

ECONOMY • FINANCE • MARKETING

Business

04/2020

津衛商務

TIANJIN



Interview with
Chuck Yang
Headmaster & Founder
Admiral Farragut Academy China

CULTIVATING GLOBAL CITIZENS

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Letter from the Editor

Dear Readers,

While China is rejecting claims of an inaccurate coronavirus death tally in Wuhan, there are over 1,000,000 cases of coronavirus globally, and this number will probably reach more than 2 or 3 million if governments don't take decisive actions to combat the spread of the coronavirus as the crisis begins in each country. Good examples to follow have been South Korea and Japan, and even China. So far, almost 55,000 people have died worldwide from the virus.

The coronavirus is also wreaking havoc on China's economy and the global economy at large, and the final costs of the virus are not yet fully known. The real numbers will emerge after the catastrophe has been contained. Until then, the Chinese government and other governments around the world are doing what they can to ensure that we exit this tragedy with minimal losses.

We recently talked with the founder of Admiral Farragut Academy China, Mr. Xiaoke (Chuck) Yang, who told us about his passion in life and his strong commitment to developing his career in education. His main aim is to help the young generation in China become global citizens. He believes in seeking truth, and that there is only one reality, and he wants to encourage people to push for social reforms and advancement in society. He realized after studying for his journalism career that he could have an impact on young people by working in education and showing them how knowledge and expertise could change the world.

Don't miss the Last Words column, where our columnist Leoni tells us about her experience during her quarantine and isolation period after coming back from her home country a few days ago to resume her work. She was very lucky to have arrived in Tianjin on the last day that it was allowed for individuals to do the self-isolation in their own apartments.

As Michael Hart says in his Real Estate column, we are all happy that since the virus now seems to be under control in China, we can go back out and see our friends and colleagues and visit our favourite restaurants. However, he predicts that over the next few months or years, many of us may also not be looking to return completely to our pre-virus routines.

Visit our website and follow us on our official Wechat account (ID: **business_tianjin**) for a complete list of articles and information.

Mary Smith

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Headmaster & Founder
Admiral Farragut Academy China

We recently talked with the founder of Admiral Farragut Academy China, Mr. Xiaoke (Chuck) Yang who told us about his passion in life and his strong commitment to developing his career in education. His main aim is to help the young generation in China become global citizens.

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TECH ▶

Augmented and Virtual Reality

We now live in a mobile-centric period, and technology has evolved significantly over the period of time. There has been tremendous growth in the use of Artificial Intelligence, Augmented Reality and Virtual Reality, IoT and machine learning in various sectors.

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LAST WORDS ▶

Going back to China amidst the virus?

Yes, that was the reaction of family and friends when I officially announced I was ready to go back to China to face the virus, the real reason being that I want to get the quarantine done and dusted so I can get some normality and structure back into my life.

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Tianjin News

TIANJIN, BEIJING, HEBEI UNITE TO MANAGE HEALTH CODE



People from Beijing, Hebei who have obtained the Tianjin "Health Code" green code can enjoy the same treatment as Tianjin citizens. The health code can use as a permit at transportation checkpoints, residence areas, factory areas in Tianjin, with no need to implement home-based isolation medical observation or centralized isolation medical observation.

TIANJIN: REDUCTION AND EXEMPTION OF CORPORATE SOCIAL INSURANCE PREMIUMS



During the period of February to June 2020, small and medium enterprise (SMEs) in Tianjin will be exempt from paying premiums on pension, unemployment, and work injury insurances. For large companies, the payment of the above three social insurances will be halved during the period of February to April 2020. Companies experiencing severe difficulties in production and operation due to the epidemic may apply for deferred payment of social insurance premiums of up to 6 months.

COLOURFUL PASSENGER FLOW MAP OF TIANJIN METRO

Tianjin Metro strongly encourages



passengers to use the Tianjin Metro APP to achieve zero-touch, and it has launched a Passenger Flow Map function to control the passenger flow. From now on, passengers will need to upgrade the Tianjin Metro APP to the latest version, and they can then check the passenger flow status at any station on Tianjin Metro Lines 1, 2, 3, 5, 6, 9. The APP will show the current station crowd situation in four colours—red, orange, yellow and green—so that it can help passengers to arrange travel plans in advance.

TIANJIN METRO Z2 WILL SET UP THREE STATIONS IN THE TIANJIN AIRPORT ECONOMIC AREA



Tianjin Metro Line Z2 will pass through the Tianjin Airport Economic Area and three stations will be set up there. After the project is put into operation, it will connect downtown Tianjin and Binhai New Area which will make it more convenient for citizens. The Tianjin Metro Z2 Line Airport Economic Section has a length of 9.1 kilometres, from the Jingjintang Expressway to Dongjin Road. According to the plan, Zhongxin Dadao Station, Dongliu Road Station and Jingsan Road Station will be set up inside Tianjin Airport Economic Area. After the Z2 line is completed and put into operation, when citizens go to the Binhai New Area, they can save time in transferring in Tianjin Railway Station for Metro line 2.

ALL BEIJING FLIGHTS DIVERTED TO TIANJIN AND OTHER CITIES



Beijing has redirected all inbound flights scheduled to land at Beijing Capital International Airport to 12 designated airports where passengers' health condition will be checked. All international passengers arriving in Beijing must first fly to one of the 12 airports for health screening and quarantine, according to a notice jointly issued on Sunday by multiple national agencies. Passengers who do not exhibit symptoms will be allowed to reboard their planes to Beijing. The airports in Tianjin and Taiyuan in Shanxi province, and Hohhot in the Inner Mongolia autonomous region, have been handling such diverted inbound flights since Friday. Added to the list are airports in Shijiazhuang in Hebei province, Jinan and Qingdao in Shandong province, Nanjing in Jiangsu province, Shenyang and Dalian in Liaoning province, Zhengzhou, in Henan province, Xi'an in Shaanxi province, and Shanghai Pudong International Airport.

IMPORTED CASES OF PATIENTS IN TIANJIN WHO ARE NOT INSURED HAVE TO PAY THEIR OWN COSTS



Officials in Tianjin have confirmed that imported patients will have to pay for their own medical expenses if they don't have basic medical insurance.

The commercial insurance company will pay according to the contract if the patients have bought this insurance. If the imported cases have basic medical insurance, the medical expenses will be covered in accordance with relevant regulations, and the personal portion will be fully subsidized by the government. Expenses incurred during the period of stay and observation in Tianjin will be paid by the patient in principle, and medical expenses incurred by the insured persons that meet the requirements of basic medical insurance should be paid in accordance with the regulations.

TOYOTA PLANS NEW \$1.2 BILLION EV PLANT IN TIANJIN



Japanese automaker Toyota plans to build a new electric vehicle plant in Tianjin with its local partner FAW Group, a document from the local authorities showed. The joint venture between Toyota and FAW will involve an investment of around 8.5 billion yuan (\$1.22 billion) in the planned car plant in Tianjin, according to a document issued by authorities of the China-Singapore Tianjin Eco-city. The plant will have a manufacturing capacity of 200,000 new energy vehicles a year. In China, new energy vehicles include battery-only, plug-in hybrid and fuel-cell vehicles.

Finance

FOREIGN BANKS APPROVED TO TAKE CONTROL OF CHINESE JVS

China has cleared Goldman Sachs Group and Morgan Stanley to take majority control of their local securities businesses, taking a key step in opening up its financial markets to Wall Street. The China Securities



Regulatory Commission will allow the two banks to move to 51% ownership of their local joint ventures, Goldman Sachs Gao Hua Securities Co. and Morgan Stanley Huaxin Securities Co., the two U.S. institutions said on Friday. Both had initially lodged applications around August last year. Goldman Sachs is injecting new capital to increase its stake in its joint venture from 33%. It said it would move as soon as possible to migrate some business units that operate under its local partner, Beijing Gao Hua Securities, into the joint venture. Morgan Stanley will increase its stake in its Shanghai-based venture from 49%.

CHINA'S POWER GRID IS GETTING OUT OF REAL ESTATE



State Grid Corp. of China, the country's largest electricity distributor, is planning to exit the real estate business, nearly a decade after its primary overseer first ordered such a move as part of a drive to get centrally-owned state enterprises to focus on their core businesses. State Grid's intent was announced in a post on Sunday on the website of the Central Commission for Discipline Inspection, the Communist Party's highest disciplinary body. In addition to exiting real estate, State Grid will also exit traditional manufacturing to focus on operating the country's largest electricity distribution network, the post said.

MARS & FERRERO TO INVEST FURTHER IN CHINA DESPITE VIRUS BLOW



Some overseas companies like US food giant Mars, vow to continue investment in China despite the negative impact of the coronavirus as they look to take advantage of pent-up demand as the virus recedes in the country. Early signs of a rebound have already emerged as consumers are lining up at shops in downtown Shanghai, and online sales are picking up around Women's Day, which fell on Sunday. The developments are helping restore confidence among foreign companies. Mars, like numerous foreign companies in China, was caught up in the coronavirus outbreak. Apart from halted production, sales were also dampened as deliveries were restricted and shops were closed. Italian chocolate maker, Ferrero, also said that the company will continue to increase investment in China. Like Mars, it anticipates that demand will recover with "stronger momentum" after the coronavirus crisis.

CHINESE VOLVO OWNER GEELY PLANS TO LAUNCH SATELLITES FOR AUTONOMOUS CARS



Chinese automaker Geely said on Tuesday that it plans to launch two commercial low-Earth-orbit satellites by the end of this year, a move that could give it an edge in the company's push to develop autonomous vehicles.

The satellites are expected to provide high-precision positioning accurate to within a few centimetres, combined with low-latency communications services to vehicles with advanced self-driving capabilities, the company said. The satellite prototype is designed by Zhejiang-based aerospace technology start-up Shikong Daoyu, which is 70% owned by a Geely subsidiary.

Law & Policy

CHINA BARS FOREIGNERS FROM ENTRY



China will temporarily suspend entry into China by foreign nationals holding visas or residence permits in view of the rapid spread of COVID-19 across the world, China's foreign ministry said on Thursday. Foreigners holding visas or residence permits still valid at the time of this announcement cannot enter China's mainland, effective from March 28, 2020, the ministry said on its website. Entry by foreign nationals with APEC Business Travel Cards will be suspended as well. Policies including port visas, 24/72/144-hour visa-free transit policy, Hainan 30-day visa-free policy, 15-day visa-free policy specified for foreign cruise-group-tour through Shanghai Port, Guangdong 144-hour visa-free policy specified for foreign tour groups from Hong Kong or Macao SAR, and Guangxi 15-day visa-free policy specified for foreign tour groups of ASEAN countries will also be temporarily suspended.

VISAS FOR FOREIGNERS EXTENDED AUTOMATICALLY FOR TWO MONTHS



The National Immigration Administration has rolled out special measures to facilitate foreigners' stay in China as well as their arrivals and departures amid the battle against the COVID-19 outbreak. With no need for a separate application, foreigners in China will have their stay or residence permits extended automatically for two months during the epidemic period, Liu Haitao, an official with the administration, said on Sunday at a press conference in Beijing. Immigration offices nationwide will issue urgent exit and entry permits within 24 hours for those coming to China for anti-COVID-19 missions, including medical assistance, drug development and academic exchanges, Liu said.

FOREIGN TRAVELERS DENIED ENTRY IF PROVIDING INCOMPLETE INFO



Foreign nationals who conceal information or furnish false information to border officials when entering China will be denied entry as a punishment, said an official from China's General Administration of Customs (GAC), amid the country's persistent efforts at curbing imported COVID-19 cases from overseas. Apart from the aforementioned violations, individuals

not completing the routine paperwork at the border, will also be banned from entering, said Liu Haitao, a GAC official, at a press conference on Monday. Liu added that apart from standard border entrance formalities, as mandated by the Chinese government, foreigners who enter the country during this pandemic period must provide their Chinese recipient and contact information, their travel plans in China, and the accommodation address.

PERMANENT RESIDENCE DRAFT RULES PUBLISHED



The Ministry of Justice on Thursday published draft rules on foreigners' permanent residence in order to solicit public opinion. The draft rules are meant to further the country's opening up to the world, standardize the administration of foreigners' permanent residence in China and protect the legal rights of aliens who have obtained permanent residence. Foreigners with internationally acknowledged achievements in the fields of economics, science and technology, education, culture, health and sports will be able to apply for permanent residence, according to the draft rules. Foreigners who have made outstanding contributions to China's economic and social development, including engaging in public welfare activities and promoting exchanges between China and other countries, can apply upon the recommendations of relevant national departments or provincial-level governments, they said.

GENERAL

CAR LICENSE PLATE QUOTAS TO BE LIFTED



The Ministry of Industry and Information Technology is calling for cities in China that have introduced restrictions on the number of license plates allocated to citizens to increase their allowances in a bid to boost car sales. In a document released on Tuesday, the ministry said it will "actively stabilize vehicle consumption and encourage cities that limit car sales to increase appropriate quotas to promote sales of vehicles and relevant products". The document came as China's vehicle sales have fallen for two years, in 2018 and 2019, and are expected to maintain a downward trajectory in 2020.

PEOPLE WITH BLOOD TYPE 'A' MORE VULNERABLE TO CORONAVIRUS



People with blood group 'A' may be more prone to the new coronavirus (COVID-19) infection while those with blood type 'O' have a lower risk of contracting the deadly virus, a first-of-its-kind study claimed on Tuesday. The preliminary study looked at the blood group of patients in China who contracted the disease. Researchers led by Wang Xinghuan with the Centre for Evidence-Based and Translational Medicine at Zhongnan Hospital of Wuhan University looked at blood group



patterns of more than 2,000 infected patients in Wuhan and Shenzhen. They found that blood type A patients showed a higher rate of infection and developed more severe symptoms. Of 206 patients, 85 had type A blood - 63% more than the 52 with type O.

CHINA IN THE WORLD

CHINA TO SIGNIFICANTLY REDUCE INTERNATIONAL FLIGHTS

China's aviation regulator on Thursday asked domestic airlines to reduce their international routes to only one per country while capping the number of flights to no more than one flight per week. Foreign airlines are also asked to limit the number of flights to China to no more than one flight per week, said the Civil Aviation Administration of China. Airlines are required to cap the passenger load factors on inbound and outbound flights at 75% to curb the contagion risks, said the CAAC, adding that they're now allowed to use passenger aircraft for cargo-only flights.

HUBEI LIFTS LOCKDOWN AFTER TWO MONTHS IN ISOLATION



Hubei lifted its lockdown today, ending two months of isolation. The region, which was the centre of the COVID-19 outbreak, was placed on total lockdown earlier this year in a desperate attempt to get the disease under control. The draconian restrictions saw residents forced to stay

indoors while people were banned from entering or leaving the crisis-hit region. People who are cleared will be able to leave the province after midnight on Tuesday. However, restrictions on the city of Wuhan will remain until 8 April. Wuhan residents will soon be allowed to leave with a health tracking code - a QR code which will have an individual's health status linked to it.

HK EXTENDS TRAVEL BAN TO ALL NON-LOCALS

Hong Kong will ban all non-local residents from entering the city through flights and suspend transit services at the airport starting on Wednesday, Chief Executive Carrie Lam announced on Monday, a move which analysts believe is the "strictest-ever" measure to deal with the mounting pressure of COVID-19 in the city, which is an international hub with a prosperous service sector.

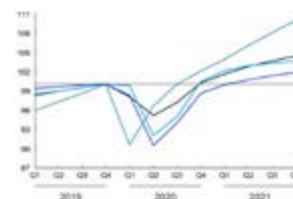
CHINA LAUNCHES FIRST CLINICAL TRIAL OF CORONAVIRUS VACCINE



The first clinical trial of the novel coronavirus vaccine in China has kicked off as volunteers taking part in the project started to share their experience on social media, a Chinese newspaper reported on Saturday. A female volunteer posted two pictures on Weibo of herself taking the vaccine shot as a part of the phase 1 clinical trial for recombinant novel coronavirus (COVID-19) vaccine. The clinical trial was filed on the Chinese Clinical Trial Registry on March 17. According to its registration information, the trial is jointly sponsored by the Institute of Biotechnology, Academy of Military Medical Sciences, People's Liberation Army and CanSino Biologics Inc based in Tianjin.

3 YEARS

The US and Eurozone's economies could take until 2023 to recover from the impact of the COVID-19 coronavirus crisis, according to a new report from consultancy McKinsey & Company.

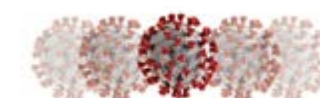


6 WEEKS

China's apparent recovery is encouraging, but that doesn't necessarily mean that Europe or the United States should expect to have their economies anywhere near mint condition in 6 weeks or so. Places in Asia that were hailed as models for their handling of the initial virus outbreak, such as Hong Kong, Taiwan, and Singapore, not to mention China, struggled with a second wave of (usually imported) infections soon after the earlier restrictions were lifted.

10%

Up to 10% of patients who recovered from Covid-19 tested positive again after being discharged from hospital, doctors in Wuhan have found. Researchers around the world are trying to determine whether recovered patients can still infect people with the coronavirus that causes the disease and if they have developed antibodies offering them immunity to the disease.



2.5\$ Trillion

The economic fallout from COVID-19 is likely to get "much worse" before it gets better for some six billion people living in developing economies, in an appeal for a \$2.5 trillion rescue package to boost their resilience to further hardship.



59 Millions

Chinese authorities introduced unprecedented measures in January in an effort to contain the coronavirus, including suspending all travel in and out of all cities in Hubei province like Wuhan - where the virus was first discovered - and preventing the province's 59 million people from leaving home.



2.3%

To precise growth forecasts is difficult, given the rapidly changing situation, but its baseline now called for growth in developing economies in the region to slow to 2.1% in 2020, and to -0.5% in a lower-case scenario, compared to estimated growth of 5.8% in 2019. In China, where the coronavirus outbreak originated in late December, growth was projected to slow to 2.3% in the baseline scenario, or as low as 0.1% in the lower-case scenario, compared to growth of 6.1% in 2019.

50%

The global economy is now in recession, while market liquidity and depth have virtually disappeared in a number of asset classes. Policymakers around the globe are taking extraordinary steps to support financial markets with more than 50% of the world economy at or near the zero interest rate, while fiscal stimulus will exceed the response seen in the aftermath of the 2008 global financial crisis.



57%

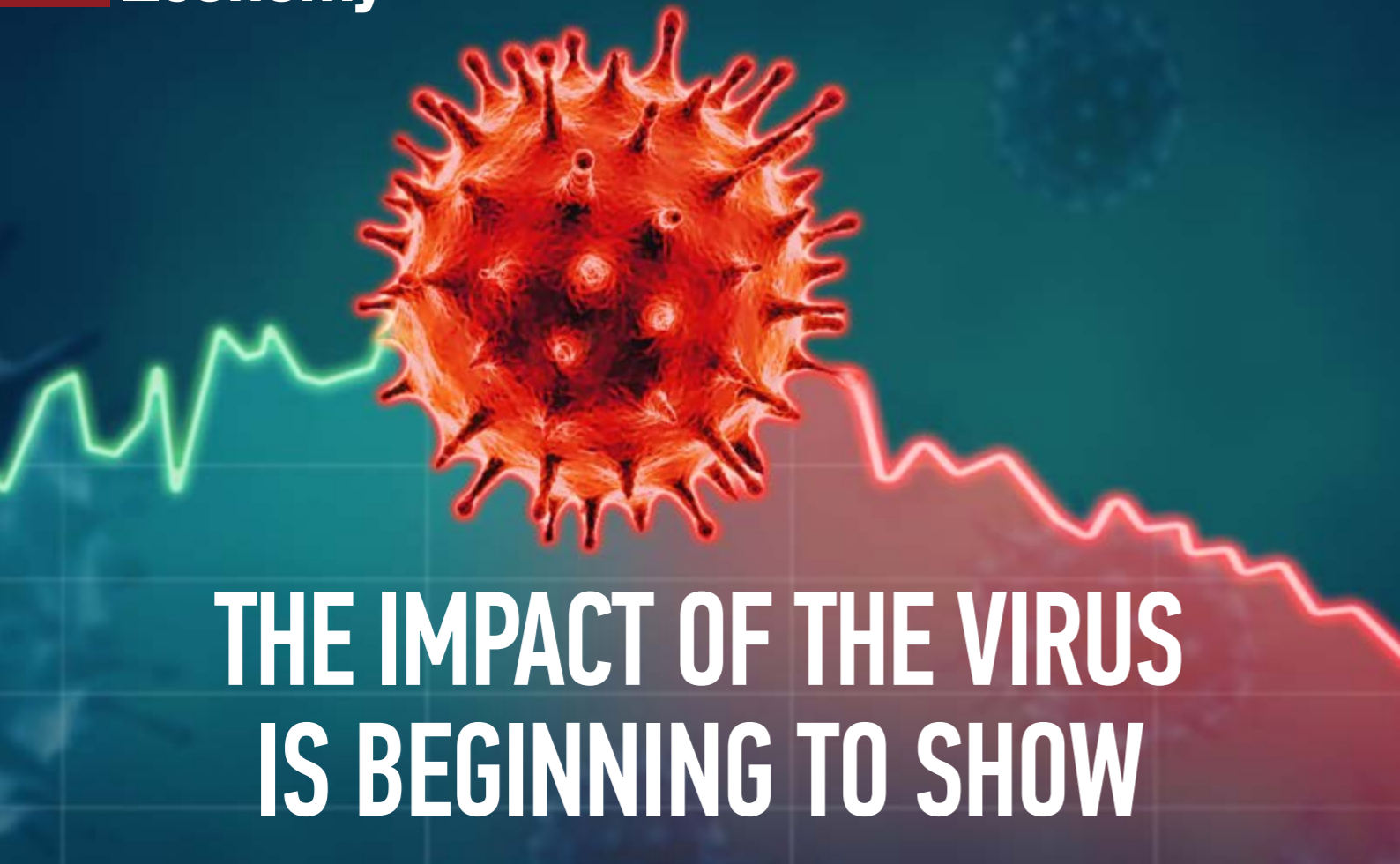
China's first-quarter growth will experience an unprecedented 41% decline, but is still on track to experience a V-shaped recovery, rebounding by 57% in the second quarter. China's full-year GDP growth forecast has been lowered to 1.1%, from an initial starting point of 5.9% at the beginning of the year.



