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FEB

## 16 The Online HR Pioneers

**Richard McGuinness, Managing Director of ChinaHR.com**

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## Dear Readers,

I would like to wish all of our Chinese readers the very best for this year of the horse! We hope you are all in the midst of a fantastic Spring Festival celebration and that you get to enjoy plenty of time with your loved ones during this special holiday period.

It seems increasingly likely that 2014 will be a steady year for the Chinese economy. We have reported on the worsening debt situation for some time now, and according to recent reports, it seems that analysts have previously underestimated the extent of local government and private borrowing. This means that China's credit markets will have to tighten this year, and this will have a knock-on effect throughout the business community here in Tianjin.

The better news, albeit not yet a cause for jubilation, comes from the World Bank's January statement which claimed that the global economy is looking healthier and that much of the western world is heading towards a period of sustained growth. Although China's leadership is trying to steer the economy towards a domestic consumption model, stronger economic growth in Europe and North America will provide a much needed boost to the all-important manufacturing sector.

Our Cover Story this month focuses on our recent meeting with Mr. Richard McGuinness, the Managing Director of ChinaHR.com for Northern China. ChinaHR.com is a truly pioneering online enterprise which has gone from being China's first ever multinational internet-based recruitment firm to one of the biggest players on the domestic market, with offices in 179 cities across the country. Richard shares his company's fascinating story and he also provides a valuable insight into the contrasting management styles of East and West.

This month's Feature Story, which examines the rise of some of this country's relatively unknown young entrepreneurs, is definitely well worth a read. When asked to picture a young business leader who has risen to the top of their industry and amassed a great deal of wealth from an early age, it is the likes of Facebook founder Mark Zuckerberg who immediately spring to mind. Our investigation demonstrates that China is home to some of the world's brightest and most enterprising young business people, many of which have built business empires that give their American and European counterparts a good run for their money, so to speak.

And as always, be sure to check out all of our monthly columns which give you expert analysis on issues related to your business sector. For more information about our magazine, please visit our website: www.businesstianjin.com.

Yours sincerely
Josh Cooper

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ChinaHR.com was set up in 1997 as the first online recruitment company in China. Not long after the company started operating, it reached the top of the recruitment sector, boasting a robust growth story. In February 2013 ChinaHr.com became a member of the Shanglong Group (Saongroup.com). Then in November of last year the Shanglong Group and the world's largest online recruitment companies StepStone and TotalJobs merged. See P16

◀ **Why You Need to Invest in Mobile Marketing**
Nowadays you can't look around any public place without seeing a high percentage of people pre-occupied with their smartphone. Whether it be watching a video on the subway, surfing the net while sitting in a cafe or finding directions on the street, mobile phones are continuing to grow in importance in our everyday lives. See P29

◀ **When Science Fiction Becomes Science Fact**
We truly live in an exciting time, never has technology been as easily accessible for the average consumer. Technological advances which enrich our daily lives are being developed for us every day. It is hard to believe these scientists have built these amazing feats of engineering, but the initial idea behind for the technology is the most impressive aspect of these accomplishments. See P47

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## TIANJIN NEWS

### China protects key river sources
*Xinhua, 8 December*

China plans to strengthen the environmental protection of the Sanjiangyuan region of the Qinghai-Tibet plateau, the source of important rivers.

With an average altitude of 4,000 meters, Sanjiangyuan, which means "source of three rivers" in Chinese, lies in the hinterland of west China's Qinghai-Tibet Plateau and is home to China's biggest and highest wetlands ecosystem.

A newly approved protection plan for the region aims to expand the rehabilitation area from 152,000 to 395,000 square kilometers, according to a statement released after Wednesday's executive meeting of the State Council, the country's Cabinet, presided over by Premier Li Keqiang.

According to the plan, efforts will focus on protecting and rehabilitating vegetation in the area while improving a monitoring and warning network for local ecological conditions.

### Establishment of Tianjin carbon trading market marks breakthrough
*Tianjin News, 7 January*

The latest, or the fifth emissions trading market was established in the northern Chinese city of Tianjin on Dec. 26. Five trade deals for a total of 45,000 tons of carbon emissions worth 1.25 million yuan were announced at the market's launch ceremony.

