天津博物馆
河西区友谊路31号

Yangliuqing Museum
No. 47 Gu Yi Jie, Yang liu qing,
Xiqing District
Tel: +86 22 2739 1617
Hrs: 09:00-16:30
杨柳青博物馆
西青区杨柳青估衣街47号

Theatres & Cinemas

Jinyi International Cinema
3F, Area B, 8 Magnetic Capital,
Binshui Dao, Nankai District
Tel: +86 22 2385 5062
Every Tuesday Half Price
金逸国际电影城
南开区滨水道奥城商业广场
8号B区3楼

Tianjin Grand Theatre
Crossing of Youyi Lu & Binshui
Dao, Hexi District
Tel: +86 22 2835 1443
天津大剧院
河西区友谊路与滨水道交口

Wanda International Cinema
2F, E Block, Wanda Business
Square, 168 Heping Lu, Heping
District
Tel: +86 22 2722 6619
Every Wednesday Half Price
万达影城
和平区和平路168号万达商业广
场E座2层

▼ SERVICES

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Tianjin Comfort Travel Co., Ltd
7F, United Building A, 51
Youyi Lu, Hexi District
Tel: +86 22 2837 1875
天津康辉旅行社有限责任公司
河西区友谊北路51号合众大厦
A座7层

Tianjin CITIC International Travel Co., Ltd

57 Nanjing Lu, Heping District
Tel: +86 22 2316 1795
天津中信国际旅行社有限公司
和平区南京路57号

Tianjin China International Travel Service

22 Youyi Lu, Hexi District
Tel: +86 22 2835 8866
天津中国国际旅行社
河西区友谊路22号

Banks

Bank of China

80 Jie Fang 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 Communications

35 Nanjing Lu, Hexi District
Tel: +86 22 2340 3512
交通银行天津分行
河西区南京路35号

Bank of Tianjin

15 Youyi Lu, Hexi District
Tel: +86 22 960296
天津银行
天津河西区友谊路15号

China Bohai Bank

201-205 Machang Dao, Hexi District

Tel: +86 22 5831 6666

渤海银行

天津市河西区马场道201-205号

Magnetic Branch

Building No. 1 Magnetic Area, Bin

Shui Xi Dao, Nankai District

Tel: +86 22 5839 1358

渤海银行奥城支行

南开区滨水西道奥城商业广场

1号楼

China Construction Bank

19 Nanjing Lu, Hexi District

Tel: +86 22 2340 1616

中国建设银行天津分行

河西区南京路19号

China Merchants Bank Tianjin Branch

55 North Youyi Bei Lu, Hexi District

Tel: +86 22 8328 0810

招商银行天津分行
河西区友谊北路55号

Industrial & Commercial Bank of China

123 Wei Di Dao, Hexi District
Tel: +86 22 95588

中国工商银行天津分行
河西区围堤道123号

HSBC, Tianjin Branch

No.1 Ocean Shipping Plaza,
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

Foreign Banks

BEA

Room 907, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2332 0050

Fax: +86 22 2332 3165

东亚银行有限公司
和平区南京路75号国际大厦907室

BNP

Room 1601, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2330 7990

法国巴黎银行

和平区南京路75号国际大厦1601室

Citibank

18F, The Exchange, 189 Nanjing
Lu, Heping District

Tel: +86 22 8319 1988 ext. 73812

花旗银行

和平区南京路189号津汇广场18层

JP Morgan

Room 1401, International Building,
75 Nanjing Lu, Heping District

Tel: +86 22 2339 9111 ext. 5520

摩根大通银行

和平区南京路75号国际大厦1401

Standard Chartered

20F, The Exchange, 189 Nanjing
Lu, Heping District

Tel: +86 22 8319 1360

渣打银行

和平区南京路189号津汇广场20层

Sumitomo Mitsui Banking Corporation

Room 1210, International Building,
75 Nanjing Lu, Heping District

Tel: +86 22 2330 6677 ext. 103

三井住友银行

和平区南京路75号国际大厦1210室

Supermarkets

Carrefour

Long Cheng Store
138 Dong Ma Lu, Nankai District
Tel: +86 22 2726 9696
家乐福
龙城店: 南开区东马路138号