90%

Close to 90% of global financial transactions conducted through banks use the dollar, even if the deal does not involve an American party. When South Korea sells phones to Brazil, it generally asks to be paid in dollars, because sellers everywhere prefer to hold the world's favorite legal tender.





THE IMPACT OF THE VIRUS IS BEGINNING TO SHOW

By Morgan Brady

Pressures from the coronavirus outbreak have already weakened the economy. The virus has spread to lots of countries and killed many people, and the damage is widespread. The impact of the virus raises the possibility that the entire Chinese economy will slump in the first quarter of this year, although analysts say it is too early to quantify the overall impact on businesses and consumers.

The expected weakness in the first quarter will make it challenging for China to achieve its GDP growth target. What makes matter worse is that China's GDP growth had already declined to near 30-year lows in 2019.

WEAKNESS ACROSS THE BOARD

Retail sales, industrial production, imports, exports, and investment activity, have all dropped down for the first two months of the year, compared

with the same period in 2019. The production of industrial goods slowed down but the important goods production maintained growth. The share-holding enterprises declined by 14.2% compared with 2019. On the other hand, the production of masks and fermented alcohol grew by 127.5% and 15.6% respectively because of the large demand.

Restaurants in China were hit the hardest. Their sales diminished by 43.1% during the first two months of the year. Online sales dropped as well, but at a slower pace of only 3% given demand from a quarantined population. General merchandise sales also went down by nearly 17.6%.

The market prices were nearly stable, but the growth of the producer prices for industrial products and the consumer prices showed diverging developments. The consumer price

went up by 5.3% year on year. The prices for food, tobacco and alcohol went up by 15.6% compared with 2019, while transport and communication were down by 0.4%. Medical services and healthcare costs went up by 2.2%, and the core CPI, excluding the price of food and energy, went up by 1.3%. In the first two months of the year, the consumer price went up by 5.4% and 5.2% year on year, and up by 1.4% and 0.8% month on month respectively.

IMPORT AND EXPORT DEFICIT AND TRADE STRUCTURE CONTINUED TO BE OPTIMIZED

The total value of exports and imports was 4,123.8 billion yuan. It has decreased by 9.6%. Specifically, the total value of exports reached 2,040.6 billion yuan, meaning it has declined by 15.9%, and that of imports reached 2,083.2 billion yuan, down by 2.4%. The trade balance was 42.6 billion yuan in deficit. The trade structure continued to

be optimized. The value of general trade accounted for 60.6% of the total value of imports and exports, 0.3% point higher than the same period of last year.

CHINA IS CUTTING THE BANK CASH RESERVE REQUIREMENTS

As a supportive measure, China's central bank cut the amount of cash that banks must hold as reserves, releasing 550 billion yuan (\$79 billion) to help its coronavirus-hit economy. The central bank of China urged banks to lend more to enterprises and other powerless sectors under its inclusive financing push. It has also encouraged lenders to extend cheap loans and tolerate late payments from companies hit by the health crisis.

The government has also rolled out fiscal support steps, such as lowering social insurance fees and subsidies for firms, and including more funding for virus fight tax waivers.

The leaders are seeking to improve the financial support for businesses affected by the impact of the coronavirus epidemic, including lowering the reserve requirement ratio (RRR) — the amount banks need to keep on hand.

The People's Bank of China (PBOC) said on its website that it would cut the reserve requirement ratio (RRR) by 50-100 basis points (bps) for banks that have met inclusive financing targets. The RRR for large banks is currently 12.5%.

"Liquidity conditions in China are loose, and it remains to be seen whether the additional funds can enter the entity effectively," said Yang Yewei, analyst at Southwest Securities. Economists and analysts expected China's economic growth to tumble to 3.5% in the first quarter year-on-year from the previous quarter's 6.0%. Few think it may even have decreased on a quarter-on-quarter basis.

LESS OPTIMISTIC OUTLOOK

On Monday, Fitch Solutions revised its forecast for China's economic growth this year down to 5.2%. The Commonwealth Bank of Australia also pushed down its forecast on Monday to just 4.2%.



Economists are unsure how much growth would be needed for China to achieve its target this year. The usual estimates are somewhere between 5% and 6%.

Increasing fiscal support, such as by increasing government spending and cutting taxes, as well as better reduction of interest rates, will surely benefit the Chinese economy. It will help supplement liquidity at the end of the quarter, increase the space for boosting credit and promote the rapid recovery of the economy, according to a senior economist. This is a tough situation, however, as lower rates and easy credit could fuel bubbles in the economy. The government must watch the situation closely and take balanced action.

CONCLUSION

The coronavirus is wreaking havoc on China's economy and the global economy at large. The final costs of the virus are not yet fully known. The real numbers will emerge after the catastrophe has been contained. Until then, the Chinese government and other governments around the world are doing what they can to ensure we exit this tragedy with minimal losses. **B**

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btianjin.cn/200401

病毒的影响逐步显现

冠状病毒已传播到许多国家。病毒影响下增加了经济在第一季度暴跌的可能性，第一季度的预期疲软将使中国难以实现 GDP 增长目标。

跨行业疲软

与 2019 年同期相比，今年前两个月的零售，工业生产，进口，出口和投资活动均下降。餐饮业销售额下降了 43.1%。一月和二月居民消费价格同比上涨 5.4% 和 5.2%，环比分别上涨 1.4% 和 0.8%。

进出口逆差和贸易结构继续优化。进出口总值 41238 亿元，下降了 9.6%。其中出口总值下降 15.9%，进口总值下降 2.4%。进出口相抵，逆差 426 亿元。

削减银行储备金

央行削减了银行储备金，释放了 5500 亿元人民币（合 790 亿美元），以帮助遭受冠状病毒袭击的经济。政府还采取了财政支持措施，例如降低社会保险费和对企业进行补贴。

不太乐观的前景

惠誉解决方案对中国今年经济增长的预期下调至 5.2%。澳大利亚联邦银行周一也将其预测下调至 4.2%。加大财政支持，例如增加政府支出和减税，以及更好地降低利率，无疑将使中国经济受益。但这是一个两难的局面，因为较低的利率和宽松的信贷可能助长经济泡沫，政府必须密切关注局势并及时平衡。

总之，冠状病毒正在给中国经济和整个全球经济造成严重破坏。中国政府和世界其他国家的政府正在尽其所能，以确保以最小的损失摆脱这场悲剧。



1. It is advisable to establish an emergency fund and always be prepared for the unknown.

Who would ever have thought that a killer virus could paralyze the global business ecosystem! A great lesson to remember for small business owners and start-ups would be to start planning and strategizing on how you can build an emergency fund. This can help substantially when a situation like this occurs suddenly.

2. All businesses, especially start-ups, must get their cashflow system organized and under control.

When you fail to control the spending of money in your business, it will fail to thrive even before a calamity or a crisis happens. Money and time are important, and building a planned and systematic cashflow can keep your business running in a time of adversity.

3. You should acquire an efficient and innovative system for your product inventory.

Inventory management is often overlooked because spending money on it can be impractical. However, since customer demand can be predicted, inventory control should be prioritized to protect your assets, so you should invest

in a system that can make the tracking quick and easy. If you have products that are expiring soon, make sure to turn them into sales, because this is an effective way to maintain cash flow in your business. Not being able to track your inventory will result in a loss over time.

4. Protect your network.

It is never too late to fix your network when everything is back to normal. Your network includes the people you work with and those who keep your business going—your suppliers, customers, employees, building owner, landlord or lessor, and anyone who is included in your work environment. Widen your scope and invest in what's essential. Love the people who work for you, and if you need to let go of them, make sure they benefit from your emergency fund. If you are an established business, work with small business owners, and support them. In return, you will see how your network can protect you in times of difficulty.

5. Always prepare a backup plan, and act quickly.

Make it a habit to make a regular assessment of your business and establish a backup plan. A ready plan can help you navigate and survive when a stressful time comes. Get your business insured if you are able to. If possible, get

coverage for everyone who's running and operating the company, including your employees. Educate them on why preparing for unforeseen storms like the current crisis is crucial, so they can participate and support your plans.

They say experience is the best teacher. When this is all over, we can rise again! However, since we do not know when this pandemic storm will calm down, we can do only so much, and think about how we can seize more opportunities to get back up again after the storm.

The whole world is feeling the hurt and pain of this virus outbreak, and we're not sure how long the consequences will last. Listening to the news creates anxiety, and while people in business take this time to reflect and think about how they can strategize, the prospect of thriving and surviving may still be unclear at this point.

For now, we should all focus on how to flatten the curve of this killer virus. This is not a one-person battle but a global battle that we must win! If you are one of the entrepreneurs who is facing loss and not sure on how you can recover, take a break from your worries and continue to keep a positive attitude as we move forward. While it is true that some good things don't last, the same is said of every storm. It will not last and will soon pass. **B**

By Rose Salas

WHAT ENTREPRENEURIAL LESSONS CAN WE LEARN FROM THE CORONAVIRUS?

If you are an entrepreneur, you can surely attest that losing profit and shutting down your business during this virus outbreak is not a joke but rather a nightmare you wish to end.

The effects of the coronavirus pandemic have hit businesses globally. With so many companies closing and being put on hold, a bankruptcy filing is urgent and critical for many. If this is not possible, laying off employees and putting them on leave without pay becomes a painful option.

At this moment, people in different parts of the world are in home isolation, and

lockdown mandates are being issued by many governments. In this period of uncertainty, wise decisions are needed to save your business, allow you to survive until the outbreak passes, and keep you from liquidating assets to cover your payables and obligations.

News and write-ups about businesses being on the brink of a financial crisis are frightening for employees who will soon have to face a negative impact on their lives. If there is any consolation in this trying time, here are some lessons you can learn from the COVID-19 outbreak:

从冠状病毒学到哪些创业教训？

冠状病毒大流行打击了全球企业，如此众多的公司倒闭或被搁置，世界各地很多人都陷入困境，政府的封锁命令无处不在。在这个不确定的时期，需要做出明智的决定，以挽救您的业务。

以下是可以从冠状病毒爆发中学到的经验教训：

1. 必须获得应急资金并随时做好准备。对于小企业和初创企业来说，很好的教训是建立应急基金的战略非常重要。
2. 初创企业必须使现金流得到控制。建立系统的现金流可以使您的企业在逆境中运转。
3. 产品库存必须有高效创新的系统。

应优先考虑库存控制以保护您的资产。投资可以使跟踪系统快速简便的系统。如果您的产品即将

过期，请确保将其转换为销售产品，因为这可以保持业务中的现金流。

4. 保护您的网络。

网络意味着与您合作的人员，使您的业务持续发展的供应商，客户，员工，房东或出租人，以及您工作环境中包含的人。扩大您的网络范围，并对其投资。

5. 准备好备份方案并迅速采取行动。

养成定期对您的业务进行评估并确保备份的习惯。当压力很大的时候，一个准备好的计划可以帮助您生存。如果可以请购买商业保险。如果可能请覆盖经营和运营公司的每个人，包括您的员工。全世界都感受到这种病毒爆发的痛苦，我们不确定后果将如何。如果您面临亏损并且不确定如何恢复，请保持积极的态度。每场风暴都是如此，它不会永远持续，很快就会过去。

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btianjin.cn/200402





Interview with
Chuck Yang
Headmaster & Founder
Admiral Farragut Academy China

CULTIVATING GLOBAL CITIZENS

Integrity, Perseverance, Self-Discipline and Innovation

By John Sanders



We recently talked with the founder of Admiral Farragut Academy China, Mr. Xiaoke (Chuck) Yang who told us about his passion in life and his strong commitment to developing his career in education. His main aim is to help the young generation in China become global citizens.

Mr. Yang considers the most significant elements in shaping his life to be his experience in the media and later on in education. As a journalism major, his goal was to help people know the truth of what is going on in their society, and to push for social reforms and improvements. As an Investigative journalist diving into issues such as pollution and inequality, he experienced push backs which greatly shaped his value system. He believes in seeking truth, and that there is only one reality, and he wants to encourage people to push for social reforms and advancement in society.

Later, as a graduate student, Mr. Yang became aware of how he could have an impact on young people by working in education and showing them how knowledge and expertise could change the world.

Mr. Yang also believes that communication is key. Studying intercultural communication in the U.S., he became interested in cultural differences. He then personally experienced such difference, first as a Chinese student in the U.S. and then on returning to China. This made him realize that this culture shock was probably happening to a lot of young people, and motivated him to become involved in the international aspect of education.

EXPERIENCE WITH THE AIED COUNCIL SINCE 2011

Back in 2011, the American International Education Development Council (AIED Council) was working in collaboration with the U.N. The AIED is a non-profit organization that promotes students and scholars to visit America, to learn at American institutions, and do long-term and short-term exchanges. Mr. Yang was the VP focusing on the Asian market, more specifically the Chinese market. He and his colleagues went into a lot of schools, colleges, universities, and K-12 institutions in the U.S. It was at this time that he first visited the Admiral Farragut Academy (AFA) in Florida. Nowadays, he is still a member of the AIED Council and maintains a close relationship with them.

SWITCHING CAREERS: JOURNALISM TO EDUCATION

During his post-graduate studies, Mr. Yang participated in a health communication project campaign that focused on teen depression. His team went into public schools in low-income communities to interview some of the young people, their parents, their schoolmates and their school leaders to see how they could promote a health campaign to prevent more teenagers from getting depression.



symptoms. The aim was to use this data to help local officials design an effective health campaign.

This project led Mr. Yang to decide that he wanted to go into education. He wanted to help young people challenged by emotional issues, and while he appreciated the value of research, he felt that he really needed to be on the ground or in the school to accomplish that. He therefore prefers to be a man of action rather than doing research, but is nonetheless eager to get research results published so that they can quickly be beneficial.

ABOUT THE GREAT REPUTATION OF ADMIRAL FARRAGUT ACADEMY

One of the main reasons why students of AFA are accepted by the top universities of the world is the reputation of the school, which made a great impression on Mr. Yang on his first visit. AFA was a military school when first founded, so students wear navy-style uniforms, and they have

a very respectful demeanor, and the Headmaster of the school is traditionally referred to as Captain, regardless of military experience.

Another reason for AFA's success is that it has lots of signature programs that make the students stand out; for example, it offers a course in aviation, and students can graduate with a pilot's license.

It is also the students' characteristics and personality, and the fact that they are very disciplined, that makes them successful in applying to top universities. And the fact that they have varied interests and specialties, such as naval science and environmental science, makes them stand out.

FOUNDING THE ADMIRAL FARRAGUT ACADEMY TIANJIN IN JULY 2016

After returning to Tianjin, Mr. Yang decided to expand the AFA brand into China. In 2012, after negotiation with the AFA board, the project was approved, and in June, 2013 the first Admiral Farragut Academy China

program was launched in collaboration with Tianjin Yaohua High School, which Mr. Yang himself had attended.

AFA Tianjin started with only 18 students, all recruited from within the Yaohua School so that students would study both the American and the Chinese curriculum simultaneously.

This placed a huge workload on the students and drew complaints from parents that their children were overloaded, which then led to the decision to open an independent school that would run only the Farragut program. So after three years, at the end of the first high school program, Mr. Yang decided to move the program out of Yaohua and rebranded the program as Admiral Farragut Academy, Tianjin.

TRANSITION FROM A PUBLIC SCHOOL TO LEAD A PRIVATE EDUCATIONAL INSTITUTION IN TIANJIN

The transition was a very difficult process. There were some changes in personnel, but the new school didn't lose many students as most of the

international department students from the Yaohua School decided to follow.

Currently, the school has 260 students, but it is hoped that once three buildings are in operation, the number will increase to 400, and then to 500.

CHARACTERISTICS IN POTENTIAL STUDENTS

Students are chosen based on the school values, that is to show integrity and care for others. They should also be independent, able to solve their own problems, and responsible for their own actions.

Academic excellence is important, but students' potential is also considered. Not being a top student in a class is okay, but they have to show effort, and they have to show potential.

THE SCHOOL ALSO LOOKS FOR SPECIAL TALENT IN ATHLETICS, IN THE ARTS, OR IN TECHNOLOGY

Furthermore, the school gives out merit-based scholarships. This means that where families can't support a student financially but that student has the determination to be successful, the school will fund their education.

This year, something else is being added; if a student's parent is a medical professional who supported Hubei Province during the coronavirus epidemic, the school will give that student one year's free tuition. This is to show social responsibility and help those who helped the community in that fight.

In addition, the school's student union organized a fund drive in which they collected more than 50,000 RMB, which they used to buy supplies to send to hospitals in the Tianjin area.

ADVANTAGES FOR STUDENTS

Other than the fact that they will be able to get into great universities, through studying the American curriculum that encourages critical thinking, these students will become very successful in their college studies. Graduates report that it is an advantage that they are more familiar with western classrooms.

诚实 *Integrity*
 坚韧 *Perseverance*
 自律 *Self-Discipline*
 创新 *Innovation*



ADMIRAL FARRAGUT ACADEMY MOTTO

Mr. Yang explained that there are four words in AFA Tianjin's motto:
 The first word is integrity. AFA Tianjin believes that every student should be honest with themselves and in doing their academic work.
 The second word is perseverance. This is important in difficult situations and in getting through all kinds of adversity.
 The third word is self-discipline, which is partially related to the military discipline of the school. Students are expected to self-govern and conduct themselves appropriately.
 The last word is innovation. Students who graduate from AFA Tianjin should all have the innovative ability, no matter what job or industry they go into, to come back and help their country.



MAIN COURSES PROVIDED IN ADMIRAL FARRAGUT ACADEMY TIANJIN

The school follows the Florida curriculum standards. Florida doesn't follow the Common Core, but has its own standard, called the CPALMS, which has six main categories: English, mathematics, natural science, social science, art, athletics, as well as electives.

The school further adds the Chinese language and culture because they want students to be fluent Chinese speakers. Not all classes are taught in English because it's important that students don't lose their mother tongue.

AP classes are also offered because some students want to take more advanced courses that would also count towards college credit.

RATIO OF STUDENTS PER TEACHER AND NUMBER OF FOREIGN TEACHERS

The school currently has 16 foreign teachers and 30 bilingual teachers, so the student/teacher ratio is about 1:4. The ratio of bilingual teachers, those who can teach in Chinese, is about 1:2. The foreign teachers are mostly from America, but there are also some from Canada and the U.K. They are all very experienced; the average teaching experience is about 10 years.

The Chinese teachers are a bit younger because they are recruited from American universities. They are graduates with advanced degrees who have studied education, and because they've had a western education, when they come back they can not only teach the subject matter but can also share their experience of learning in another country. Younger teachers are also really good with technology, which is useful for teaching online, especially in the recent crisis.

The majority of the students are Chinese, while about 10% are foreigners or foreign passport holders from Chinese families. Students come from Taiwan, Hong Kong SAR, and also from Korea. There are also some come from the U.S. and Canada, but they do speak Chinese.

CHOOSING EDUCATORS

Foreign teachers are expected to have at least 5 years of teaching experience, a bachelor's degree in the subject that they teach, and a teacher's certificate or license from their home country.

Mr. Yang says that above all, passion for education is the most important thing; teachers must really love their job because it can be difficult, and if they don't have that passion, they can burn out very easily. They should also really be thinking of teaching as a career instead of just a job. A teacher should also be a problem solver, able to solve classroom problems independently. Another important quality is caring for the students and being willing to give help to students whenever they have time.