Apart from Tianjin, similar carbon trading markets have also been set up in Beijing, Shanghai, Shenzhen and Guangdong Province.

China's current approach to carbon emissions trading allows the government to allocate an annual carbon emission quota to a list of companies included in the scheme when their carbon emissions reach a certain level.

Analysts say carbon emissions trading is actually a market approach to save energy and reduce greenhouse gas emissions which cannot be achieved by administrative means alone.

### Tianjin port to build ro-ro terminal
*Sino-ship News, 6 January*

Tianjin Port is to develop a ro-ro terminal project to further expand its logistics business in the vehicle sector.

The port will develop the terminal project with a professional Chinese vehicle logistics company to provide services for ro-ro terminal handling and warehousing.

Tianjin port is the largest integrated port in northern China, with cargo handling throughput in 2013 of 500m tons, and the new ro-ro terminal project is set to strengthen the port's position in the vehicle trading sector for China.

### Ground-breaking overseas Chinese investment fund launched
*Xinhua, 9 January*

An investment fund, the first of its kind to allow overseas Chinese to directly invest in Chinese tech firms through a Chinese brokerage, was launched on Wednesday in north China's Tianjin Municipality.

The fund, created by the Chinese Overseas Entrepreneur Fund and Haitong Securities, has so far raised 2 billion CNY (330 million USD) to invest in China's tech start-ups.

"To further support the development of overseas Chinese enterprises, we need to cooperate with larger financial institutions," said Huang Jingyu, managing director of the Chinese Overseas Entrepreneur Fund.

To that end, Huang's organization has signed a cooperative agreement with Haitong Securities and China Investment Securities. And a Hong Kong-based fund management company is expected to be established in the near future.

"We will seek more opportunities for overseas Chinese businessmen to invest in the domestic market, and provide assistance in mergers and acquisitions," Huang said.

### International Building Tianjin held the "Christmas & New Year Appreciation Dinner"
*Business Tianjin*

On 20th December 2013, International Building Tianjin held the "Christmas & New Year Appreciation Dinner" for its office building tenants. Over 200 guests joined the party. Mr. Daniel Wee, City Manager of Tianjin, representing the management of Ascott, gave a toast to the tenants for their support for years, and wished all be best for everyone. Our staff prepared delicious food and wine, drinking games, and of course lucky draws. The IPad mini was indeed eye-catching.

Under the management of Ascott, International Building has absorbed new elements. We treasure our tenants as friends and families, which exceeded the traditional identification of property management. And that's why people like to stay here.

### Limits set as China pushes urbanization
*Xinhua, 11 January*

As China bets heavily on urbanization to bolster the economy, land officials have underscored the need to maintain a "red line" minimum for arable land and prohibit urbanites from buying rural land and building houses on it.

China will limit land use in cities with over 5 million residents to prevent city expansion from eroding farmland, Jiang Daming, minister of land and resources, said on Friday during a national land meeting.

According to Jiang, China will start demarcating permanent farmland around big cities and gradually introduce the policy nationally to draw a "red line" minimum for farmland in both urban and rural areas. Jiang said the government won't allow counter-urbanization by urban residents seeking to buy rural land and build houses on it.

To ensure grain security, China has resolved to retain at least 1.8 billion mu (120 million hectares) of arable land. However, a lot of high-quality farmland has been nibbled away as cities grow, though the 1.8-billion-mu red line has not been crossed thanks to new land reclamation. "There is no room for bargain," said Jiang.

Biz Briefs

### Family healthcare offered to Tianjin eco-city
*China Daily, 18 November*

A family doctor service was made available to residents of Tianjin's developing eco-city on Friday as part of an effort to build a Singaporean-style community in the northern China port city.

A doctor will be assigned to care for every 300 to 500 households, and each resident's health records will be monitored electronically.

The service, along with green-energy buses, apartments with energy conservation systems and a recycling center for kitchen garbage, is part of a development plan for an eco-conscious community.