He Dong Store

160 Zhang Gui Zhuang Lu,
Hedong District
Tel: +86 22 2412 2020
河东店: 河东区张贵庄路160号

Hai Guang Si Store

302 Nanjing Lu, Nankai District
Tel: +86 22 2721 0850
海光寺店: 南开区南京路302号

Crystal Palace Supermarket

28 Youyi Lu, Hexi District
Tel: +86 22 2835 6888
水晶宫超市
河西区友谊路28号

E-Mart Supercenter

Magnetic City Store
Binshui Xi Dao, Nankai District
Tel: +86 22 5869 1234

易买得超市

天津市滨水西道与凌宾路交口

时代奥城店

Xiugu Plaza

1168 Jintang Lu, Tanggu District

Tel: +86 22 5982 1234

Hrs: 08:00 - 22:00

塘沽区津塘公路1168号

秀谷商业广场内

Heping Supermarket

1F Longbin Yuan, 5 Shui Shang
Gong Yuan Xi Lu, Nankai District
Tel: +86 22 2394 7926

和平超市

南开区水上公园西路龙滨园

5号楼底商

Hisense Supermarket

-1F, Hisense Plaza, 188 Jiefang
Nan Lu, Heping District
Tel: +86 22 2373 1998

海信超市

和平区解放北路188号海信广场负

一层

Hong Kong Supermarket

-1F, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2330 1849

香港超市

和平区南京路75号国际大厦负1层

Isetan Supermarket

-1F, Isetan Department Store,
108 Nanjing Lu, Heping District
Tel: +86 22 2722 1111

Hrs: 09:00-21:00

伊势丹超市

和平区南京路108号伊势丹负一层

METRO Supermarket

Hong Qi Bei Lu
75 Xiqing Lu, Hongqiao District
Tel: +86 22 2732 8888
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麦德隆超市
红桥区西青道75号红旗北路

Times Grocery Store

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开发区宏达街11号2号楼底商

Wal-Mart

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Xinkai Lu, Hedong District
Tel: +86 22 2433 2599

Hrs: 07:00 - 22:00

沃尔玛超市

河东区华昌大街和新开路口北

侧嘉华国际商业中心

66 Fu An Da Jie, Heping District

Tel: +86 22 8558 6766

Hrs: 07:00 - 22:00

和平区福安大街66号

Department Stores

Far East Department Store

168 Dong Ma Lu, Tong Luo Wan
Square, Nankai District
Tel: +86 22 2727 1688

远东百货

南开区东马路168号铜锣湾广场内

Isetan

108 Nan Jing Lu, Heping District

Tel: +86 22 2722 1111

Hrs: 10:00 - 21:00

天津伊势丹有限公司

和平区南京路108号

Maison Mode

No. 211 Nanjing Lu, Heping District

Tel: +86 22 2781 0123

Hrs: 10:00-21:30

美美百货

和平区南京路211号

Robbinz

No. 128 Nanjing Lu, Heping District
(Junction of Nanjing Lu & Binjiang
Dao)

Tel: +86 22 2701 1266

Hrs: 10:00-22:00

乐宾百货

和平区南京路128号

The Exchange

Jin Hui Guang Chang

189 Nan Jing Lu, Heping District

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HISTORIC WUDADAO: TIANJIN'S FIVE MAIN ROADS

by Wang Na

Tianjin has played a pivotal role in Chinese history. During the ceaseless political unrest at the beginning of last century, Tianjin became a safe harbor for a large number of retired Beijing politicians and many other public figures. Western buildings, such as imposing churches and architecture from Italy, France, Spain, Germany and the UK, stand on every corner of Tianjin as a remnant of prior occupation. The most concentrated of these buildings lie in the Five Main Roads (Wu3 Da4 Dao4), recognized as one of the top 10 Tianjin tourism destinations.