Some AFA Tianjin teachers have advanced doctorates or master's degrees. For the Chinese bilingual teachers, the requirement is higher because there are more applications than openings, so 90% have a master's degree in their field.

TEAM LEADERSHIP AND EDUCATIONAL MANAGEMENT

Mr. Yang says that he believes in leading by example. If managers want teachers to do well, they have to show them.

CHOOSING ADMIRAL FARRAGUT ACADEMY AS A PARTNER

It's not only about the brand and reputation of the school, but it's also about the people that one works with that really show support. There is a supporting team from the Florida campus in US to help AFA Tianjin with academic issues and college counselling, and there is also a representative from Florida that will visit almost every month to make sure the school in Tianjin is doing fine with teaching.

In 2018, the decision was made to expand to the south of China where there are more demands, and the city of Dongguan was chosen. In September 2019, AFA China opened their Dongguan campus, the second campus to be 100% owned and operated by AFA China. This is a bigger campus than the campus in Tianjin, with a full capacity of about 700 students.



VISION FOR ADMIRAL FARRAGUT ACADEMY GREATER CHINA

In five years, AFAC hopes to have its own independent campus in the Shanghai area, and they would also like to explore the possibility of opening a school in Beijing.

Although there is a lot of competition, AFA China has a special character in competing with other schools. It brands itself as bilingual rather than as a full-on international school because the student body is made up mostly of Chinese students. Chinese parents have more demand for international education, so that's the market that AFA China is focusing on.

On the other hand, AFA China really wants to expand a sense of community across the country and deliver their education to people of different regions. Each region will have its own character but will have to follow a consistent system of educational philosophy, namely to

cultivate young students to become independent individuals with pride in the Chinese culture but also with global vision and the ability to become global citizens.

GRADUATES OF ADMIRAL FARRAGUT ACADEMY TIANJIN ROLE

AFA Tianjin wants students to be leaders in their area of expertise, and to consider coming back and using their talent to lead small teams and fix small things as a start. They should become experts in their own country, and then help the world. They should have a mentality of always thinking about their hometown and motherland, no matter where they are.

FINAL CONSIDERATIONS

Mr. Yang also touched on the coronavirus crisis and how it has shaped the community.

He said that he always tells students that they shouldn't think that the problems of others around the world are not their own, and he feels that the coronavirus has been a wake-up call for everybody to

realize that people cannot just be selfish, caring for their own benefits; they have to look at the world as a whole and support each other, and help as much as they can.

He feels that the younger generation is starting to care only about their own prosperity, and they need a broader view of the world. He explained how he communicated with students to show them that the coronavirus crisis was really happening, and that it was important to engage in global collaboration and think of those who needed help.

As Mr. Yang emphasizes, AFA China wants to educate global citizens who care for other people and show compassion, and his school wants to do its part, even if that is very minimal compared to what the rest of the world is doing. **E**

以身作则

诚实、坚韧、自律、创新

专访杨晓柯博士
法拉古特学校中国区总校长

法拉古特学校 AFA—百年名校的伟大声誉

我们亲切地称呼杨晓柯博士为杨校长。杨校长曾经是天津市耀华中学实验班优秀毕业生，南京大学新闻与传播专业学士，纽约大学传播学博士。在美国纽约州政府、联合国总部任职多年之后，杨校长决定回国发展，投身于教育行业。与杨校长的对话能让我们感受到他对发展教育事业坚定的信念以及对工作和生活的激情。他相信追求真理，通过从事教育工作，能影响到更多的年轻人，用知识改变世界，为中国发展先进的教育和培养优秀的人才。他也追寻着能够帮助中国年轻一代成为全球公民的目标，像他一样，在国内接受教育，出国深造，回来报效祖国。

在博士学习期间，杨校长曾参与过一个健康传播项目，重点关注青少年抑郁症问题研究，帮助地方官员策划一项有效的健康运动，这段经历让他决定向教育转行，他认为与其做研究不如用实际行动为世界做些改变，帮助年轻人。

法拉古特学校成立于1933年，至今已有87年的历史。法拉古特学校在美国一直是一所非常知名的大学预备学校，每年毕业生都会被哈佛、耶鲁、斯坦福、约翰霍普金斯、康奈尔、圣母大学、伯克利、加大洛杉矶、芝加哥艺术学院等全美顶尖大学录取，这归功于这所百年名校的伟大声誉。法拉古特学校成立之初是一所军校，学生们穿着海军式校服，举止非常恭敬，严守纪律，校长们被称为上校。另外，学校有很多让学生们脱颖而出的特色项目，比如提供航空课程，部分学生们甚至可以在毕业前获得飞行员执照。

法拉古特学校一直以培养学生进入世界顶尖大学为主要目标，知名校友遍布全美甚至全世界。值得一提的是，人类历史上有12名登月宇航员，其中2名就是法拉古特学校的毕业生，分别是艾伦·谢帕德先生（Alan Shepard）和查尔斯·杜克先生（Charles Duke）。

用杨校长的话说：“法拉古特学校秉承了军事化管理传统，提倡领导能力，同时吸收现代教学理念，锻炼学生的体魄，完善学生的人格，为学生进入大学前学习做好充分准备。我想，这就是一年又一年，法拉古特学校毕业生能被全世界顶尖的学校录取的原因”。

2013年7月，和平区唯一的国际学校正式成立——

早在2011年杨校长曾担任美国国际教育发展协会（AIED Council）副总裁，该理事会与联合国合作，专注于亚洲市场，更具体的说是中国市场。他和同事走进美国的许多院校，正是在这个时候，他第一次访问了佛罗里达州著名的海军学校法拉古特。如今，他仍然是AIED Council理事会的成员，并与理事会保持着密切的联系。2012年，经过与法拉古特学校董事会的一番谈判，办学项目获得批准。2013年6月，法拉古特学校与耀华中学合作成立了国际部项目，即法拉古特学校天津校区作为法拉古特中国区旗舰校正式成立，也成为天津市和平区唯一的国际学校。随着生源的扩大，2016年7月，学校迁址至和平区烟台道3号。

中国国际学校竞争力排行榜天津市 No.1

法拉古特学校天津校区位于和平区烟台道3号，紧邻泰安道3号院，距离天津市丽思卡尔顿酒店仅100米。

学校提供初、高中阶段纯正的美式国际化教育，是一所以培养学生进入世界一流大学为目标的可寄宿全日制国际学校。

学校已培养出的6届毕业生，100%被美国综合排名前100的大学录取，其中50%被美国综合排名前50的大学录取。2019年12月，京领新国际公布的中国国际学校竞争力排行榜（美国本科方向榜单）中，法拉古特学校天津校区位列天津市第1名。

学校不仅注重学生的学习，而且注重学生的潜能发展，同时不断寻找在体育、艺术和技术方面突出的特殊人才。如果学生家庭不能在经济上支持，但学生有决心取得成功，学校将为他们教育提供丰厚的奖学金作为资助。

在和平区，上纯正的美式国际学校

首先，学生们在入学就可以获得美国的中学学籍，以美国毕业生的身份申请海外大学，与此同时，学校使用美国进口的原版教材，为学生提供原汁原味的美国中学课程，为他们未来海外大学的申请和学习打下坚实的基础，做好良好的衔接。

学校提供的学段为初、高中，可接受的最小学生年龄为12岁。初中的课程安排是在2年内完成的，之后在3年内完成高中学业，比同龄人提前1年毕业。高中的学制是3年。五年制的学生和三年制的学生会被分成不同的班级。

遵循美国佛罗里达州的课程标准，学校设有六大类课程：英语、数学、自然科学、社会科学、艺术与体育和选修及兴趣类课程。

除此之外，学校希望培养具有中国文化底蕴的学生，也非常重视每一个学生中国身份的认同和中国文化的培养，因此在美国中学的课程体系的基础上进一步增加了大量的中文和中国历史等文化课程。

最后，学校还增设AP课程、标准化考试相关培训课程和学习能力培养课程等，实现学生的个性化学习需求，并施以定制化教学。

小班制精品化定制教育

每个班级20个人的精品小班设置，让每个学生得以充分表现自我。1:3的超高师生比，让每个学生得以被老师充分关注。

每学期举办2次的全天8小时三方家长会，家长孩子将与全体教师进行三方面面对面的交流。而升学指导中心为每个学生配有1位专属的升学指导老师，也会在每学期为学生量身定做升学指导成长报告。



优质的师资是优质教学的保障

每个孩子都是一种无限的可能，而这里的老师深信自己将受益于尊重每一个孩子的核心价值。正如杨校长采访时所说的那样“我们拒绝只用一把标尺去衡量所有的学生，我们希望教育因我们而更加美好。”

法拉古特学校天津校区现有72位教学老师，其中34位具有硕士及以上学历，25位拥有海外留学/工作背景。

学校的全部外籍教师均来自英语母语国家，其中大多数为美国教师，同时也有部分来自加拿大和英国。所有外籍教师均在其出生地国家拥有教师职业资格，而且曾任职于当地学校教授相应学科，平均教龄10年。学校50%的核心课程为外教教授，50%的中国教师在课堂上使用双语进行教学。

天津法拉古特学校毕业生的角色

法拉古特中国希望毕业生们能够成为他们专业领域的领导者，利用他们的才能从解决小问题、领导小组团队开始，成为自己国家的专家，无论身在何处，都应该有一种时刻心系着祖国和家乡的感恩之心，在未来报效祖国。

法拉古特学校大中华区愿景

2019年9月，法拉古特中国在东莞开设了校区，这是法拉古特中国第二个完全拥有和运营的校区，是一个比天津校园更大的校区，全校可容纳约700名学生。目前法拉古特中国还有上海校区（成立于2016年），苏州校区（成立于2018年）和南京校区（成立于2018年）。

五年后，法拉古特中国希望在上海开设独立校区，也探索在北京建校的可能性。虽然有很多竞争，但法拉古特的定位是双语学校，而不是完全的国际学校，学生群体主要由中国学生组成，中国家长对国际教育的需求更大，这是法拉古特中国关注的市场。

积极应对新型冠状病毒危机

这次新型冠状病毒疫情已经给每个人敲响了警钟，我们应该把世界看作一个整体，相互支持，尽可能地帮助他人。法拉古特中国区的学校希望尽自己的一份力量。

2月10日，法拉古特天津校区准时在线上开课，保证了正常的教学。同时学校关注家长和学生的身心健康，体育教师录制健身教程带学生们打卡锻炼，心理和德育教师开展了一系列有针对性的心理防疫课程讲座，还专门开设了心理热线电话。关于线上教学，学校交出了零投诉的满意答卷，且收获了家长和学生的一致好评。

此外，学校的学生自愿组织了爱心募捐活动，截止2月15日共募集善款5万余元。这些善款全部用于购置护目镜、医学手套、医用酒精、一次性口罩、消毒湿巾等防护用品并捐赠给天津市疾控中心等在内的20余家物资紧缺的医院及一线防控部门。

更多地，法拉古特天津校区还特别做出针对做出天津市新冠肺炎疫情防控一线医务人员子女在同等条件下优先入学，学费最高优惠5万元等优惠政策。如果学生家长是在冠状病毒流行期间支持湖北省的医学专业人士，学校将给该学生一年的免费学费。

法拉古特学校天津校区招生办公室

电话：022-23396152
地址：天津市和平区烟台道3号
邮箱：admissions@farragut.cn
网址：www.farragut.cn



学校官方微信公众号



官方网络招生预约通道



美国法拉古特学校天津
Admiral Farragut Academy

During the early part of his life in the 1980s, while sleeping on the rough floor of a public toilet with his son, Christopher Paul Gardner never dreamed of becoming a multi-millionaire. This story of a homeless man who later became a multi-millionaire investor and philanthropist is very inspiring.

His struggle for existence began from childhood. Despite taking menial jobs to support his mother, it was a challenge for him to make ends meet. He was living with his stepfather Freddie Triplett, a very offensive and violent character whose abusive behavior was a reason for frequent domestic violence. After one such rage incident, his stepfather reported a possible welfare fraud to the authorities, and his mother, Bettye Jean Gardner, was convicted, which forced him and his sisters to take shelter in a foster home. In a second case, his mother was sentenced for having attempted murder by burning down the house. At that time, he was only 8. All of this is evidence of the dark reality of his life.

By Nikita Jaeger

NEVER COMPROMISE ON SOMETHING THAT YOU ARE NOT PASSIONATE ABOUT

MARRIAGE LIFE

His marriage was another debacle. He could not get along with his wife, Sherry Dyson, and he moved out to live with Jackie Medina, a dental student with whom he had an affair, which was one of the reasons for the failure of his first marriage. In that relationship, he had a son.

His salary of \$8,000 per annum as a research assistant at UCSF, and employment at the Veteran's Hospital, was not enough to meet the family's expenses. The insufficient income caused a family rift, and Jackie Medina deserted him with his son, also accusing him of being physically abusive.

He was always on the hunt for something better. He left several jobs and eventually became a salesman selling medical equipment, which would double his income. He could then make small savings.

THE TURNING POINTS

Gardner's journey in pursuit of success started from the moment he began working as a medical equipment salesman. During one of his routine sales calls at San Francisco General Hospital, he happened to meet Bob Bridges, a stockbroker. It was a turning point in his life and took him into the world of finance. This man introduced him to many stock brokerage house managers. That was a small beginning, and he then had extensive stock trading training sessions with many famous brokerage houses.

Gardner was all set to master stock trading techniques, and he made it a point to undergo training sessions with Paine Webber, Dean Witter Reynolds, Merrill Lynch, Smith Barney, and E.F. Hutton.

In pursuit of a new career, he resigned from the sales job after receiving a training appointment with E.F. Hutton. But the unfortunate Gardner could not join the company as his hiring manager was no longer in the service. He was back to square one; he was jobless and had no money to support his family, which created

severe problems. It was also one of the reasons for the family rift.

He kept his focus on stock trading and was still busy meeting stock brokerage managers, so he paid little attention to sales meetings and even postponed them. Moreover, the piling up of parking fees led to his facing legal action for non-payment of parking tickets, and he was sentenced to 10 days in jail.

After completing his jail term, he returned home and found it empty. With no money to survive, he joined Dean Witter Reynolds as a trainee stockbroker without any stipend.

However, by reporting early for the job, he put his best effort into making a minimum of 200 calls per day to prospective customers in an attempt to become a successful stock professional.

FULL-TIME EMPLOYEE

His relentless efforts to become a successful stock trader started from the moment he managed to pass the Series 7 Exam on his first attempt in 1982, and that led him to get full-time employment with Dean Witter Reynolds. It was during this time that Jackie dropped his son back to live with him. Since his income was not enough to rent a home, he was staying in a flophouse at that time, and he could not accommodate his son there. The pair started spending their nights in airports, parks, motels, and public toilets until Gardner rented a house in Berkeley.

Gradual changes in his life and financial situation prompted him to renew his relationship with Jackie, and he had a girl child, Jacintha, in that relationship; however, she refused to have a family life with him. Despite the odd situation, he focused on his job and continued working for extended hours. During those days of struggle, Jackie looked after both their children, though they lived separately.

A DREAM COMES TRUE

In 1987, Christopher Paul Gardner opened his first establishment, Gardner, Rich & Co, in Chicago, Illinois, in his

Presidential Towers apartments. The company focused on equity, debt, and derivative trading. With an initial investment of \$10,000, he started executing transactions for some of the largest institutions, unions and public pension funds. Rich, a successful futures trader was, in fact, in no way associated with Gardner, who had never met him. But Rich was an inspirational model for him, which was why he kept the name as part of his company name.

MULTI-MILLION-DOLLAR DEAL

In 2006, Gardner sold part of Gardner, Rich & Co's stake in a multi-million dollar deal and opened another company, Christopher Gardner International Holding, with three branches in New York, San Francisco, and Chicago. He was always optimistic, and kept saying that as long as you move forward, all small steps count, and adding them all, when you look back, you will be surprised at where you might get to.

Gardner knows the value of money and the meaning of struggle, and his own struggle in life is something that no one can ignore. He rose from rags to riches, a feat which he could accomplish only with strong determination, and is now a philanthropist who always takes the initiative to support the poor and the needy. He has also financed many low-income housing projects to help homeless people.

HOLLYWOOD EXPERIMENTS

Creating a healthy parenting environment is something that Gardner always wants to promote. For that reason, he started working closely with the National Fatherhood Initiative and became a board member. He wrote about his life in a book titled In Pursuit of Happiness, and in 2006, this was produced as an autobiographical Hollywood movie of the same name, starring Will Smith as Christopher Paul Gardner. It was an inspirational movie, with Will Smith getting the nomination for the Oscar for Best Actor. The film took a record-breaking \$300 million at the box office.



CONCLUSION

Christopher Paul Gardner's present worth is about \$70 million, and he has been involved in a lot of charity works. He is a motivational speaker and travels around the world engaging in various social cause initiatives and the fight against domestic violence and violence against children and women. Through many ups and downs, such as struggles in family life, separation, and being homeless, he has seen the dark side of life with all its ugliness.

Gardner never believed that the character of a child is moulded by the circumstances in which the child is brought up. In countering such arguments, he highlights his life as an example. The child with a troubled family life, who lived in a chaotic family atmosphere, is the person today giving motivational speeches across 50 countries, traveling more than 200 days in a year! The life motto of Christopher Paul Gardner is inspirational to everybody; if you are not doing something that you are passionate about, then you are compromising yourself every single day! **B**

不要向生活妥协

他从未梦想过成为百万富翁，这个无家可归的人后来变成了百万富翁的故事非常鼓舞人心。

婚姻生活

他与第一任妻子无法和睦相处，婚内还外遇一名学生并有了一个儿子。为补贴家用只能兼职从事销售医疗设备的工作，但仍不足以支付家庭开支，最后外遇的学生也只能留下儿子给他就离开了他。

人生转折点

他遇到了鲍勃·布里奇斯一名股票经纪人，这是他一生的转折点，此后他进入了金融界。他开始接受无底薪的股票经纪人培训。

全职员工

1982年他尽力通过了考试，获得了全职的工作。但也就是在这段时间里，他带着儿子开始在机场，公园，汽车旅馆和公共厕所过夜，直到他在伯克利租了一间房子。

梦想成真

终于1987年他开设了他的第一家公司 Gardner Rich & Co，主要致力于股票，债务和衍生品交易。

好莱坞电影

他的自传后来被改编为好莱坞电影《当幸福来敲门》，并于2006年由威尔·史密斯 (Will Smith) 出演。

最后

克里斯托弗现在身价约为7,000万美元，他参加许多慈善活动，他是一位励志演讲者并与针对儿童和妇女的暴力作斗争。他的人生座右铭：如果你没有做自己热衷的事情，那么你每天都只是在向生活妥协！

Visit us online:
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By Nikita Jaeger

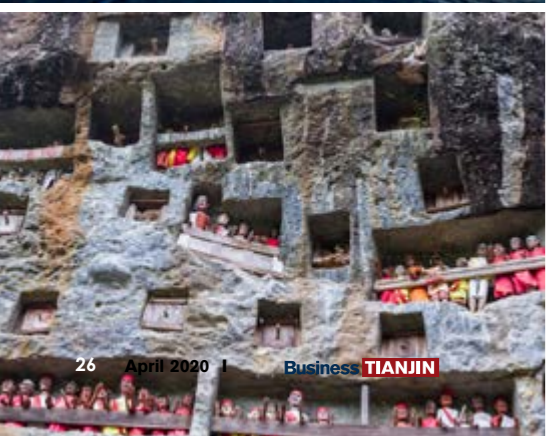
SULAWESI

Island of Different Religions and Cultures

Sulawesi is the eleventh largest island in the world, which makes it an attractive tourist destination. The island is also known as Celebs, and is one of the four Greater Sunda Islands, a group of four large islands in the Malay Archipelago, the others being Sumatra, Borneo, Java.

The inhabitants of this island follow a mix of modern and traditional lifestyle, and the many cultures within the communities are a pleasant experience to observe up close.

Sulawesi is surrounded by spectacular mountains, lakes, plains, and pristine beaches, making the place well worth exploring. It is also home to some of the rarest species of wild mammals. You will be sure to get goose bumps while engaging in eye-to-eye contact with the eccentric maleo bird, the babirusa wild boar, the anoa dwarf buffalo, the black macaque, the saucer-eyed tarsier, lovely butterflies, and much more.



HOW TO REACH SULAWESI

By Air

The simplest and least exhausting way to visit Sulawesi is by air. The two main airports at Makassar and Manado offer excellent connectivity with other cities in Indonesia. Another busy airport is the Palu, which was badly hit during the 2018 tsunami but is operational. You can take flights to Sulawesi island from many big cities like Jakarta, Surabaya, Denpasar, etc. Some flight operators are also offering direct international flight services to Manado and Makassar from Singapore and Kuala Lumpur. The flight rates vary between US\$ 70 and US\$170, with an average flying time of 3¼ to 3¾ hours.