The Tianjin eco-city, which is to serve as a model for future Chinese cities, was jointly planned by the Chinese and Singaporean governments.

### Output in Tianjin zone increases to 805 billion CNY
*China Daily, 14 January*

Industrial output in the Tianjin Economic-Technological Development Area expanded 13 percent last year to 805b CNY (133b USD), showing resilience amid slowing national economic growth. Xu Hongxing, chairman of TEDA's administrative commission, provided the figure during a work conference on Monday. Actual foreign direct investment in the region, a core zone of the State-level Tianjin Binhai New Area, increased 9.8 percent to $5.5 billion.

TEDA's actual FDI generally accounts for about 50 percent of that in Binhai. And, since Binhai's actual FDI usually accounts for almost 10 percent of China's total, the figures for TEDA and Binhai offer clues to national conditions.

Last year, another five of the 500 largest companies in the world registered in the area, while nine increased their investments, Xu said. More than 5,000 foreign enterprises from some 60 countries and regions have registered or invested in TEDA. However, Xu also highlighted some tough challenges, including increasingly stiff competition among local governments to attract foreign capital.

## FINANCE

### Beijing's land transfer fees hit record high
*China Daily, 1 January*

The red-hot property market in 2013 pushed Beijing's land transfer fees to a record high of 182.18b CNY (30b USD), 2.8 times that for 2012.

Fees for the whole year are roughly equivalent to the city's public fiscal revenue for the first half of 2013.

Land prices soared as real estate developers flocked into top-tier cities to compete in developing land, as they remained bullish on the prospect of first-tier cities and bearish on the growth potential of third and fourth-tier cities.

Shanghai's land sales topped the value stakes with 218.6b CNY for 2013, 126 percent higher than for 2012.

The combined value of land sales for four first-tier cities, Beijing, Shanghai, Guangzhou and Shenzhen, hit 512.7b CNY, up 150 percent over the last year.

## Shanghai still container port leader

*Shanghai Daily, 4 January*

Shanghai remained the world's busiest container port in 2013 as the city moved toward its goal of becoming a shipping centre.

Container throughput rose 3.3 percent to a record 33.6 million TEUs (twenty-foot equivalent units) last year, official data showed yesterday. The city first became the world's biggest container port in 2010 when it surpassed Singapore.

The city will accelerate the implementation of shipping-rated policies in the FTZ and study the launch of the trading of freight index derivatives. Shanghai will also speed up the construction of the fourth and fifth runways at the Pudong International Airport and facility upgrades at both the Pudong and Hongqiao airports.

## Foreign banks bullish on reform, survey shows

*China Daily, 7 January*

Foreign banks in China are upbeat about the country's on-going financial reforms, and they are looking forward to expanding their market share in 2014.

The survey, which polled 38 locally incorporated foreign banks, found they are confident their management skills will give them an edge after reforms create a more level playing field among domestic and foreign institutions.

The People's Bank of China has been gradually loosening control over interest rates as a key part of broader, market-oriented financial reforms. The last remaining control is a ceiling on deposit rates.

Nine of ten foreign banks polled by the survey also said they felt their profit margins were squeezed in 2013 and are likely to remain so in 2014.

## U.S. extends antidumping duties on tire products from China

*Xinhua, 7 January*

A U.S. trade panel voted on Monday to extend antidumping and countervailing duties on off-the- road tire products from China after the first five-year review of the measures imposed initially in 2008.

In September 2008, the United States issued antidumping duty ( AD) and countervailing duty (CVD) orders on off-the-road tire products from China, with AD rates in the range of zero to 210.48 percent and CVD rates from 2.45 percent to 14 percent. The Commerce Department instituted the first five-year review of the measures in August and the USITC voted to conduct full reviews on Nov. 20, 2013.

The Chinese Ministry of Commerce has repeatedly urged Washington to abide by its commitment against protectionism and help maintain a free, open and just international trade environment.

## Proposed pension reform divides opinion

*Xinhua, 9 January*

Proposed reforms to the pension plan for China's civil servants has grabbed public attention and divided opinion.