The Five Main Roads are Chengdu Road, Chongqing Road, Machang Road, Dali Road and Munan Road in Heping District. They roughly define a 1.28-square-kilometer rectangular region south of Chengdu Road, north of Machang Road, and east of Xikang Road at the junction of Nanjing Road. Changde road, a later addition, brings the count to six, but Tianjinese are accustomed to saying "Five Main Roads".

More than 230 western buildings of various styles and over 50 celebrities' villas line the 22 local streets that span 17 kilometers. Renaissance, Greek and Gothic architecture, romanticism and eclecticism, as well as Chinese-western mixed styles give the Five Main Roads their reputation as the "World Building Exposition".

Five Main Roads were built for single-lane traffic and well-lined with greenery, such as the tall French phoenix tree shading many low-lying buildings. Courtyards face the street, planted with flowers and trees that cover or outline windows. A stroll along the quiet, romantic streets harkens back to an earlier time. In the early 1900s, few westerners had settled down here, and most residents were related to the Qing Dynasty emperor, the President and military governors in BeiYang government, wealthy businessmen or celebrities. Two presidents of the Republic of China and seven premiers resided in the Five Main Roads in the 1920s and 1930s. They regarded Tianjin as an ideal place to set up their private residences because Tianjin is

closed to the capital, Beijing, with convenient transportation.

At the turn of the 20th century, Five Main Roads was just a pit and pond in the south of Tianjin. Many shack-like residences covered the land that was later sectioned into the British Concession. The British Concession engineering bureau dredged the silt of Haihe River from 1919 to 1926 to fill the pit and pond and lay road over them. Dali Road, Munan Road, Changde Road, Chongqing Road and Chengdu Road were completed in 1929. At that time the roads sported British names: Singapore Road, Hong Kong Road, Colombo Road, Edinburgh Road and London Road, respectively.



Carriage sculpture in the Wu Da Dao



Munan Mansion

Machang Road was the earliest, widest and longest among the Five Main

Roads. Machang Road got its name as the path to the once-flourishing race-

course of the British Concession. No. 121 Machang Road, a typical Spanish garden villa, was once lived in by a British scholar named Davinci, so this building also called "Davinci building", and is the oldest in Five Main Roads. Beijiang Museum, one of the earliest museums in China, was built on Machang Road in 1922 using Roman architecture. It is recognized as a Municipality Protected Historic Site. The Industry & Commerce Institute (Now Tianjin Foreign Studies University) was built in 1925 utilizing French architecture.



Tianjin Foreign Studies University



The symbol of Wu Da Dao



Former residence of Yan Huiqing



Prince Qing's Mansion



Former residence of Sun Dianying

There are 74 western buildings, 22 villas of former celebrities, and 4 municipality protected historic sites on Munan Road. No. 20 Munan Road, constructed in 1930, is the former residence of Sun Dianying, a warlord during the Warlord Era (1916-1928). Its luxurious three floors and basement typify western mansions of the time. No. 24, of classical European design, was the house of Yan Huiqing, a diplomat and former premier during the first half of the 20th century. No. 50, a British garden villa, was the residence of once-ruler of Manchuria

Zhang Xueliang's little brother, Zhang Xueming.

There are also two Chinese-western mixed villas in the Five Main Roads. One spans No. 3 and No. 5 Dali Road, and was the residence for Commander Cai Chengxun. This French design features a Chinese woodcarving interior. The other is No. 55 Chongqing Road, called Prince Qing's Mansion (Zaizhen, a fourth generation member of the Qing Dynasty). It is now used by the Tianjin Foreign Affairs office.

Looking from a cultural perspective, The Five Main Roads exhibit the Chinese-Western conflict and confluence of modern China. They also symbolize the openness of Tianjin's urban culture and serve as a living museum of modern Tianjin's development. Looking from a historical perspective, the Five Main Roads put Tianjin on visitors' maps and in investors' portfolios. ■



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