By Sea

Sulawesi has excellent sea connectivity, and there are frequent cruise services from major cities in Indonesia. The cruise services are relatively time-consuming; however, it is a good option, as the tourists will get excellent opportunities for sightseeing. Direct ship services are available to the Luwuk, Bau-bau, Bitung, Kendari, and Gorontalo harbours of Sulawesi.

By Road

Since it is an island, there is no way to reach Sulawesi by road. However, for

inland transport, you can depend on public transport and cab services. The Trans-Sulawesi Highway connecting Manado to Makassar stretches across 1,900km. Commuting on the island by road is very economical.

VISA AND OTHER FORMALITIES

Visa without fee: Indonesia offers quick and easy visa services for visiting Sulawesi. It is imperative to have a passport with a minimum six-month validity upon arrival in any Indonesian port of entry. Visitors from 169 countries, including mainly North and South America, Europe, Far Eastern countries, and MEN, are eligible to enter Indonesia free of visa fees. People from these countries can get a 30-day visa on arrival at any of the 124 international entry points, including airports, seaports, and land points, but it will be a non-extendable visa.

Visa on arrival: Other tourists can get a 30-day extendable visa upon payment of US\$35 at most of the major international airports, seaports, and a few land points. Citizens from 65 countries, including mainly North and South America, Europe, Australia, and New Zealand, are eligible for



these visa facilities. Before expiry, the 30-day visa can be extended for a further 30 days, but if one overstays, there will be a penalty of \$ 0.20 per day for a maximum of 60 days, and beyond that, the fine will be IDR. 25 million - or a 5-year imprisonment.

Visa in Advance: Under this visa scheme, a tourist can apply in advance for a 60-day visa. It is one of the best options if you are planning an extended tour in Sulawesi and other areas of Indonesia.

PLACES OF INTEREST

MAKASSAR – THE BEST DIVING SPOT

Makassar, also known as Ujung Padang, is a port city on eastern Sulawesi Island and the capital of South Sulawesi. It has one of the busiest airports in Indonesia, connecting different destinations across the country.

The ethnic diversity is the main attraction of Makassar, and the city always offers the best tourist-friendly services. Here you can see the magnificent Dutch colonial Fort Rotterdam, presently being using as a museum, that stands as a living icon of 17th-century masterpieces.

The delightful Losari beach, known for its seafood restaurants, is another attraction you don't want to miss. Also, make a point of visiting the Bantimurung Bulusaraung National park, where you can engage in many adventurous activities like trekking, hiking, and exploring the western area. For people who are into aquatic activities, Kambing island offers excellent diving opportunities.

Direct flight services for exploring Makassar are available at Makassar's Hasanuddin Airport, and you can also reach here by cruise service.

THE WAKATOBI ISLANDS – TRANQUIL ISLAND GATEWAY

With so many attractive engagement options, Wakatobi will certainly make your trip an enjoyable experience. Wakatobi is an acronym that stands for Wangi Wangi, Kaledupa, Tomia, and Binongko. Located in the Sulawesi Tenggara Province, the pristine white beaches and clear sparkling waters can take you to a realm of enjoyment that you have never had before. It is an ideal getaway location for being liberated from the materialist life and engaging with playful nature. Go for a deep dive or go snorkelling, and you will love being here and getting lost in the surreal beauty of nature. Regular flights are available from Makassar to Wakatobi.



TANA TORAJA - Lofty Mountains and Rugged Granite Cliffs

Tana Toraja is located on the mountainous cliffs of the central highlands of Sulawesi. Protected by the natural granite cliffs, it is home to the ethnic Toraja community. This community, which has been maintaining an isolated life without any connection with the modern world, continues to follow their traditional lifestyle and beliefs. Their unadulterated cultural uniqueness is the main attraction of the Toraja community, which places great importance on the final rituals related to death ceremonies. Rafting, trekking, and month-long death ceremonies are something you should watch here.

From the Makassar Sultan Hasanuddin Airport, frequent transport services are available to reach this location, and will require an 8-hour journey.

MANADO TAU ISLAND The Amazing Sea Garden

Manado Tua Island is famous for the Bunaken-Manado Tua Marine National Park, which is actually a combination of Siladen, Mantehage, Nain, and Bunaken. The park lies in the capital

province of northern Sulawesi, and it encompasses a total area of 89,065 hectares. Apart from the flora and fauna which make this destination attractive to tourists, there are also world-class diving facilities. The underwater vertical coral formations, known as the amazing Sea Garden, are also a fantastic treat to view.

You can reach here by arriving at the Manado airport and from there taking motorboats or cruise services.

TOMOHON – A Beautiful View of Nature

It is best to visit this city during December, January or April, when the blossom season welcomes you with bloomed-covered mountains and cliffs. A splendid display of nature's creativity is provided by the flowered terrain with the backdrop of Mt Lokon, which is an active volcano. Walking along the thoroughfare, with flower shops on both sides providing ample opportunity for you to select the flowers of your choice, will be an exhilarating experience. And never miss a chance to become part of the Tomohon Flower Festival, which takes place during June and July.

This destination is located at Northern Sulawesi, and you can reach here

from Manado airport by cab within a one-hour drive.

THE LEMBEH STRAIT – Mecca for Underwater Photography

Located in the northern part of Sulawesi, Lembeh Strait is famous for its aquamarine life. It is one of the best underwater photography destinations, due to the rare marine species that are found here. It is one of the largest straits, approximately 16 km long with a width of 1.2 km, and offers 88 thrilling diving spots for tourists who love to test their endurance and diving skills. The low-current underwater conditions make it a perfect location for diving.

What makes it even more alluring is the presence of strange and unusual marine life, large fish which you cannot find in any other location in the world. Underwater, visibility is a bit poor due to the sandy floor and the presence of corals. Nonetheless, it is a diver's paradise, and you can create colourful memories of aquamarine life. It is home to many rare marine species such as nudibranch, flamboyant squid, furry frogfish and mimic octopus, etc. Because of the unique ecosystem and the presence of critters, it is a location deserving of being known as the Mecca for underwater photography.

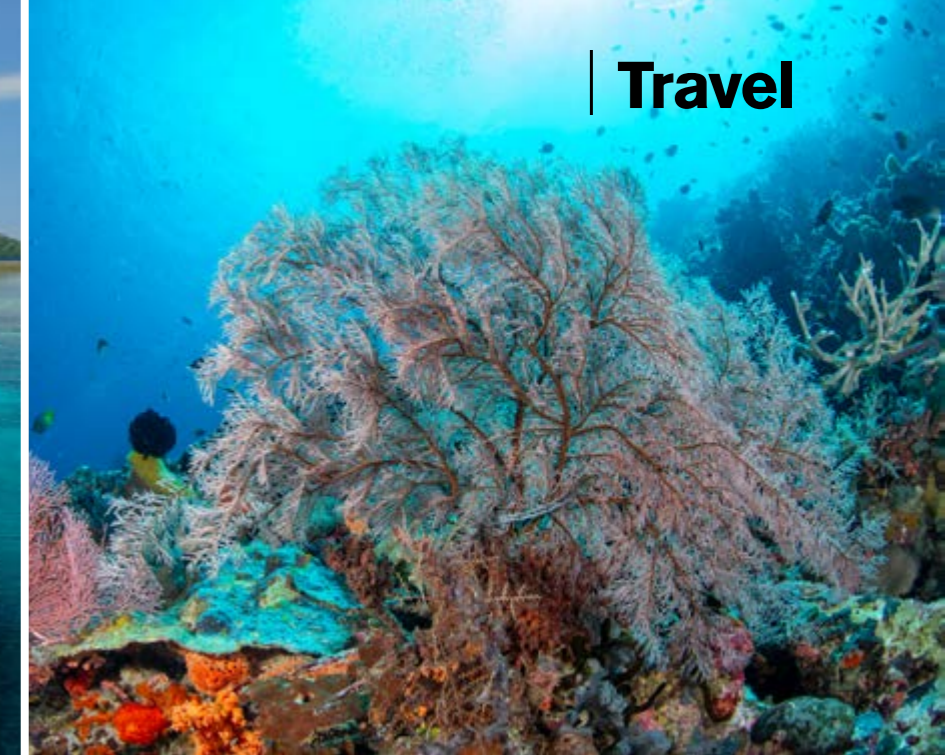
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Reaching Lembeh Strait is easy, as you can find public transport services or cruise services, which are frequent. Another option is engaging a cab service which can take you from Manado International Airport to Bitung. From there, you would cross the Ruko Pateten pier, which is a 15-minute journey.

CONCLUSION

The best time to visit Sulawesi is from November to April as you can experience a beautiful view of flowers and marine life. If you want to engage in trekking and scuba diving, then plan your next winter vacation to these beautiful and ancient places on Sulawesi island. The majority of Indonesian people speak only the Indonesian language and cannot speak English. However, the language barrier will not hinder your tour program as the locals are tourist-friendly and highly enthusiastic in offering their best hospitality. To make the trip more memorable, engage a tour operator, and plan your trip in advance. 📌



苏拉威西岛 体验不同的文化和宗教

苏拉威西岛是世界上第十一大的岛屿，与苏门答腊、婆罗洲和爪哇共称为马来群岛四大岛。苏拉威西岛被壮丽的山脉和原始海滩所环绕，同时它还是很多稀有动物物种的家。苏拉威西岛岛形奇特，类似一个大写的英文字母“K”，由四个半岛向东北方、东方、东南方和南方伸出。多高山深谷，少平原，是印尼山地面积比重最大的岛屿。

苏拉威西岛交通

空中交通
前往苏拉威西岛的一种简单而又省力的方式是乘飞机。您可以从雅加达，泗水，登巴萨等许多大城市乘飞机飞往苏拉威西岛。

海上交通
苏拉威西岛的海上交通十分便利，印尼主要城市也经常提供游轮服务。

签证及其他手续
免签：印尼允许来自 169 个国家免签进入印尼。
落地签：在大多数主要的交通枢纽，游

客支付 35 美元即可获得 30 天的可延期签证。

值得游览的地方：

瓦卡托比群岛 - 宁静之地
这里原始的白色沙滩和纯净的海浪带您进入美丽之境。这里是理想的度假胜地，可以进行深潜或浮潜，您会迷失在这大自然的超现实美景中。

美娜多 (万鸦老) - 美丽的海洋花园
该公园位于苏拉威西省北部的首府，总面积为 89,065 公顷。除了动植物，对游客更有吸引力的还有世界一流的潜水设施。观看水下垂直珊瑚形成的风景是难以置信的享受，它被称为神奇海洋花园。

蓝碧海峡 - 水下摄影的圣地
蓝碧海峡位于苏拉威西岛的北部，以似海蓝宝石而闻名。由于具有稀有海洋物种，使它成为最佳的水下摄影目的地之一。它也是最大的海峡之一，长约 16 公里，宽 1.2 公里，为游客提供了 88 个惊险的潜水点，它被誉为水下摄影圣地。

总之
参观苏拉威西岛的最佳时间是 11 月至 4 月，为了让旅途更难忘，请与旅行社联系并事先计划好您的旅程。



掌贝智能POS

让天下没有难做的掌柜

YUNNEX IS GROWING AND ACTING AS AN AGENT OF GROWTH

Global lists of innovative companies are including plenty of Chinese companies each year. Yunnex is one of those companies. Yunnex is a smart point-of-sales (POS) solutions provider. It was launched in 2012 by Kai Su and headquartered in Guangzhou. Yunnex is a privately held company. It is backed by investors such as FH capital GSR ventures, Ajisen Ramen, and Hosen capital. Yunnex has developed a cloud-based intelligent business platform and it intends to offer digital operation services.

By Morgan Brady

The company's primary industry is productivity software. Its main product is an internet-based point-of-sales device that incorporates two-dimensional bar codes, e-commerce platforms, messaging, coupons, and sales management software, in addition to the traditional payment function that is normally used in shops, malls, restaurant chains, and most retail stores.

YUNNEX FUNCTIONS

The company provides solutions for brick and mortar businesses such as hotels, restaurants, and other hospitality stores, among others. It also provides a solution for payments, group purchases, takeaway orders, card voucher management and other options through the company's platform.

Also, it uses large data analysis to enable the platform to customize

offerings and marketing efforts to each individual customer, helping businesses retain customers and bring in new ones, which helps businesses offer high quality service and achieve revenue growth as a result.

Today, Yunnex serves more than 100,000 physical stores and aims to provide automated operations services to boost offline retail traffic. The company does this by focusing on three main areas: increasing frequency of customer visits, attracting new customers, and enabling smart shops. The company's product, Palm Bay, provides vendors with a full digital view of the flow of operations and enables the execution of marketing services to thousands of people. This helps offline store operators to increase the repeat rate of customers and increase the rate of new customers to further increase operating income. The thousands



of merchants who use the product can testify about the benefits of such products to their financial bottom line.

A key factor behind its success is that Yunnex provides differentiated and customized products to large-, medium- and small-sized clients. This enables it to better serve the food and beverage industry, among other industries. Yunnex has unique technical strengths and is a first-mover in terms of providing intelligent digital marketing services. This has enabled it to receive generous backing from venture capitalists.

YUNNEX AMONG THE MOST INNOVATIVE COMPANIES

The Alibaba Group and the businesses associated with it have listed Yunnex on the annual list of China's 50 most innovative companies. The list highlights innovative business approaches in 14 different fields: robotics, foldable screens, retail, logistics, blockchain, online education, entertainment, cloud computing, smart homes, AI services, fintech, healthcare, autonomous driving and new energy vehicles.

The list was compiled in collaboration with Beijing-headquartered data firm Analysis. Other featured companies are Alibaba Cloud, Ant Financial, BOE Technology Group, Cambricon Technologies, China Literature, CloudWalk Technology, and Contemporary Amperex Technology, among others.

Yunnex Completes \$20M Series B+ Round and GSR Joins \$45M Series B Round

In February 2019, Hosen Capital participated in a US\$20 million series B+ round in Yunnex. The round was led by the country's equity investment firm Hezhi Investment. Hosen Capital also backed Chinese online-to-offline (O2O) community service platform Dianping.com, regional dairy producer Kedi Dairy, and American protein processor Ruprecht Company.

Many investors participated in the B+ round, such as Chinese venture capital firm GSR Ventures, and Japan-based fast food chain Ajisen Ramen, which has benefited strongly from Yunnex's services.

Yunnex delivered a comprehensive

digital operations service to Ajisen Ramen's chain of restaurants in China. This helped the chain increase its average monthly repurchase rate by 20.1% and helped achieve nearly around 210,000 monthly membership growth in 2018. In addition to Ajisen Ramen, Yunnex has served thousands of offline stores, restaurant chains, and luxury hotels operator such as the Ritz Carlton hotels.

The company completed three financing rounds before the latest. It also secured a RMB100 million (US\$16 million) series A+ round from Chinese venture firm FH Capital and GSR Ventures in November 2015, and a RMB10 million (US\$1.5 million) angel round from GSR Ventures in 2014.

In 2016, restaurant chain Ajisen Ramen, GSR Ventures and other unnamed investors injected RMB300 million (US\$45 million) in series B funding into Yunnex.

The proceeds of the rounds mentioned above will be used to attract more clients from the Chinese medium- and large-sized chain brands. The company says it plans to use the latest proceeds on research and development, as well as market expansion.

The company aims to expand and operate in 200 cities in China, serving popular players in the hospitality industry such as Vanke's yacht clubs, among others.

CONCLUSION

Yunnex is growing fast and has a lot of potential to grow even further. It has succeeded mainly because it is offering a lot of value to its customers and stimulating economic growth in general by helping businesses and customers. "Smart POS device market is still in its early development stage, and there is lots of room for optimization," says Su Kai, founder of Yunnex. The company is aiming to increase investments in its intelligent business operating systems and it is also aiming to support its business partners. Yunnex can be a good investment once the economic climate recovers from the virus shock. **B**

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掌贝科技正在成长和发展

掌贝是一家旨在提供智能终端销售解决方案的提供商，成立于2012年，总部位于广州。主要产品是基于互联网的销售设备，除了通常在商店中使用的传统付款功能外，还集成了二维码，电子商务平台，信息发布，优惠券管理等功能的销售管理软件，通常适用于购物中心，连锁餐厅和零售商店。

掌贝的产品功能

掌贝提供一个通过平台进行付款，团购，外卖，订单管理以及其他功能的解决方案，大数据分析使平台能够为每个客户量身定制产品和营销活动，帮助企业留住客户并吸引新客户，这有助于企业提供高质量的服务并最终实现收入增长。

公司产品专注于三大主要领域：增加客户访问的频率，吸引新客户以及建立智能商店。这有助于线下商店运营商提高新客户的重复购买率并增加新客户的比例，进而增加营业收入。

掌贝跻身最具创新力公司名单

阿里巴巴集团已将掌贝列入年度中国50大最具创新力的公司名单。掌贝完成了价值2000万美元的B+轮融资，在此之前已完成三轮融资。

总之，掌贝发展迅速极具发展潜力，掌贝创始人宿凯认为：“智能业务操作设备的市场仍处于早期发展阶段，还有很大的优化空间”。





By Manuel Torres
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COVID-19 PREFERENTIAL POLICIES IN FAVOR OF SMES IN CHINA

The Chinese central and local government have issued a series of preferential policies in order to ease the burdens of the enterprises in mainland China, in particular, the SMEs¹, which are affected by the Novel Coronavirus Pneumonia (NCP).

The summary of the supporting policies nationwide and in Beijing and Shanghai are as follows:

EXEMPTION ON THE SOCIAL SECURITY

- Circular of the Ministry of Human Resources and Social Security, the Ministry of Finance and the State Taxation Administration on Provisionally Reducing and Exempting the Social Insurance Contributions Borne by Enterprises (Ren She Bu Fa

[2020] No.11), entering into force on February 20, 2020.

Beginning from February 2020 medium enterprises, small enterprises and mini enterprises in provinces, autonomous regions, municipalities (except Hubei Province) and the Xinjiang Production and Construction Corps (collectively referred to as the provinces below) can be exempted from the payment of three social insurance borne by enterprises according to the impact of the

coronavirus outbreak and fund affordability, the exemption period shall not exceed 5 months; the payment of three social insurance for large enterprises and other units (excluding government agencies and institutions) can be halved, and the reduction period shall not exceed 3 months.

Enterprises affected by the coronavirus outbreak with severe difficulties in production and operation may apply for deferred payment of social insurance, and the deferred payment period shall not exceed 6 months in principle.

Beginning from February 2020, for Hubei Province, all units (excluding government agencies and institutions) can be exempted from the payment of three social insurance borne by the units, the exemption period shall not exceed 5 months.

EXEMPTION ON RENTAL PAYMENT

- Several Measures of the Beijing Municipal People's Government in Response to New Coronavirus Infections to Promote the Sustainable and Healthy Development of Medium, Small and Mini Enterprises (Jing Zheng Ban Fa [2020] No.7), entering into force on February 5, 2020. ("Beijing Measures")

Medium, small and mini enterprises lease real estate in Beijing owned by state-owned enterprises to engage in production and operation activities, if such enterprises continue operating in accordance with government requirements or close operations in accordance with coronavirus prevention regulations with no layoffs or fewer layoffs, the rent for February will be exempted, for office buildings will be given a 50% reduction in rent in February.

- Notice of the Shanghai Municipal People's Government on Printing and Distributing Several Policies and Measures to Prevent and Control the Epidemic Situation and Support the

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Stable and Healthy Development of Enterprises in Shanghai (Hu Fu Gui [2020] No. 3) ("Shanghai Measures")

Medium and small enterprises that lease operating property of state-owned enterprises in Shanghai (including various development zones and industrial parks, entrepreneurial bases, and technology business incubators, etc.) to engage in production and operation activities are exempted from February and March rents.

CREDIT PREFERENTIAL POLICIES

- **Beijing Measures**

For science and technology small and mini enterprises in the Zhongguancun National Independent Innovation Demonstration Zone, according to the actual situation of R&D investment, a subsidy of up to RMB 200,000 for R&D expenses will be provided.

- **Beijing Measures and Shanghai Measures**

For qualified medium, small and mini enterprises, provide credit preferential policies.

REFUND OF UNEMPLOYMENT INSURANCE PREMIUM

- **Beijing Measures**

Refund the unemployment insurance premium for enterprises that have been affected by the coronavirus outbreak, face temporary production and operation difficulties, expected to recover and with no layoffs or fewer layoffs. Provide subsidy for enterprises that the average number of employees is flat or increased compared with the average number of the previous year.

- **Shanghai Measures**

Refund the unemployment insurance premium for qualified enterprises that have been affected by the coronavirus outbreak and with no layoffs or fewer layoffs.

In other provinces such as Guangdong, Jiangsu, and Zhejiang, similar policies such as reducing the cost for renting and enhancing support of finance subsidies to help enterprises with the basic operation, enhancing support to enterprises regarding credit finance and financing guarantee to help enterprises with the case flow, reducing the prices for natural gas and water for industrial use, etc.

If you would like to know the classification standards of SMEs in various industries or further information on the policies of other provinces, please feel free to contact Garrigues China offices. **B**



STRIKING BACK AGAINST THE OUTBREAK OF COVID-19

HIGHLIGHTS OF TAX TREATMENT FOR CORPORATE AND INDIVIDUAL DONATIONS



Kelvin Lee, PwC

In order to support the prevention and control of the novel coronavirus pneumonia (COVID-19), charitable social organisations across China have taken prompt actions, and many enterprises and individuals are making donations.

In light of this unusual period, based on our experience in assisting clients on donation matters, we summarise below the tax treatment on donations and matters which need attention.

I. DIRECT DONATION TO HOSPITALS WITH GOODS PURCHASED WITHIN CHINA

Recently, we assisted a client with the whole donation process from purchase of medical goods and speedy arrangement of logistics and transportation to deliver medical supplies to a number of designated hospitals in Hubei Province. We summarise the following key points by drawing on the above case.

CORPORATE AND INDIVIDUAL TAX TREATMENT ON DOMESTIC DONATIONS:

1. Donation channels: Are donations not made through qualified charitable social organisations deductible for tax purposes?

Enterprise and individual donors can claim tax deduction for qualified charitable donations. To be eligible for such tax treatment, the donation should be made via either charitable social organisations legally established or registered within China with the tax deductible donation qualification, or people's governments and their departments above the county level. However, during this epidemic period, a large number of enterprises and individuals have donated medical supplies directly to front-line hospitals who are in urgent need. Does such direct donation qualify for tax deduction? Under the existing policies, tax deductible treatment

may be available in certain regions for "designated donation" made by enterprises and individuals to specified medical institutions via qualified organisations mentioned above. Some organisations have now simplified the procedures for designated donation, allowing donors to send the supplies directly to the target medical institutions and complete the donation formalities and obtain the donation certificate later.

2. Tax deduction cap for donation: What's the cap? Can it be fully deducted?

The tax deduction cap and carry-forward rule for donations are different under the corporate income tax ("CIT") regime and individual income tax ("IIT") regime. In terms of CIT and value added tax ("VAT"), "deemed sales" treatment may also be applicable. Details are summarised in the following table.

	Income Tax		VAT and Surcharges
	CIT	IIT	
Cash donation	<ul style="list-style-type: none"> Tax deduction Cap at 12% of total annual profit in general. Excessive portion can be carried forward to the subsequent 3 years. "Deemed sales" treatment for in-kind donation and donation of services Revenue of deemed sales and relevant cost is generally recognised at fair value, and the donation cost is deducted at fair value correspondingly 	<ul style="list-style-type: none"> Tax deduction Cap at 30% of taxable income in general. Cross income category deduction available. Carry-forward rule not available. Donations via certain organisations specified by authorities, or donations for special purposes (such as compulsory education in rural areas) can be fully deducted. 	Not applicable Regarded as sales at market price or composite assessable price
Donation of services (e.g. insurance, transportation services)		Not applicable	Free-of-charge services rendered for public benefits shall not be regarded as sales.

Donations for public benefits are generally subject to deduction cap for income tax purpose and enterprises may also need to treat in-kind donation as sales for VAT purpose. However, based on experience from the SARS epidemic and post major disaster reconstruction support, we expect that the finance and taxation authorities will explore more favourable policies for such anti-epidemic donations to encourage people across the country to make donations.

3. Proof of donation: How to enjoy the tax deduction treatment?

Proof of donation is required for both enterprises and individuals in claiming tax deduction. There are two types of proof, i.e. Certificate of Donation for Public Benefits officially printed by the Ministry of Finance or provincial level finance authorities with the stamp of the donee, and the receipt copy of General Payment Voucher of Non-tax Revenue with the stamp of the donee. For in-kind donation, the receiving organisations need to confirm the fair value of the goods and issue certificate of donation based on the supporting evidence provided by the donor. Therefore, it is crucial for the donor to obtain invoices for purchased goods.

The aforementioned client had donated the purchased medical supplies directly to medical institutions. We are assisting the client to collect original supporting documents for the purchase and donation, and contacting qualified social organisations for issuing the certificate of donation so that the client could claim tax deduction for CIT purpose.

II DONATION TO DOMESTIC CHARITABLE ORGANISATIONS WITH GOODS PURCHASED OVERSEAS

One of our clients purchased a batch of protective suits from overseas by leveraging on its global network and reliable overseas medical supplies procurement resources. The supplies were then donated to a domestic charitable organisation by the client's China entity. Through collaborating with

the carrier airline and the logistics service provider, the client received shipping and transportation services free-of-charge by applying for the special policies in the aviation/logistics industry.

PwC Tax and Customs teams provided comprehensive professional support to the client to quickly tackle problems and clear the cross-border donation channel.

KEY ISSUES RELATING TO CUSTOMS POLICIES FOR CROSS-BORDER DONATIONS:

In accordance with the Interim Measures on the Exemption of Import Tax on Charitable Donations jointly issued by the Ministry of Finance (MoF), the General Administration of Customs (GAC) and the State Taxation Administration (STA) in 2015 (MOF/GAC/STA Public Notice [2015] No.102, "PN 102"), import tariff and import VAT can be exempted for qualified import of donation goods. The relevant criteria include scope of goods for charitable donation purpose, eligibility of the donor, qualification of the donee, compliance of customs clearance, etc. On 1 February this year, the above authorities jointly issued the Public Notice of Tax Exemption Treatment for Imported Goods relating to the Prevention and Control of Coronavirus Outbreak (MOF/GAC/STA Public Notice [2020] No. 6, "PN 6"), which provides preferential import tax treatment for goods and supplies imported for anti-epidemic purpose. In addition, the GAC has rolled out more convenient and effective measures for customs clearance.

1. Scope of imported goods

The scope is expanded from drugs, medical instruments, daily necessities, food and drinking water etc. to reagents, disinfectant, protective goods and materials, ambulances, epidemic prevention vehicles, disinfection vehicles and emergency command vehicles for epidemic prevention and control purpose. Goods and supplies currently in urgent need for epidemic prevention and control, including surgical masks, protective suits, goggles and medical rubber gloves, are included.

2. Restriction on donors

Eligible donors now extends from natural persons, legal persons or other organisations abroad to those relevant domestic government bodies, enterprises and public institutions, social organisations, individuals and foreigners visiting or staying in China, who import from overseas or areas under special supervision of the customs and make direct donation. Donations by domestic processing trade enterprises are also included.

3. Qualification of donees

In addition to government bodies above the provincial and ministerial level and certain charitable organisations such as Red Cross, donees now include provincial civil affairs authorities or entities designated by those authorities. The provincial civil affairs authorities will provide the list of the designated entities to the local customs authorities and provincial tax authorities.

4. Customs clearance procedures and document requirement in cases where the importation and donation are in different locations

To support the anti-epidemic combat and ensure timely delivery of donated goods, all customs offices currently adopt the practice to allow the imported goods to be released first after registration, with the relevant formalities to be handled later. For example, if the goods are donated to a donee in Zhengzhou of the Henan Province, while the location of import and corresponding customs clearance is in Shanghai, the procedures are set out as follows:

- Step 1:** The donee issues the Certificate for Import of Overseas Charitable Donations Received by Donee and the List for Donation Distribution and Usage to the donor;
- Step 2:** The donor goes through the on-site registration and release process with Shanghai Customs with the above documents;
- Step 3:** The donee goes through the tax exemption review and confirmation procedures with the customs of its own location at a later stage (i.e. Zhengzhou Customs in this example).

5. Document requirement for subsequent tax exemption declaration by donees

Domestic donees should provide the following documents for subsequent tax exemption declaration:

1. Scanned copy of overseas donation letter
2. Packing list
3. Invoice
4. Receipt issued by the donee

Our client, being the donor, needs to provide the donee with item 1) to 3) listed above.

It is noteworthy that, as PN 6 is retroactive to 1 January 2020, for imported goods qualified for the PN 6 tax exemption treatment, duties that have been paid will be refundable. Donors can claim refund of duties with the customs before 30 September 2020.

In addition to helping clients with cross-border donations, PwC is also taking actions to donate. Our first-hand experience makes us realise that cross-border donations require joint efforts of multiple parties. The global network, professional collaboration of multiple teams, as well as the industry-wide client relationship and mutual trust and cooperation are key to efficient and successful cross-border donations. We would like to give special thanks to Juneyao Airlines, Deppon Express and the member firm of PwC Finland for their support and assistance.

III. FINANCIAL AND TAXATION POLICIES SAFEGUARDING ENTERPRISES TO JOURNEY THROUGH THE TOUGH TIME

Financial and taxation policies are always among the essential means to combat disasters and support the society. The finance, taxation and customs authorities have responded in a timely manner and introduced a series of supporting policies. In the meantime, authorities are also actively seeking feedback from enterprises on their needs and will continue to formulate relevant policies. Some local tax authorities also provided

guidelines to help enterprises to pull through. Looking back at the series of financial and taxation supporting policies for anti-SARS and considering the specific situation of the COVID-19, industries are looking forward to policies pertaining to the following aspects to help fight against the epidemic and resume business.

• Encouraging anti-epidemic donations

Remove the pre-tax deduction cap on anti-epidemic donation for both CIT and IIT purposes; consider allowing direct donations to medical institutions designated with anti-epidemic task to be tax deductible and eligible for preferential import tax policies; not to treat in-kind donations as deemed sales for VAT purpose so that they would not be subject to VAT and surtax; provide detailed instructions for tax exemption treatment in relation to the "import and direct donation" model used by enterprises.

• Protecting the supply of anti-epidemic goods

Suggest to expand the import tariff and VAT exemption to the import of self-use anti-epidemic supplies by enterprises for the purpose of protecting employees' health and safety so that to lower their anti-epidemic cost; allow enterprises not to transfer out the input VAT with respect to the protective supplies (e.g. masks) or other protection support provided to employees; allow protective supplies received by the employees not to be considered as taxable benefit for IIT purpose; adopt "special treatment" for enterprises that cannot obtain standard invoice or invoices timely for anti-epidemic goods purchased through various channels.

• Supporting epidemic-stricken industries and regions

Provide supporting policies and measures including tax relief, extension of tax declaration and payment, etc. for industries deeply affected by the epidemic, such as wholesale and retail, accommodation and catering, culture and tourism, logistics and transportation, as well as enterprises not able to fully resume business; enhance the implementation of tax policies for small

and thin-profit enterprises; consider temporary tax relief and exemption for severely affected areas such as Hubei Province; allow CIT deduction of asset losses on business suspension caused by the epidemic; provide property tax relief for property owners that offer free-rent during the epidemic period.

• Supporting the resumption of business in multiple aspects

In addition to postponing the payment of enterprises' social security contributions, continue to consider lowering the social security contribution rates in stages; provide favourable tax treatment on overtime wages paid by enterprises that have been in production of protective equipment during the Chinese New Year public holiday; consider special tax support to financing platforms targeting small and thin-profit enterprises; vigorously explore ways to conduct no contact taxpayer services, such as electronic VAT special invoice.

PwC will continue to keep track of the situation, convey messages on difficulties and needs of industries with suggestions to relevant authorities and with the hope that tax policies will help enterprises to pull through this difficult time. **B**

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【防疫应变】企业及个人捐赠涉税处理要点

摘要

为驰援新型冠状病毒感染的肺炎疫情（以下简称“新冠疫情”），广大公益慈善组织汇聚力量，无数企业和个人捐款捐物，众志成城，贡献社会。在此非常时期，普华永道以协助客户进行捐助的经历，汇总其中的涉税处理和注意要点，助力企业和个人一起共度难关。

详细内容

一、境内采购物资直接捐助指定医院

近日，我们协助客户采购并以最快的速度安排物流运输，将一批医疗物资捐赠至湖北省若干新冠疫情定点医院。针对该情形，我们总结以下关注点供参考。

□ 境内捐助主要企业税和个人税关注点：

1. 捐赠渠道：未通过有资质的公益性社会组织捐赠，如何进行所得税税前扣除？

对于符合条件的公益性捐赠，企业和个人捐赠人可以进行所得税税前扣除。扣除的前提是通过境内依法设立或登记的、具有公益性捐赠税前扣除资格的公益性社会组织，或者县级以上人民政府及其部门等国家机关进行捐赠。但是本次疫情期间，大量企业和个人也直接向一线的医院捐赠了急需的医疗防护物资。这些捐赠是否可以税前扣除？现行政策下，部分地区的企业和个人如果通过符合条件的公益性社会组织向相关医疗机构进行“定向捐赠”，也可能适用所得税税前扣除政策。目前，已有部分公益性社会组织简化了定向捐赠流程，捐赠人可将捐献物资直接发往受捐医疗单位，之后再补办定向捐赠手续，获取捐赠凭证。

2. 捐赠的税前扣除限额：限额是多少？是否可以全额扣除？

企业和个人的所得税税前扣除在扣除限额、是否可以结转等方面有各自不同的要求，且在企业所得税和增值税方面，可能还会涉及“视同销售”的处理。详见下表归纳。

	所得税		增值税及附加税
	企业所得税	个人所得税	
捐款	• 税前扣除 一般以年度利润总额 12% 为扣除限额，当期扣除； 超过的部分，准予结转以后 3 年扣除	税前扣除 一般以应纳税所得额 30% 为扣除限额； 不同所得项目间可以转移扣除 1； 超限未扣除部分不能结转； 通过财税部门认定的部分社会组织和群众团体等进行捐赠，或特定目的捐赠（如农村义务教育等）可以全额扣除	不涉及
捐物资（如口罩、药品、防护用品等物资）	• 捐物资、捐服务视同销售 一般以市场价格或公允价值确认视同销售收入，相应确认成本及按市场价格确认捐赠费用	按市场价格或组成计税价格视同销售	
捐服务（如保险、运输等）		不涉及	无偿提供服务但用于公益事业的，不视同销售

虽然通常公益性捐赠有所得税限额扣除的规定，企业还可能涉及增值税“视同销售”处理，但借鉴此前抗击非典疫情、支持灾后重建的经验，我们也预期财税部门正积极研究疫情期间捐赠相关的支持政策，鼓励社会各界的公益捐赠。

3. 凭证要求：如何享受税前扣除？

无论企业还是个人，要享受公益性捐赠税前扣除，均须取得捐赠票据，包括两种：一种是财政部或省级财政部门印制并加盖受赠单位印章的公益性捐赠票据，另一种是加盖受赠单位印章的《非税收入一般缴款书》收据联。对于捐赠物资的，公益性社会组织还需要依据捐赠方提供的捐赠物资公允价值证明，确认受赠资产价值并开具捐赠票据。因此，捐赠方采购物资取得发票并且提供给受赠公益慈善组织也是重要环节。

上述客户此次境内采购的物资直接捐赠给

了医疗机构，我们正在协助客户收集整理相关采购、签收等原始凭证，积极联系公益组织，寻求补开捐赠凭证，以便客户适用税前扣除。

二、境外采购物资捐助给境内慈善机构

我们的一个客户依托其全球网络，积极整合境外可靠的医疗物资采购资源，从境外采购了一批防护服，以境内企业作为捐赠方捐助给某境内慈善机构，期间与其承运航司通力合作，根据航空/物流业的救灾物资免费运输政策，实现了运费全免。在整个流程中，普华永道税务部及海关组提供了专业支持，快速解决各项难点，帮助客户打通了跨境捐赠渠道。

□ 跨境捐助主要海关政策关注点：

对于进口捐赠物资，财政部、海关总署和税务总局曾于 2015 年联合发布过《慈善捐赠物资免征进口税收暂行办法》（财政部、

海关总署、国家税务总局公告 [2015]102 号，以下简称 102 号公告），规定符合条件的捐赠进口可以享受免征进口关税、进口环节增值税。相关条件包括捐赠物资范围、捐赠人范围、受赠人资质、入境清关手续合规等。2 月 1 日，财政部、海关总署和税务总局联合发布了《关于防控新型冠状病毒感染的肺炎疫情进口物资免税政策的公告》（财政部、海关总署、税务总局公告 [2020]6 号，以下简称 6 号公告），进一步为捐赠人针对防控新冠疫情捐赠的进口物资提供了更加优惠的进口税收政策。此外，海关总署还出台了更加便利有效的通关措施。

1. 捐赠物资是否符合规定？

捐赠物资范围，从医疗药品、医疗器械、生活必需品、食品及饮用水等，扩大到用于疫情防控的试剂、消毒物品、防护用品、救护车、防疫车、消毒用车、应急指挥车。



当前急需的疫情防控物资主要包括医用口罩、防护服、护目镜、医用橡胶手套等，都涵盖在内。

2. 捐赠人有什么限制？

捐赠人从境外的自然人、法人或者其他组织，扩大到：国内有关政府部门、企事业单位、社会团体、个人以及来华或在华的外国公民，从境外或海关特殊监管区域进口并直接捐赠，境内加工贸易企业捐赠。

3. 受赠人有什么资质要求？

受赠人范围，从政府部门（省部级以上）、红十字会等慈善组织扩大到省级民政部门或其指定的单位，省级民政部门会将指定的单位名单函告所在地直属海关及省级税务部门。

4. 异地入境清关放行手续和材料要求？

目前，全国各个海关也为抗击疫情给予了极大的便利，实行先行登记放行，事后补办减免税手续，旨在充分保障防疫捐赠物资能及时送达。举例来说，如果捐赠物资到河南郑州，但需要在上海清关，具体的步骤为：

- 第一步：受赠人向捐赠人出具《受赠人接受境外慈善物资进口证明》及《捐赠物资分配使用清单》；

- 第二步：捐赠人凭上述材料至上海海关通关现场办理登记放行手续；

- 第三步：受赠人事后至其所在地海关（如本例中的郑州海关）关税部门办理免税审核确认手续。

5. 受赠人后续免税申报需要的材料
境内受赠人后续进行免税申报时需要的资料包括：

- 1) 境外捐赠函扫描件
- 2) 装箱单
- 3) 发票
- 4) 受赠人接收证明

其中，我们的客户企业作为捐赠人需要向受赠人提供上述第 1 至第 3 项资料。

值得注意的是，由于 6 号公告新政从 2020 年 1 月 1 日实施，因此，对于符合 6 号公告免税政策下的进口物资，已征收的应免税款将予以退还。捐赠企业可在 2020 年 9 月 30 日前向海关办理退税手续。

除了协助客户实现跨境捐赠之外，普华永道也在积极捐款捐物。我们切身体会到跨境捐赠需要多方的共同努力，企业内部的全球网络和多部门专业协同、外部的全行业客户网络和信任合作，都是保证高效顺利实现跨境捐赠的重要因素。在此特别感谢吉祥航空、德邦物流以及普华永道芬兰成员所给我们的帮助。

三、财税护航，迎难前行

在关键时刻，财税政策是助力抗灾救难的重要手段之一。目前，财税和海关部门已经及时响应，出台了一系列支持政策。同时，各部门也在积极了解企业存在的困难、继续制定相关扶持政策，而一些地方税务部门也出台了相关指引，帮助企业渡过难关。参考抗击非典时的一系列财税支持政策，结合此次新冠疫情的特征，业界期待着从以下方面出台相关政策，助力各界共抗疫情，恢复生产。

• 着力支持公益捐赠

对符合条件的捐赠资金和物资，允许企业所得税和个人所得税全额税前扣除；对直接向新冠定点医院进行捐赠的情况，可以考虑给予所得税税前扣除和进口税收

政策方面的支持；捐赠相关物资免于按视同销售缴纳增值税及附加税费；明确企业采用“进口并直接捐赠”模式适用免税的具体操作细节等。

• 全力保障防疫物资供应

建议在疫情期间就企业进口自用防疫物资保障职工健康安全的情况，出台进口关税和增值税免税政策，降低企业的防疫成本；企业为员工发放口罩等防护用品或提供其他防护支持，允许增值税不做进项转出；员工取得的上述防护福利不计入工资薪金缴纳个人所得税；企业在非常时期通过各种渠道采购防疫物资无法及时或合规取得采购发票的，提供“特事特办”支持措施。

• 扶持疫情冲击行业和地区共度难关

为批发零售、住宿餐饮、文化旅游、物流运输等受疫情影响较大的行业和其他未能及时充分复工复产的企业提供税收减免、延期申报、延期纳税政策；落实好小微企业普惠性减税等政策；为包括湖北在内的受灾严重地区提供阶段性税收减免；允许疫情期间停产造成的各项财产损失税前扣除；为疫情期间提供免租期的房产减免房产税等。

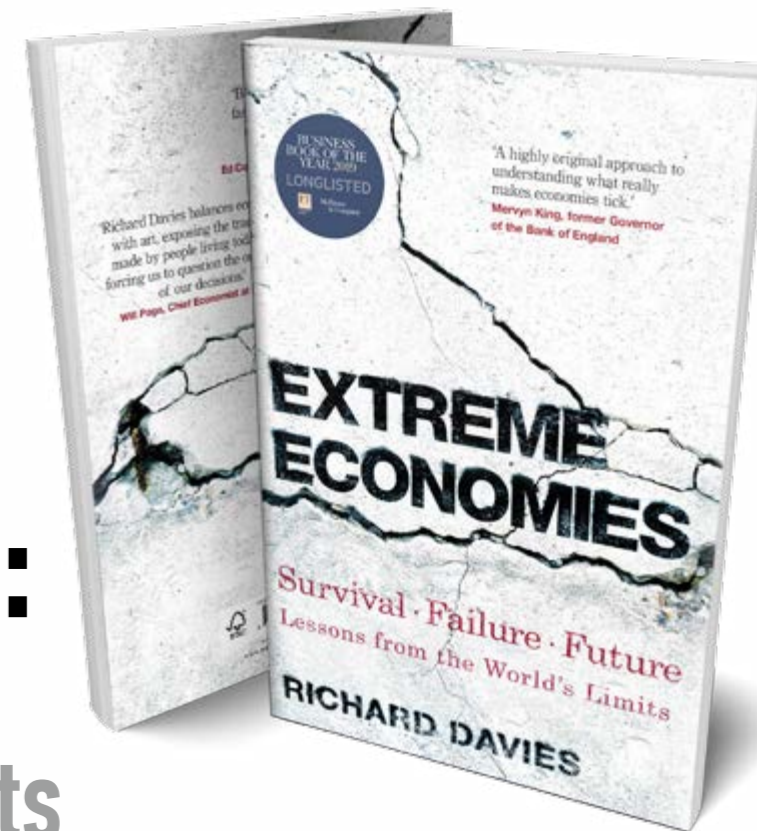
• 多管齐下支持恢复生产

在延缓企业社保缴费基数上考虑继续阶段性降低社保费率；对春节期间坚持生产防护用品的企业支付的加班工资考虑给予税收支持政策；对小微企业贷款平台给予专项税收支持；大力探索非接触式的办税服务，例如增值税电子专用发票等。

普华永道也将继续对事态持续关注，并收集广大企业在疫情期间遇到的税务操作困难和税务诉求，向财税部门传递呼声，让税政助力企业渡过难关。

EXTREME ECONOMIES: 9 Lessons from the World's Limits

By Richard Davies (2019)



This book is an interesting description of travels to the extreme economies of the world. The book is an engaging, super-readable piece filled with history, travel, and economic assessment, and especially, a detailed illustration of future economies. In Extreme Economies, Davies shares ideas he learned in his travels to nine different extreme economies where he learned about survival, failure, and the future.

Davies travelled to cities and regions that are currently going through what most of the world will probably be experiencing in a few years' time. These experiences, such as disaster, aging, inequality, and technology replacing human jobs, have a

significant effect on the economy of such areas. He gives an excellent account in his personal testaments that include an in-depth economic analysis. The book is a digestible guide concerning human behaviour and how to cope well with challenges.

The book also gives insight and a new perspective on modern economy by talking about people who live in the world's margins, and their extreme economies. This ranges from displaced societies and several danger zones filled with disasters to failed markets and economies. The inhabitants of these little-known extreme economic regions are mostly ignored by policymakers and economists. But Davies gives a clear view of several

forces underlying human resilience that help markets to function or cause them to fail, and how this will shape our collective future.

Extreme Economies outlines a clear-cut difference between personal narratives and global trends by revealing the biggest economic questions in the world today and providing vital intuitive decisions for the control of future economies. By adapting to the extreme economies of these nine regions, the people Davies has come across have become pioneers in economic analysis, whose lives help us reflect on our existence.

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AUGMENTED & VIRTUAL REALITY

By Sophia Raymond

Revitalizing the e-commerce industry

We now live in a mobile-centric period, and technology has evolved significantly over the period of time. There has been tremendous growth in the use of Artificial Intelligence, Augmented Reality and Virtual Reality, IoT and machine learning in various sectors. E-commerce is the fastest-growing sector and has evolved from shopping in stores to picking your best fit based on AR and recommendation engines. The advertising, marketing, and sales in e-commerce have taken on a new dimension, and Scapic helps in moulding the future.

The rise of shopping via the doorstep delivery option has solved the problem of going to a store and choosing an item. Although earlier customers experienced various flaws and started switching to other alternatives, AR is now helping customers to choose items that suit them.

When it comes to style and outfits, customers are particular about the sizes and designs that suit them so AR now has integrated real-time images with the projected images providing an idea of how the outfit will look like if worn by them. This provides an interesting shopping experience to the customers, and it doesn't end with clothing. AR is now widely used on many e-Commerce websites dealing in items such as furniture, watches, shoes, eyewear and real estate.

Not surprisingly, AR lets you try on makeup, or find your perfect eyebrow shape or bridal dress. Also, there is an AR instructions manual which demonstrates the process of reading a manual of appliances that supports a guide to using them. This helps in knowing how to use a device once it is purchased online.

HOW DOES AUGMENTED REALITY WORK?

A wide variety of data at different angles are used that provides both natural as well synthetic lights while the users are being aware that it is computer vision by advanced technology. The AR is displayed on various devices such as screens, glasses, gadgets, head-mounted displays, etc. which help in simultaneous localization and mapping.

How do AR and VR motivate eCommerce Buyers?

Customer demand has increased tremendously over time. With the use of AR, customers are being motivated to choose the right product. When a person is searching for a product on any eCommerce site, the website customizes its product recommendation engine based on the customer's preferences and choices. This makes shopping easier and less time consuming for the shoppers.

Also, AR provides an in-store shopping experience, regardless of the customer's location. Devices are now 3D-enabled, giving the user a real shopping experience while at home. Companies like IKEA and Converse have already started using 3D to allow customers to envision a furniture item from the store by connecting it to the home environment, thus providing an easy user experience in choosing the product.

REASONS WHY AR BOOSTS SALES

When a customer looks for a product, they feel a desire to own it. Providing them with a digital model enhances their experience so that they start to feel that the product is their own, to be bought and used.

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The experiences provided through AR and VR increase customers interest so that they tend to spend more time experiencing each product. It becomes unusual that they feel it new and unusual that they get it for real. Experiencing the product in this way reduces their uncertainty of how the product suits their needs and helps resolve their doubts.

BENEFITS OF AUGMENTED REALITY IN ECOMMERCE

eCommerce provides a wide range of products compared to in-store shopping. The colour selection and modifications can be customized based on preferences, thus creating a choice for customers.

In recent years, AR technology such as haptic headsets allows customers to try virtual models, and those are helping customers to feel more comfortable in purchasing a product online.

Providing real-time in-store experience with the use of VR allows users to explore it as if it were a real store, from chatting with associates to trying on footwear and clothing. This not only interests them but also provides the satisfaction of purchasing a product through in-store experience while sitting in another place.

The rate of return for products experienced through AR is low compared to the other products. The level of satisfaction is high, as wider choice as well as more options increases the purchase rate of products.

In today's era, AR and VR play a significant role in eCommerce, focusing on better customer satisfaction and

increased sales rates. This is widely accepted in this industry as well as by customers, and it can be said that the future of online shopping will centre on the use of AR.

增强现实和虚拟现实技术 振兴电子商务产业

我们现在生活在以移动设备为中心的时代。人工智能，增强现实（AR），虚拟现实（VR），物联网和机器学习在各个领域的使用增长巨大，其中电子商务是增长最快的行业。

AR和VR如何激励电子商务买家？通过使用AR，促使客户选择合适的产品。当人们在电子商务网站中搜索产品时，网站都会根据客户的偏好和选择来生成产品推荐。对于购物者来说，这使购物变得更容易且耗时更少。

AR促进销售的原因？通过AR和VR体验产品，可以减少客户对产品不能满足需求的恐惧，并帮助其摆脱疑虑。

电子商务使用AR的好处 近年来AR技术尝试使用虚拟模型，例如触觉耳机，这些虚拟模型可以帮助客户在购买产品之前提供体验。

在当今时代，AR和VR在电子商务中扮演着重要角色，专注于提高客户满意度和提高销售率，在业界被广泛接受。



HOW COVID-19 IS MAKING US RETHINK OUR LIVES (AND REAL ESTATE)



By Michael Hart

冠状病毒对房地产的影响

何迈可

2020年开始的几个月人们有了很多思考的时间。人们担心病毒，担心家人担心收入减少等。随着环境开始恢复正常，我猜测至少人们会有与以往不同的方式来看待我们的工作，房产和日常生活，这些都影响房地产。

工作

最明显的影响是办公室雇员的工作方式以及他们的雇主如何考虑其房地产成本。长期以来老板认为需要每天与员工见面，才能控制其工作效率。这场危机促使原本从不考虑远程工作的人员和公司也必须尝试，而且使之持续进行。对房地产的影响将是，公司可能在某些时候允许许多员工在家工作，从而开始计划降低房地产成本。因此我们很可能会看到对办公空间需求的减少。

房产

在家里呆了几个星期后，每个人都感觉焦躁，但有些人的压力比其他人要少一些，这与他们的房屋大小有关。那些居住在较大的房屋中的人拥有更多的单独房间，私人空间更大，压力可能更小些。另外便利设施也非常重要，如可以观赏城市风景或城市花园的房子。

教育

最近几周学生开始在线课，这减轻了通勤的压力，还可以在家中做饭，并给孩子更多的休息时间。学校也意识到可以投资更好的技术，减少大型教室的租金。对房地产的影响将是，教育团体的租赁需求将减少，相关的餐馆和食品供应商的销售额将下降。

总结

我们很高兴看到病毒在中国已得到控制，我们可以见朋友，并去我们最喜欢的餐馆。但我们可能没有注意到，个人常规偏好的这些微小变化也将改变我们整个城市对房地产的需求。

The early months of 2020 have given Chinese residents plenty to think about. There was the fear of the Covid-19 virus, the stress of being stuck at home, and the concern for lost income for both employees and business owners. However, as things start to get back to normal, I predict there will be at least three ways we look at our work, our homes and our daily lives differently, and each of them will, in turn, impact real estate whether we realize it or not.

OUR WORK

The most obvious impact is going to be how office-based employees look at work and how their employers think about their real estate costs. There has long been the concept that people need to be present to be effective, that the boss needs to see their staff every day. This crisis has pushed people and companies who otherwise would never have considered tele-commuting, i.e., working from home, to not only give it a try, but to

make it work. Of course, there are plenty of examples over the past few weeks that show us we aren't as productive at home surrounded by our families, but we have also learned how to make remote work at least partially successful.

And once kids start going back to school, employees could make that work from home experience even better. Nearly all of us would have seen our use of online meeting tools such as Zoom, or Microsoft Teams increase recently. We are all now slightly better mobile workers. We may be keen to get back to our offices, but as the subways and buses start to fill up and the traffic jams return, we may miss getting up ten minutes before we are supposed to clock in, and spending the day wearing our comfortable pajamas. The impact on real estate is going to be that companies may start planning on reducing their real estate costs by allowing many employees to work from home, at least sometimes. Employees who never would have considered working from home, may now

lobby for the opportunity. So, we are likely to see a reduction in demand for office space the next time companies renew their lease or plan a move.

OUR HOMES

After having been stuck at home for weeks on end, everyone is feeling cabin fever. Humans are social creatures and they want to get out and get some exercise, meet friends and just get some distance from family members. A secret though is that some people are feeling a little less stressed than others after this experience, and it has to do with their homes. It is understandable that those who live in larger homes with more individual rooms that allow for doors to be closed and private space to be created are probably less stressed. However, the past few weeks have also shown that other amenities are very important. For example, a small apartment with a good view of the city or a park, or a balcony to stand on, is now going to be more highly

valued. The same is true for apartment complexes that have central gardens and green spaces. The parks may have been closed, but some of my neighbours have been busy walking laps around our central garden which was still accessible.

EDUCATION

This impact applies mostly to families with children who will soon be back to the routine of the weekend mad dash. Chinese parents spend time on weekends taking their kids to maths, art, sports, language and other classes. It is normal for kids to have two or three classes a day on weekends, and there is a whole routine that involves getting them to those classes. This means fighting traffic jams, finding a place to park, or finding a taxi. The cycle repeats when one class ends and it is time to get kids off to the next class, usually in a new location. There is also the need to find a meal or snack in between classes.

The last few weeks have shown parents and schools that many of these physical classes can be converted to online ones.

This reduces the stress of rushing halfway across town, allows for better meals to be made at home, and gives the kids a little more time to rest. The schools are also now realizing they can invest in better technology and reduce their rental cost for large, centrally located classrooms. The impact for real estate will be that landlords who have previously rented to educational groups will see demand decrease, and the restaurants and food vendors that count on these customers are going to see sales decline, so their own need for locations will then also decline.

Some educational facilities are likely to be less impacted. Parents with young kids who don't get as much out of online classes will likely continue to sign up for physical classes. The same is true for art classes, music lessons and sports. With virtual reality, you can practice taekwondo at home, but it is still better learned and practiced with teachers and competitors in the same location. It is also hard to practice while learning to play musical instruments or to get a tip from an art teacher over the internet.

CONCLUSION

We are all happy that as the virus now seems to be under control in China, we can go back out and see our friends and colleagues and visit our favourite restaurants. However, I predict that over the next few months, many of us may also not be looking to return completely to our pre-virus routines. We may all want to work from home a little more often. Parents may want to avoid the weekend and evening rush to class by substituting a physical class with an online class for junior. And the next time we look to buy or rent an apartment, we may assign just a bit more value to that balcony or that nice view. So, without us even noticing it, those small changes in personal routine preferences are going to change the demand for real estate all across our cities. **B**

Michael Hart is the Managing Director of Griffin Business Management www.griffinbiz.com a real estate related consulting firm with offices in Tianjin.



GLOBAL OPPORTUNITIES AFTER COVID-19 CRISIS?

By Anne Liu

Covid-19 has rocked the world, alarming people across the globe. Each government is maximizing efforts to slow down and totally eliminate the spread of this killer disease. The first quarter of this year can be seen as truly discouraging and gloomy, and since January, in many different countries, the crisis has sparked dejection in the affected areas. The economy has also started to disintegrate.

But China is looking forward to a new beginning. With the number of cases getting lower and the number of recoveries rising, there is hope.

WHEN THE CRISIS IS OVER, WHAT GLOBAL OPPORTUNITIES AWAIT?

1. Solid ties and partnerships between private business sectors and the government

The business sector will have a new view on capitalism and will think more about partnering with the government. Covid-19 allowed people to understand more profoundly that the government is not only here to fix all the market failures when a crisis occurs, and that partnering with the government in working to

create sustainable jobs in the market will protect them when a crisis comes.

2. Rise of more influential and crisis-ready financial institutions

The government will now be open to investing in and creating institutions that will shield the whole country during a crisis. The adversity that we are facing now is proof that being unprepared will cause the country's financial stability to collapse. Thus, this will be an opportunity to see how our country was able to survive, improve the system, and build institutions that will be responsible when another crisis occurs.

3. Healthcare systems will be enhanced, prioritized, and developed

Covid-19 has exposed the fact that every country is lacking in life-saving machines, equipment, and facilities. It is an eye-opener to all the people of the world that it is high time that all nations innovate hospital systems to mitigate the spread of life-threatening diseases.

The health sector will now focus more on research and development, as well as on strengthening and improving public health. This will create opportunities for health companies to establish and build their networks while putting the health of every person at the centre of their company's mission and vision.

There will be vaccines, therapies, medicines and health plans that will cover every health issue of every individual.

4. Preventive measures to improve job security and tenure

According to the initial report of the International Labour Organization, about 25 million jobs worldwide will be lost due to the Covid-19 outbreak. Millions of people will be affected by unemployment, and it will take time to recover. With unemployment and underemployment, poverty will be widespread. Yet, this is a great opportunity globally to study and find ways to secure jobs even in the midst of a crisis. This will aid in extending

social protection for all workers if the present measures are re-calibrated and enhanced.

The consequences of Covid-19 are not limited only to the global health crisis but also extend to the economy and labour market. It has had a domino effect, and re-building the economic foundation is urgent. This foundation, when re-built, will be directed and more focused on measures that will be appropriate when a crisis occurs.

5. Tech giants like Google, Amazon, Tencent, Alibaba, etc. will create new platforms and websites to help the whole world recover

One opportunity presented in this pandemic is for unity and support among all countries. This is a significant time to spread help and donations to where they are needed the most. The tech giants were quick to provide aid, and millions of pledges and donations are pouring in. Among the donors was Alibaba's co-founder Jack Ma who donated 500,000 coronavirus kits and millions of protective masks to different countries. Facebook set in motion a fund to fight the coronavirus pandemic across the globe.

There will be more online educational platforms, which will be beneficial for international students, while more business platforms for eCommerce will help entrepreneurs recover their businesses. When the crisis is over, these platforms and websites will provide information and serve as legal resources for reports and statistics that will be equitable for worldwide use.

Although it is predicted that the world economy is heading towards recession, this should not be regarded as a solid conclusion. Though it is undeniable that financial markets have been threatened and damaged, other vital opportunities will be presented in this time of crisis. Soon there will be more flexibility and opportunity for technology, appreciation for a simpler life, and less racism around the world.

While other countries have just started the battle or are still in the middle of the struggle, optimism is creating some light at the end of the tunnel. Hold tight. We don't know what's will come next, but one thing is for sure—when the crisis is over, there will be a mind shift that will change the world!

B

新冠病毒危机解除后的机遇

新冠病毒蔓延到全世界，每个政府都在尽一切努力减缓这种致命疾病的蔓延。第一季度确实令人沮丧，经济也受到冲击，但危机结束后又有哪些机遇呢？

1. 与政府合作建立伙伴关系，当危机到来时将被保护。

2. 具影响力和有准备的金融机构将兴起

危机应对不足会使金融系统崩溃，是时候改善制度并建立负责任的机构。

3. 医疗保健系统将得到增强和发展

新冠病毒危机揭露了各国在配备救生机器设备方面的不足，医院系统需要创新，公共卫生目标需要加强和改善。

4. 加强预防措施，为岗位稳定提供保护

由于病毒爆发，失业加剧和就业不足，贫困将加剧，对现有措施进行重新调整，有助于为所有工作提供社会保护。

5. 科技巨头创建新平台和网站，以帮助整个世界恢复

新病毒大流行带来的机会是所有国家之间的团结。科技巨头们提供援助和捐款，很多在线教育平台免费对学生开放，很多电子商务平台帮助企业恢复业务。

不可否认世界受到威胁和破坏，但当前危机中还存在很多机遇。世界将出现更多变化，当危机结束时，思维转变将改变世界！

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MARKETING YOUR BUSINESS DURING THE COVID-19 CRISIS

By Karen Wang

Running a business in the face of the COVID-19 crisis can be full of uncertainty and fear as the virus sends tremors across the world. Not only is it having a dramatic impact on tourism and the economy, but it's also significantly impacting people's livelihoods.

While times certainly aren't easy, it's imperative that during this time your business focuses on keeping both your teams and your customers safe. It's also essential that you're tactful in your marketing, and that you're addressing the issue with both empathy and mindfulness.

How do you go about doing that? Well, it's undeniable that these are tricky waters to navigate. To get you started, we've put together some tips for marketing your business during these challenging times.

COMMUNICATION IS KEY

To start off, you need to be openly communicating with both your clients and your customers. With the constant changes in rules and regulations, your role is to clarify, and not confuse people further.

Let your clients know that you're working on ways to keep things going, be it getting access to more information, managing supplies, or something more. Through digital means such as virtual meetings, presentations etc., you can also show them why they should continue buying from you.

You also need to be proactive about communicating to your customers what's possible and what isn't during this time. They need to have a realistic expectation of what's happening— this isn't the time to sugar-coat things. Trust is a brittle thing that needs to be built over time, and you don't want to end up losing your customers.

In times such as these, marketing your business means you need to be both proactive and open.

MAKE ADJUSTMENTS TO YOUR MARKETING SCHEDULE

Chances are you've probably already planned your marketing schedule for the next few months, if not for the entire year. Before making any tweaks, you'll need to look at your marketing campaign as a whole and decide what needs to keep running, and what needs to be scrapped.

Here's a list to help you in making your decision about each particular item:

• Does it have elements that aren't appropriate right now?

If so, you don't have to scrap it, but you probably need to put it aside for the moment. It'll be fine when the outbreak subsides, but it isn't a good idea to push ahead with it right now.

• Does it have inappropriate marketing messaging?

If it does, you can always choose to change the messaging to something more appropriate. You don't have to start

from scratch with your campaigns; instead it's wiser to just tweak what you have to something more appropriate for your audience.

• Are the campaign visuals appropriate?

Don't forget to also audit the visuals. The last thing you need is for an inappropriate image to be broadcast to your audience during this time.

At the same time, it's also a good idea to take a look at what sort of advertisements your competitors are pushing out.

In the meantime, you can continue to formulate ideas for future marketing plans and tweak your current marketing campaigns wherever necessary.

Another thing to note is that even if your message isn't overly offensive, it can still be perceived as ignorant. However, if you've reviewed your marketing campaigns (as mentioned above), and you're being tactful with your marketing, you'll be fine.

ADAPT TO THE REALITY OF THE SITUATION

While it's hard to do so, you need to look for new opportunities in order to survive. That might mean that you transition to a digital model and start incorporating digital marketing into your business. There are new markets and new ways of operating that can also emerge during the crisis, and this is something that you can discuss with your team.

Having a positive outlook and having online meetings with your team can help keep their morale up rather than having a general cloud of doom hanging over them. Try to stay level-headed and pragmatically assess what can be done while keeping your doors open and finding new ways to both sell and do other business.

During this time, you can also highlight how your brand can help and provide value during these stressful times. Perhaps you can create helpful content to get individuals through their difficulties, or if your product has potential unique value in this moment, why not share it—tactfully, of course?

During this difficult time, you're not looking to push out your product in an aggressive manner to capitalize on sales; rather, you're looking to help your clients and customers get through it.

BE TACTFUL WITH YOUR MARKETING

One thing that's important to note is that you shouldn't be capitalizing on the crisis. Keeping your customers informed is necessary, but you don't want to alarm them. Don't be overly dramatic with your language, and make sure that the information you're sharing is from credible news sources.

You need to be tactful with the tone that you're using, and not use terms like "COVID-19 sales". You'll also need to practice humility and avoid bragging during these times. There are plenty of people working the front lines during right now, and you need to continue to practice a spirit of humility and empathy during these difficult times.



如何在新冠病毒威胁期拓展您的业务

面对病毒危机如何开展业务，我们整理了一些技巧，帮助您在充满挑战的时期拓展业务。

沟通是关键

首先您需要与客户进行公开交流。让您的客户知道您正在设法推进，您还需要积极主动地与客户交流这段时间内各种业务的可能性。确保客户对所发生的事情有切合实际的期望。

调整营销时间表

您需要从整体审视您的营销活动，并确定哪些需要继续运行，哪些需要放弃。

机智营销

让您的客户了解情况，但是不要让他们惊慌，确保您共享的信息来自可靠的新闻来源。您需要对所使用的语调保持敏感并避免夸张和虚假。

适应现实情况

您需要寻找新的机会才能生存。这可能意味着您要开始将数字营销纳入您的业务。保持乐观的态度并与您的团队举行在线会议帮助保持士气。尽量保持头脑冷静，务实地评估并寻找销售和经商的新方法。

危机不会永远持续下去

所有这些危机都会有结束的时候，您需要考虑业务如何平稳过渡。

IT WON'T LAST FOREVER

While we may not know when the "end" of this period will come, we're hoping to emerge from this quarantine by the end of this year. And while you're doing the things described above, just remember that there will come a time when this difficult situation will end, and you'll need to think about how your business is going to transition both smoothly and thoughtfully.

To sum up, even though these are difficult times, it doesn't mean that marketing needs to disappear. Instead, marketing should be used to provide both guidance and value to customers and clients in a comforting manner. This can be done by being empathetic with your messaging, communicating in a tactful manner, making adjustments to your marketing campaign, and providing value to your clients and customers.

Remember that we'll get through this, so in the meantime, stay strong and keep healthy. **E**

CHINESE TECH GIANTS GEAR UP BLOCKCHAIN PROJECTS

Chinese smartphone and electronics giant Xiaomi recently set up a \$9.5 million joint venture which will focus on new business areas involving blockchain, artificial intelligence and big data.

The Hong Kong-based company has been eyeing blockchain since 2017. Its latest move—a joint venture with three local companies, Chongqing Port Industrial Finance Big Data Industry Development Co. Ltd.—illustrates Xiaomi's ambition to compete in the intense

blockchain race with two other Chinese tech giants, Alibaba and Tencent.

The business scope of the new entity, headquartered in the southwestern Chinese city of Chongqing, includes blockchain-related software and services, as well as an AI-powered data platform, and data processing and storage services, according to Tianyancha, a China-based media company.

Source: decrypt.co



Tech giant Tencent is embracing blockchain

5 CHINESE STOCKS TO BUY WHEN CORONAVIRUS FEARS FADE

While the rest of the world is dealing with an escalating coronavirus problem, China has already put that problem behind it. That's why Chinese stocks are bouncing while stocks everywhere else are getting killed. For example, following the coronavirus dip, some of the best Chinese stocks to buy that have shown impressive resilience recently include Alibaba (NYSE:BABA), Luckin Coffee (NYSE:LK), JD.Com (NASDAQ:JD), NIO (NYSE:NIO) and Bilibili (NASDAQ:BILI).

Will this trend continue? I think so. Many Chinese stocks look dirt cheap on the heels of coronavirus weakness in February. It also helps that tons of fiscal stimulus from the People's Bank of China and de-escalated U.S.-China trade tensions should help promote a v-shaped recovery in the Chinese economy as outbreak fears fade.

Big picture — it's finally safe to start buying the dip in Chinese stocks, and this group will likely significantly out-perform U.S. stocks for the next few weeks to months.



Source: investorplace.com

ETIHAD SIGNS MOU WITH CHINESE TECH GIANT

Etihad Airways has announced a major new deal with Chinese multinational and internet big beast Tencent, owners of China's ubiquitous mobile app WeChat.

The new Memorandum of Understanding (MoU) for collaboration has been designed to enable both parties to identify potential opportunities in promoting the growth and development of innovation and digitalisation for the tourism industry. Through the collaboration, Etihad Airways aims to enhance

the guest experience, broaden customer choice and elevate its engagement with Chinese visitors.

Robin Kamark, chief commercial officer at Etihad Aviation Group, said, "The collaboration with Tencent presents a huge opportunity for Etihad, allowing us to engage with our guests on the biggest digital platform in China, speaking to them in their language and on their preferred platform. This is in line with our strategy of providing choice and customisation for our guests based



on their preferences. Tencent's established technological capabilities will undoubtedly supercharge our innovation drive, and I am very excited about the unlocked possibilities."

Source: traveldailymedia.com

A SMARTWATCH THAT LOOKS IDENTICAL TO THE APPLE WATCH

Chinese smartphone giant Oppo has just launched a new smartwatch, and it should look very familiar to anyone who has ever seen an Apple Watch.

The newly announced Oppo Watch, which the company teased ahead of its full unveiling, has an aluminium frame and ceramic back much like that of Apple's wearable. The watch's overall shape and form look nearly identical to that of Apple's popular smartwatch, although Oppo's watch lacks

Apple's signature digital crown.

But Oppo's watch has one key feature that the Apple Watch doesn't: sleep tracking. Rivals like Fitbit have offered native sleep-monitoring features for years, but you have to install third-party apps to track your slumber on Apple's wrist-worn wearable. However, Apple is reportedly planning to add sleep tracking to its smartwatch in 2020.

Source: bussinessinsider.com



Oppo

CHINESE SMART TVS FACE PUSHBACK OVER ADS

Owners of smart TVs in China are tired of televisions that spam them with ads from the moment they start up. Local consumer rights groups are now pushing back, claiming the ads infringe on users' rights. One group published a draft on Tuesday for regulating smart TV advertising that covers ads displayed during start-up. The Jiangsu Consumer Council's proposal stipulates that users should be able to turn off TV ads,

and that the duration of ads should not exceed 30 seconds, local media reported.

Ads on smart TVs have become a common complaint around the world. Samsung smart TVs have been serving ads for several years now, and LG followed suit in 2019. US budget brand Vizio also presented a plan to serve targeted advertisements for specific households, which raised privacy concerns.

Source: themegolden.com



CHINA REPORTS NEW PROGRESS IN DRUG THERAPIES AGAINST COVID-19

China has completed clinical research on Favipiravir, an antiviral drug that has shown good clinical efficacy against Covid-19 (coronavirus), according to an official statement on Tuesday (March 17).

Favipiravir, the influenza drug which was approved for clinical use in Japan in 2014, has shown no obvious adverse reactions in the clinical trial, said Zhang Xinmin, director of the the Chinese government's National Centre for Biotechnology Development

under the Ministry of Science and Technology, at a press conference.

More than 80 patients have participated in the clinical trial in the Third People's Hospital of Shenzhen in south China's Guangdong Province, including 35 patients taking Favipiravir and 45 patients on a control group.

Results showed that patients receiving Favipiravir treatment turned negative for the virus in a shorter time compared with patients in the control group.



Researchers working at the drug centre for Covid-19 cure at a company in Wuqing District, Tianjin. China has completed clinical research on Favipiravir, an antiviral drug that has shown good clinical efficacy against Covid-19 (coronavirus) according to the report of an official on Tuesday (March 17)

Source: thestar.com



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POLICY INTERPRETATION WITH TIANJIN MUNICIPAL GOVERNMENT

The European Chamber successfully organised an exclusive policy interpretation webinar on supportive policy updates, implementation of work resumption and quarantine related regulations as well as the recognition of health codes in Tianjin.

Mr. Jin Xiangjun, Vice Mayor of Tianjin, Mr. Adam Dunnett, Secretary General of the European Union Chamber of Commerce in China, and a delegation team that consisted of government officials from Tianjin Development and Reform Commission, Tianjin Municipal Science and Technology Bureau, Industry and Information Technology Bureau of Tianjin, Tianjin Municipal Commission of Commerce, Tianjin Municipal Human Resources and Social Security Bureau, Tianjin Public Security Bureau etc. participated in this webinar dialogue.

Q&As:

- When foreign top management teams, employees or suppliers of a company travel to Tianjin from Europe, they all need to be quarantined for 14 days according to the regulations. How do we minimize the impact on the company?
企业高层管理者、员工和零部件供应商从欧洲来到天津，目前按照规定都需要进行14天的隔离，如何尽可能降低由此给企业多带来的影响？

Response from Tianjin Centres for Disease Control and Prevention: 天津市疾病预防控制中心回复

- For short-term business activities that can be concluded within seven days, companies should evaluate the health status of the personnel coming to Tianjin beforehand, and

that includes having information on whether they have experienced fever or respiratory symptoms within the previous two weeks.

对于来津进行短期（7天之内）的商务活动，来津之前企业需自行对来津人员的健康状况进行评估，包括2周内是否有发热或呼吸道症状等。

- After landing, foreign businesspeople are required to go through the process of specimen collection and examination performed by medical professionals. The result is available in 12 hours. If it is negative, business activities can be carried out in Tianjin.
来津后需接受专业医务人员进行标本采集和检验（12个小时出结果），如结果为阴性则可在津进行商务活动。
- For the duration of the business activity, it is required that foreign businesspeople stay at designated hotels and undergo health management procedures. Companies also need to make special arrangements for point-to-point transport.
活动期间需入住指定酒店并接受健康管理，企业需提供专车进行点对点的接送。
- The requirements for health management need to be implemented by foreign businesspeople when entering business premises, such as temperature measurement and wearing of a mask etc.
进入企业后需遵守健康管理要求，如测体温和佩戴口罩等。
- If business activities need to be carried out for more than 7 days in Tianjin, foreign businesspeople are

required to implement self-isolation for 14 days at their own expense. 对于来津进行超过7天以上的商务活动，需进行自费的14天隔离。

2. Since the corporate employee commuter coaches resumed operation on 17th February, 2020, the no-more-than-50%-capacity policy has been in effect. Now almost all staff have returned to work, how can companies apply for the restoration of 100% capacity?

自2月17日恢复班车运行以来，一直贯彻上座率不得超过50%的标准。目前员工已基本全部回到工作岗位，如何申请恢复100%上座率？

Response from Tianjin Municipal Transportation Commission: 天津市交通运输委员会道路运输处回复

The 50%-capacity requirement applies only to public provincial and intercity coaches, not corporate employee commuter coaches. The 50%-capacity policy can be lifted if the following conditions are met:

50%上座率的要求仅针对公共省市长途客运车辆，并不适用于天津市内企业员工通勤车，在满足以下4个条件的前提下可以不受车辆50%上座率限制：

- The last two rows of the coaches should be set aside as observation areas
车辆最后两排需留出观察区域
- Transport is point-to-point
点对点的运送
- There are no drop-offs along the way
中途不得下车
- There is implementation of measuring temperature and scanning of the tracking code
执行测温扫码等举措进行追踪并全程佩戴口罩

3. The five ministries and commissions of finance issued on winning the epidemic prevention and control war and ensuring the centralized support for business operations. On top of that, Tianjin also issued the implementation document. What is the next step for execution of this? 财政部五部委发布的关于打赢疫情防控阻击战，保障企业资金集中支持。天津市财政局同时也下发了贯彻执行文件。下一步的执行安排是什么？

Response from Tianjin Finance Bureau: 天津市财政局回复

- Enterprises on the national list determined by the National Development and Reform Commission and the Ministry of Industry and Information Technology can complete and submit the application form for discount interest funds for loans and the stub form of enterprise account information to the finance bureaus in the registered areas by 15th May 2020 (please download from the official website of the municipal finance bureau).
国家发展改革委、工业和信息化部确定的全国性名单内企业在2020年5月15日之前向注册地区财政局提出申请并提供《疫情防控重点保障企业贷款贴息资金申请表》和《企业账户信息存根表》（请在市财政局官方网站下载）
- The municipal finance bureau shall report to the Ministry of

Finance and apply for the central discount interest fund before May 31; After the Ministry of Finance examines and approves the allocation of the central discount funds, the municipal finance department shall allocate 100% of the central discount funds and the local discount funds to the enterprises.
市财政局审核后，于5月31日前报财政部申请中央贴息资金；经财政部审核拨付中央贴息资金后，市财政将中央贴息资金和市区两级贴息资金一并100%拨付企业，年终市区两级财政办理结算。

4. As for the Tianjin health code, does it support cross-city mutual recognition? It is recommended to lift the restrictions on non-municipal personnel from low-risk areas. 关于天津健康码，是否支持跨城市互认？建议对来自低风险区域非本市人员取消相关限制。

Response from Tianjin Municipal Committee Network Information Office: 天津市委网信办回复

- The application of Tianjin health green code is not limited to the location of the applicant. At present, the integrated government network platform has realized the query and extraction of national health code information.
天津市健康绿码的申请并不限于申请人是否居住在天津。目前一体化政务网平台已实现全国健康

码信息的查询和提取。

- Visitors from low-risk areas no longer need to be medically isolated. These areas include middle risk areas such as Beijing and Hebei.
来自低风险区域的来津人员已不需要进行医学隔离，可以一码通行。其中包括中风险地区如北京、河北等地。
- Cross-city mutual recognition has been solved at the technical level, but it still needs to be done on the policy level among cities. 跨城市的互认已经在技术层面解决了，但还需在规则上进行互认。
- Personnel from Beijing, Tianjin and Hebei who have obtained the green code of health from Tianjin can come to Tianjin on multiple entry within a certain period of time. Is it required to isolate the people who come and go on business trips?
对于已经取得天津健康码绿码的京津冀人员，可以在一定时间内多次来津。出差来津往返人员是否需要隔离？

Response from Tianjin Municipal Committee Network Information Office: 天津市委网信办回复

As long as they have the health green code, there are no restrictions anymore. Thus, they can come and go on multiple entry.
只要取得天津健康码绿码，不存在受限问题，可多次往返天津。

UPCOMING EVENTS

* Sponsorship Opportunity Available! Please Contact Chamber Staff Lorraine Zhang @ 022-58307608

Soft Skill Training: Non-Authority Influencing and Networking
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TOWN HALL WITH TIANJIN GOVERNMENT: LATEST POLICIES OF WORK RESUMPTION

On the afternoon of March 19, Tianjin Commerce Bureau, Tianjin Foreign Affairs Office, Tianjin Tax Bureau, Tianjin Bureau of Industry and Information Technology, Tianjin Bureau of Culture and Travel, Tianjin Commission of Health, Tianjin Network Information Office, Tianjin Education Bureau, Tianjin Market Regulation Commission, Tianjin Science and Technology Bureau and Tianjin Commission of Urban Management were invited to participate in an online conference with AmCham China. Representatives of each department delivered a speech on the topic of recent measures and policies adopted by the Tianjin municipal government to combat COVID-19, the issues related to the resumption of production and the latest entry-exit and quarantine policy. They also answered questions raised by members.

3月19日下午·天津市商务局协同天津市外事办公室·天津市税务局·天津市文化和旅游局·天津市工业和信息化局·天津市卫生健康委·天津市委网信办·天津市教委·天津市市场监管委·天津市科技局以及天津市城市管理委受邀与中国美国商会天津举行了网络对话会·各部门代表就天津市政府近期应对新型冠状病毒肺炎疫情所采取的措施与政策·复工复产的相关问题以及最新的出入境及隔离政策发表讲话·并就会员提出的问题解答。

The meeting was led by Zhang Aiguo, Director of Tianjin Municipal Bureau of Commerce, and Michael Hart, Chairman of AmCham China, Tianjin. More than 60 members attended the conference, and officials answered 20 questions generally concerned by chamber's members in detail, including: supporting measures and follow-up policies for the resumption of production in the manufacturing industry and the hotel and catering industry; supporting policies and preferential landing policy implementation for small and medium-sized enterprises; scientific research and plan blueprints for high-tech enterprises; and the application of the health code in Tianjin, relevant precautions and isolation requirements related to local and non-local / foreign employees' travel and return, etc.

会议由天津市商务局局长张爱国和中国美国商会天津分会主席何邁可主持·60余位会员参加了此次电话会·相关领导详细回答了会员企业普遍关心的20个问题·包括:针对制造业及酒店餐饮行业复工复产的支持措施及后续政策重点;对中小企业的政策扶植和优惠落地政策实施·针对高科技企业的科学研究及计划蓝图·天津地区健康码的使用·涉及本地及外地/外籍员工差旅·外地/外籍人员返津的相关注意事项及隔离要求等。

AmCham China highly appreciates and thanks the Tianjin municipal government for innovation in its way of working, keeping in touch with it and enterprises in time, and earnestly solving the practical difficulties of its members! We also hope to continue to maintain close contact with relevant government departments in Tianjin, provide timely feedback on demands and suggestions from the enterprises, build a bridge of communication, help enterprises to resume production and operation as soon as possible, and finally win the battle in prevention and control of the epidemic!

商会对天津市政府在特殊时期·创新工作方式·及时与商会与企业保持联系·切实解决会员实际问题困难·表示高度赞赏和感谢!我们也希望能继续天津市各相关政府部门保持紧密联系·及时反馈企业需求与建议·搭建沟通桥梁·帮助企业早日全面恢复生产经营·打赢疫情防控阻击战!

UPCOMING EVENTS

Tianjin Historic Walking Tour

Date: April 5th, 2020
Time: 9:00 AM to 1:00 PM

Webinar: How does Manufacturing Execution System (MES) help factories achieve intelligent manufacturing?

Date: April 8th, 2020
Time: 2:00 PM to 3:30 PM



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DINING

TEDA & TANGGU

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彩丰楼中餐厅
滨海新区新华路3360号天津于家堡洲际酒店及行政公寓1层

Western

Brasserie Restaurant

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



Bella Vita Italian Restaurant

A: Florentia Village Outlet Mall, North Qianjin Road, Wuqing District, Tianjin
T: +86 22 5969 8238
美好生活意大利餐厅
武清区前进道北侧
佛罗伦萨小镇 Food-5



Commune Dine

A: 1F, InterContinental Tianjin Yujiapu Hotel & Residences No.3360, Xinhua Road, Binhai New Area
T: +86 22 5986 8888 ext. 6506
食社自助餐厅
滨海新区新华路 3360 号天津于家堡洲际酒店及行政公寓 1 层

BARS



Commune Bar

A: 1F, InterContinental Tianjin Yujiapu Hotel & Residences No.3360, Xinhua Road, Binhai New Area
T: +86 22 5986 8888 ext. 6509
潮酒社
滨海新区新华路 3360 号天津于家堡洲际酒店及行政公寓 1 层



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Sky Lounge

A: 12F, InterContinental Tianjin Yujiapu Hotel & Residences No.3360, Xinhua Road, Binhai New Area
T: +86 22 5986 8888 ext. 6505
堡子里酒廊
滨海新区新华路 3360 号天津于家堡洲际酒店及行政公寓 12 层

Education



Beijing International Bilingual School-Tianjin

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T: +86 22 6713 9298
185 2609 1709
海嘉国际双语学校天津校区
天津市滨海新区中新生态城明盛路 226 号



The Tianjin Juilliard School

A: Shuang Chuang Building, 3699 Xinhua Road, Binhai New Area, Tianjin 300452, China
O: 9:00-17:00
T: +86 22 2576 4890 (8829)
E: dmissions.pc@tianjinjuilliard.edu.cn
W: www.tianjinjuilliard.edu.cn
天津茱莉亚学院
中国天津滨海新区 新华路 3699 号 双创大厦



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T: +86 22 6622 6158
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开发区第三大街 72 号
W: tedaglobal.org

SERVICES

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A: No. 82 Dong Man Zhong Lu,Sino-Singapore Eco-City, Tianjin,P.R. China 300467
T: +86 22 5999 8888
F: +86 22 5999 8889
E: tianjinecocity.info@hilton.com
W: tianjinecocity.hilton.com
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天津市中新生态城动漫中路 82 号

Holiday Inn Binhai Tianjin

A: No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388
天津滨海假日酒店
开发区第一大街 86 号



InterContinental Tianjin Yujiapu Hotel & Residences

A: No.3360, Xinhua Road, Binhai New Area
T: +86 22 5986 8888
天津于家堡洲际酒店及行政公寓
滨海新区新华路 3360 号



Renaissance Tianjin TEDA Convention Centre Hotel

A: No. 29, 2nd Avenue, TEDA
T: +86 22 6621 8888
天津万丽泰达酒店及会议中心
开发区第二大街 29 号

Sheraton Tianjin Binhai Hotel

A: No. 50, 2nd Avenue, TEDA
T: +86 22 6528 8888
F: +86 22 6528 8899
W: sheraton.com/tianjinbinhai
天津滨海喜来登酒店
开发区第二大街 50 号

Apartments



Ascott TEDA MSD Tianjin

A: No.7 Xincheng West Road, Tianjin Economic-Technological DevelopmentArea, Tianjin
T: +86 22 5999 7666
天津雅诗阁泰达 MSD 服务公寓
天津市经济技术开发区新城西路 7 号

HEALTH



Fraser Place Binhai, Tianjin

A: Block 6/7,Quincy Park, No.21 Bei Hai East Road, TEDA,Tianjin,China
T: +86 22 5988 1999
E: reservations.binhai-tianjin@frasershospitality.com
天津招泰美伦辉盛坊国际公寓
天津市开发区北海东路 21 号昆西园 6/7 号楼



TEDA, Tianjin – Marriott Executive Apartments

A: No. 29 2nd Avenue TEDA, Tianjin
T: +86 22 6621 8888
天津泰达万豪行政公寓
天津经济技术开发区第二大街 29 号

Office Space



TEDA MSD

A: 6F, TEDA MSD-C1,No.79, First Avenue, TEDA, Tianjin, China.
T: 400 668 1066
泰达 MSD
天津经济技术开发区第一大街 79 号
泰达 MSD-C1 座 6 层

Spas

Touch Spa

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

Hospitals



Raffles Medical Tianjin TEDA Clinic

A: 102-C2 MSD, No.79 1st Avenue, TEDA Binhai Area, Tianjin 300457
T: +86 22 65377616
天津经济技术开发区第一大街 79 号泰达 MSD-C 区 C2 座 102 室, 300457

Library

Binhai Science and Technology Museum

A: No. 347, Xusheng Road, Binhai New Area
O: Tue - Sun, 10:00-17:00
16:30 Stop entering, close on Mondays
T: +86 22 25623399
滨海科技馆
滨海新区旭升路 347 号

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Tianjin - Beijing Airport Terminals 2/3

05:00-18:00, 60 minutes intervals. Tianjin West Railway Station Long-distance Bus Station. No.2, Xiqing Road, Hongqiao District
T: +86 22 2732 0688

Beijing Airport Terminals 2/3 - Tianjin

06:30-23:00, 60 minutes intervals.
Exit on the 1st floor at Gate 15 / Terminal 2 and Gate 1 / Terminal 3.
Tel: +86 10 6455 8718

TEDA-BEIJING AIRPORT Shuttle Bus ¥90 one way

TEDA - Beijing Airport Terminals 2/3

06:45, 08:45, 14:45, 17:15. 1st Avenue, TEDA.
Tel: +86 22 6620 5188

Beijing Airport Terminals 2/3 - TEDA

10:30, 13:00, 18:30, 20:30. Exit on the 1st floor at Gate 15 /Terminal 2 and Gate 1 / Terminal 3. **Tel:** +86 10 6455 8718

BULLET (C) TRAIN

TJ ~ BJS (¥55 - ¥93)

Train	Tianjin	Beijing
C2608	05:50	06:30
C2090	22:39	23:09

BJS ~ TJ (¥55 - ¥93)

Train	Beijing	Tianjin
C2551	06:02	06:32
C2669	22:46	23:18

TG ~ BJS (¥66 - ¥93)

Train	Tanggu	Beijing
C2554	07:31	08:23
C2594	20:48	21:40

BJS ~ TG (¥75 - ¥239)

Train	Beijing	Tanggu
C2553	06:07	06:58
C2597	21:39	22:30

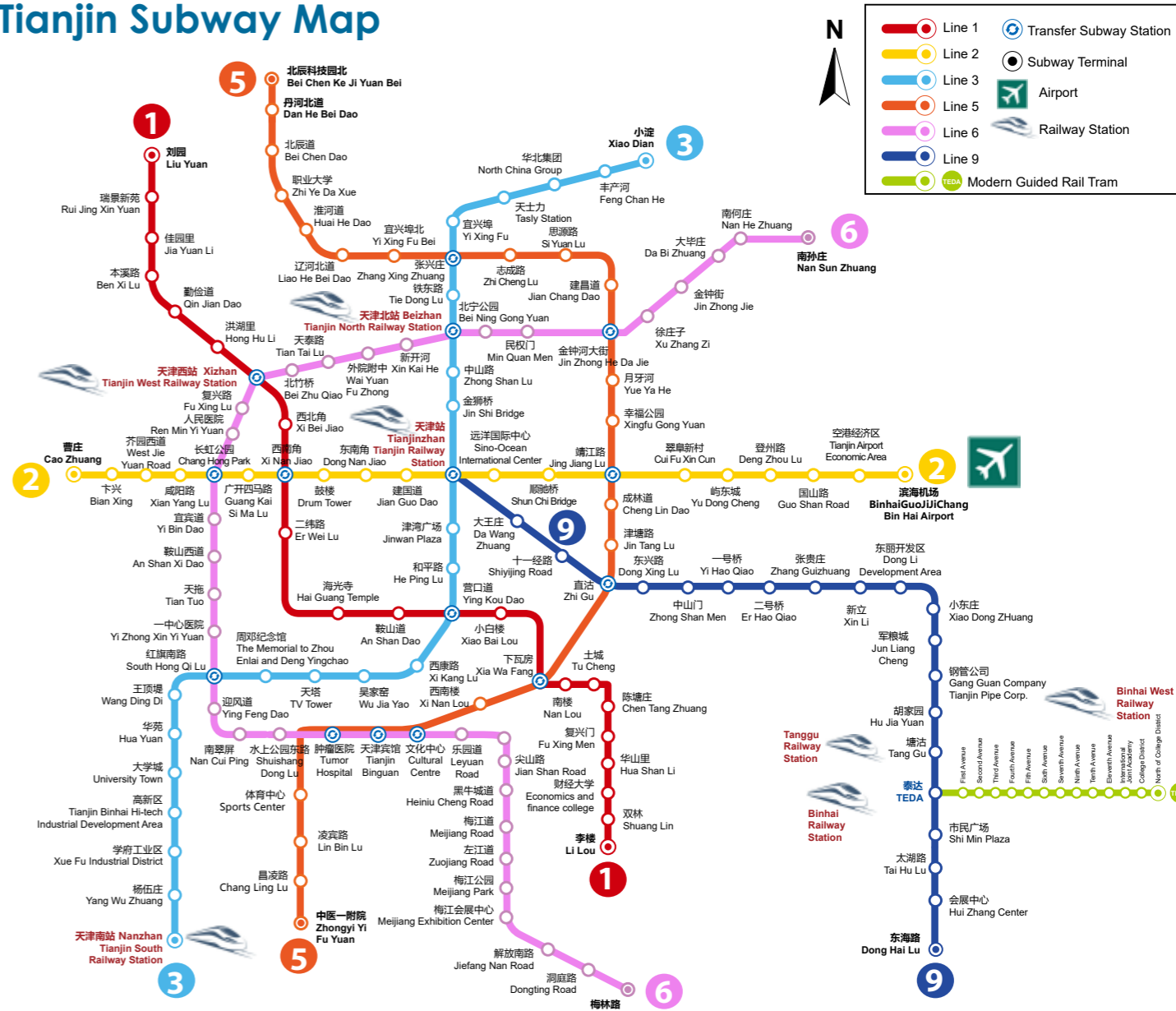
Wuqing ~ BJS (¥39 - ¥66)

Train	Wuqing	Beijing
C2608	06:08	06:30
C2230	21:51	22:13

BJS ~ Wuqing (¥39 - ¥66)

Train	Beijing	Wuqing
C2201	06:22	06:43
C2595	21:27	21:48

Tianjin Subway Map





清明节 2020年4月4日

世界各地的不同文化都有纪念已故亲人的节日。中国将该传统节日称为“清明节”，英文又称为“扫墓节”，是通过一系列仪式来纪念亲人的日子。清明节传统已有2500多年的历史。2020年4月4日是清明节，是享受春天的绝佳时机。

清明节是中华民族古老的节日，既是一个扫墓祭祖的肃穆节日，也是人们亲近自然、踏青游玩、享受春天乐趣的欢乐节日。因此清明节也可以说是悲伤与喜乐的结合。

清明节是传统的重大春祭节日，扫墓祭祀、缅怀祖先，是中华民族自古以来的优良传统，不仅有利于弘扬孝道亲情、唤醒家族共同记忆，还可促进家族成员乃至民族的凝聚力和认同感。

在某些地方人们只允许在这个节日清扫坟墓，今年愿我们都有时间去纪念和尊敬我们已逝的亲人。虽然由于疫情可能使许多活动受到限制，但让我们通过与家人共度美好时光来度过这个节日。

TOMB SWEEPING FESTIVAL

By Rose Salas

清明 QINGMING JIE 4th April, 2020

Different cultures all over the world have festivals to remember and honour their departed loved ones. It is wonderful how in almost every culture, a day or period is dedicated to observing such practices and traditions.

A Chinese traditional festival called **Qingming Jie**, also known as **Tomb-Sweeping** or **Pure Brightness Day** in English, is a day to commemorate the lives of our departed loved ones in an elaborate set of rituals. It is not to be mistranslated as ancestral worship. This festival is sometimes also called Chinese Memorial Day or Ancestors' Day.

This cultural festival gives us an opportunity to offer a Confucian form of respect and filial piety to our ancestors, or to departed relatives or

parents. The Qingming Jie tradition has been observed for over 2500 years as part of the philosophy of **Life and Death**, and the importance of respect for ancestors has become one of the main principles in Chinese culture. Though not all people pray directly to their ancestors, almost everyone observes and acclaims the Qing Ming Rituals.

In 2008, the day of this festival became a public holiday in mainland China, and falls on the first day of the fifth solar term of the traditional Chinese lunisolar calendar. This year, 2020, we will celebrate the Qingming Jie on the 4th of April.

Aside from Mainland China, Qingming Jie is also observed in countries such as Taiwan, Hong Kong, Macau, Malaysia, Singapore, Indonesia, Thailand, Malaysia and Singapore.

HOW DO WE CELEBRATE IT TODAY?

Even in this modern day, this festival is still celebrated by paying respect to the dead and to our ancestors. For the majority, the festival often creates a joyful atmosphere in cemeteries, as well as being a great day for a spring outing and other social bonding activities such as flying kites.

For others, however, it may be a time to mourn or be filled with sorrow as they pray to their ancestors for guidance and protection. Because of this, the Tomb Sweeping festival can also be described as a combination of sadness and happiness.

It shouldn't be forgotten that there are traditional practices to be observed in the **Qingming Jie Festival**. It is a time for people from different social

classes to gather together and simply remember the lives of the departed. We visit burial grounds or graveyards to pray to our ancestors as we offer gifts of remembrance to living blood relatives, their kith and kin.

Even in this digital age, we still observe this festival to pray to our ancestors to protect us and to bring good luck to us as their descendants.

In some places, people believe that sweeping tombs is only allowed during this festival as the dead will be disturbed if sweeping is done on other days. This year, we may face some challenges in this regard due to the current COVID-19 outbreak, but it is best to put our safety first.

In this year's festival, may we all find time to honour and pay respect to our departed loved ones. Though it

may be a challenge for us, and many activities may be limited due to the outbreak, let the celebration of our rich lineage and ancestry give us fresh views on how we are to celebrate this—by spending quality time with our dear families.

For many, dying is not the end of life, and as the Chinese proverb says:

“ALL OF LIFE IS A DREAM WALKING, ALL OF DEATH IS A GOING HOME.”

We are reminded once again that death is a natural part of a person's life. **☐**

GOING BACK TO CHINA AMIDST THE VIRUS?

You must be joking....

By Leoni Botha

Yes, that was the reaction of family and friends when I officially announced I was ready to go back to China to face the virus, the real reason being that I want to get the quarantine done and dusted so I can get some normality and structure back into my life. It was great to have some extra, unplanned time in my home country where summer is still going strong and I have the wonderful privilege of a garden in which to enjoy the blue skies and clean air. However, over the last month, I felt like I was in limbo, hanging in the air. It was borrowed time, and the uncertainty as to when and how it was going to end just got to me. So I decided to end it myself by coming back to China.

My departure from my home country and my arrival in China were just in time: on the evening of my departure, the president of my home country announced that all flights to high-risk coronavirus countries were banned, and on the morning of my arrival in Tianjin it was

announced that all new arrivals would have to undergo a quarantine period at appointed venues in Beijing, and it was likely that the quarantines would have to be paid for by the people themselves. I consider myself very lucky to be able to spend my quarantine in my own apartment, for various obvious reasons.

I was not at all afraid of coming back to China, in spite of the honest and heartfelt concerns expressed by close and not so close friends and family. I was terrified of being on a plane for up to 15 hours. I was terrified of spending hours in airports and sharing confined spaces with people coming from all different parts of the world.

I armed myself with all the

necessities: alcohol-based sanitizer, wipes, masks, gloves and most important, a spray bottle with prescribed disinfectant. Looking like an alien at the airport in Cape Town, I braved the stares and sniggers. At that time, South Africa had just reported their very first cases of the virus, but these were still in the single digits.

The flights were as normal, though I put my spray bottle to good use and sprayed my seat, arm rests, head

rest, table and screen. I almost sprayed my fellow passengers next to me as well, but kept sane and exercised some constraint. The lay-over was uneventful and so was the next flight to my final destination. The only thing that really upset me was when the

passenger next to me had a sneezing and coughing fit while we were having our meal, and he decided to get rid of all the extra stuff from his mouth and nose into the napkin - loudly and messily. He didn't turn his face away or cover his mouth and nose, but at least he had a mask on. Needless to say, I lost my appetite immediately, though I was very hungry.

Arriving on time in Beijing was no bonus. We were kept on the plane, without explanation, for more than two hours. Later we learnt that we were the (un)lucky ones to have a large number of passengers on board returning from a trip to Italy! They were removed first by the airport health officials and only then could we disembark. As it turned out, nothing else was normal at the airport. We were re-directed to a designated room, no normal carousel to collect our luggage, no normal walking around or getting water. We were herded one way to the designated room from where all passengers, I repeat, all passengers, were to board buses to be taken to the centre in the city. Passengers with onward flights had to collect their luggage and then go to the boarding gates. All of them missed their flights because our luggage only arrived after 5 hours. Fortunately they were allowed to change their flights at no extra cost. Buses travelled in convoys of four with a security or police escort all the way to the centre. I arrived at the centre at midnight, hungry and thirsty, cold and tired. By pure luck I found out I could register to take a bus to Tianjin, and happiness filled my tired body. I could already envision my apartment and my comfortable, warm bed. But that was not to be for many more hours. When I saw the Tianjin sign above the table, I felt at home again. This was my city, I wanted to be there.

To cut a long story short, I was accompanied to my apartment at about 5.30 a.m. the next morning - no shortcuts, no taking chances. It made me feel safe and secure. I applaud the measures taken by the authorities to contain the virus, and I applaud the numerous people who work tirelessly day and night to ensure our health and safety - people who are anonymous because they are all behind masks and goggles and protective gear.

DIARY OF A QUARANTINE

As I knew I would have to be in quarantine, I crammed my suitcases with as much as I could. When I left for the winter holiday, I made sure that I left no extra food that could go bad. At that time, no-one could have known or imagined the wild turn the world would take in a few weeks' time. Weight restrictions limited the food I could bring and I was a little worried about that. When I arrived on the first morning, the officials accompanying me and at the compound, informed me about all the rules. Though in Chinese, I knew what they were saying because I had found out as much as I could before my arrival. The next morning, a knock announced the arrival of three visitors—health officials. I was again told not to go anywhere, and a device was fixed

on the door which would tell them if I opened my door.

DAY 1: I slept. I went to bed at sunrise and woke up at noon. Jet-lag had set in, and I felt a little disorientated. I let everyone know I was safe in my own apartment. I enjoyed the sight of the spring blooms on the trees I could see from the window. When I left in January the river was frozen solid—now it was again flowing along its own silent course. The familiar sight of the luminous Tianjin Eye at dusk filled me with gratitude and appreciation.

DAY 2: Time to get everything ready to resume teaching on-line classes - but nothing worked properly. I struggled through the classes with slow internet, laptop problems and jet-lag. What lightened my day was my students' response in having me back in Tianjin. They had a thousand questions, and their gratitude and appreciation for me coming back to teach them warmed my heart. They all offered advice and assistance. It made me realize how much I miss the personal contact with the young people I teach, and it made it all worthwhile. Their resilience and positive attitudes are a lesson to us all. They have been cooped up in their homes for two months now and their hunger for interaction and some variety in their daily routines is obvious. I found a small portion of chicken in my freezer, and adding it to instant noodles, had a great meal. Time for bed, so I could get rid of this irritating jet-lag.

DAY 3: Everything works again! Hooray! I could answer all my students' questions and we had a great time discussing events of the day. Some of them have been venturing outside for the first time, the boys even played basketball. I have been supplied with a temperature reading device and have to take a video of my temperature reading every morning and send it to my community worker. I never had my very own community worker before.

Now I've had time to catch up on some work and do preparations for the next few days.

The apartment needed a good clean, that accounted for another hour of the day. I brought a few books with me and read a while before going to bed.

DAY 4: Working only accounts for a few hours a day. What to do with the rest of the day that looms ahead of me...? I just don't even want to entertain the thought that I am literally and figuratively stuck in the apartment. Being an outdoor person, I have never in my life spent more than a day in my house without going out at all, unless I was very sick. So the apartment gets another good cleaning, this time the furniture is moved around so I can get to all the nooks and crannies where two and a half month's dust has gathered. Washing gets done. Surfaces that do not know the word 'dusting' get dusted.

Last Words

I'm listening to my home country's radio channel and how the virus cases double every day, and how the people panic about this huge uncertainty that lies ahead for them and for us all. I think this is the big scare - not the virus itself but all the uncertainty it brings. Doctors had to deal with a virus of (at first) unknown origin, unknown symptoms and an unknown outcome. Still the world reels under all the questions without answers: Will it end? When will it end? How will it end? The stock markets are reacting, borders are closed, flights and plans are cancelled, schools and businesses are closed. Life as we know it has come to an end. And no-one knows when we will get back to normal again and what that normal will be like. **B**

病毒肆虐时 应该回到中国吗？

想回国的真正原因是想完成隔离后能开始正常的生活。

当我抵达天津的时候，政府宣布所有到达的人需要隔离观察，并且费用自理，我觉得很幸运可以在自己公寓中隔离。

隔离日记

当我开始隔离的时候，有义工来嘱咐我不能离开房间，门上装了设备以确保我没有离开公寓。

第一天：欣赏着窗外的风景过了宁静的一天
第二天：开始在线教学，和我的学生有很多沟通。晚上吃得很饱。

第三天：一切恢复正常，我和学生很愉快的沟通，期间社区义工帮我测量了体温。我也可以正常工作，期间还清洁了房间。

第四天：每天工作几小时，对于我这个喜欢室外运动的人还是有些不习惯。今天又彻底的打扫了卫生。

我每天听关于新冠病毒的新闻，最让人觉得恐慌的不是病毒本身，而是病毒带来的不确定性。谁也不知道我们周围的一切什么时候能恢复正常，正常以后又会如何。

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