China adopts different pension plans for enterprise employees, rural residents, urban dwellers and workers with government and government-sponsored institutions. The divergence has impaired the fairness and sustainability of the country's pension system.

According to a key decision by the CPC published last year, the pension system for government and public institution employees will be reformed. Civil servants should pay their share into the pension pool as other citizens do.

However, a proposed change to tally officials' pension with other citizens' plans has also led to dissatisfaction, especially from grassroots public servants. Compared with their peers in enterprises, public servants' in-service wage is generally lower and they are bearing no less pressure.

## China's Fosun chosen to buy Portugal's insurer

*Xinhua, 9 January*

As Portugal pushes to exceed its revenue goal under a 78 billion EUR bailout programme, the government approved a proposal by the Chinese Fosun International Limited on Thursday to buy 80 percent of the social capital of state-owned insurer Caixa Seguros.

Fosun beat American company Apollo Management International, the only other bidder, and will pay 1 billion EUR (1.36 billion USD) for the stake, Secretary of State of Finance Manuel Rodrigues told reporters here.

The decision was announced earlier in the day at the council of ministers meeting.

Caixa Seguros is Portugal's largest insurance group and has a 26 percent share of the country's insurance market.

## China's securities watchdog to enhance IPO supervision

*Xinhua, 13 January*

The China Securities Regulatory Commission (CSRC) on Sunday announced new measures to tighten the supervision of the Initial Public Offering (IPO) process.

According to the announcement on its website, the CSRC will launch spot checks on the enquiry and IPO road shows of new shares. The issuers and major underwriters that apply undisclosed information during the road shows will be subject to the suspension of their share issuance and to supervision measures, even punishment if illegal deeds are found.

Issuers and major underwriters must publish timely investment risk reports, at least once a week, during the three weeks before online subscription, if the price earnings ratio (PE ratio) of proposed offering price, or the price ceiling, exceeds the average PE ratio of the peer listed companies in the secondary market, according to the CSRC.

The CSRC also said it will carry out spot checks on the offering procedure of offline investors. The disqualified ones will be recorded and published in regular blacklists.





## Former Chinese beverage executive suspected of faking evidence for commuted sentence

*Xinhua, 11 January*

The Guangdong Provincial Higher People's Court announced on Friday in a statement that a former board chairman of Jianlibao Group Co. Ltd. had faked evidence in order to receive a reduced sentence.

Zhang Hai, former board chairman of the company, which was once a soft drink giant in south China, was convicted of embezzling corporate funds and sentenced to 15 years in prison in February 2007 by Foshan City Intermediate People's Court.

Zhang illegally possessed 120.7m YUAN (17.6m USD) of funds belonging to Jianlibao Group Co. Ltd. He also misappropriated 86.44m CNY, according to the court ruling.

Zhang's sentence was reduced by five years because he revealed the name of a person the police were looking for in a house robbery case in February 2007.

The Shaoguan City Intermediate People's Court in Guangdong reheard the case and then revoked the commutation of Zhang's sentence on Oct. 31 in 2013, according to the statement from Guangdong Provincial Higher People's Court.

## Hainan duty-free sales exceed 3b CNY

*Xinhua, 14 January*

Offshore duty-free shopping in south China's Hainan Province surged in 2013, with total sales reaching 3.3b CNY (540m USD), up 40 percent year on year.

Offshore duty-free stores received more than 1.1 million customers and sold 4.47 million items, up 6 percent and 28 percent year on year respectively, according to statistics released by Haikou Customs on Tuesday.

The island province has seen booming tourism since an offshore duty-free program began in April 2011 on a trial basis.

Tourists and locals aged 16 or above can enjoy duty exemptions on certain imported commodities worth no more than 8,000 CNY before flying to other destinations within China.

China has made efforts to promote Hainan as an international tourist destination by issuing duty-free policies, tax refunds after departure, and visa exemptions for tourists from 26 countries.

# LAW & POLICY

## China Grants Gold Import Licenses to Foreign Banks for First Time

*China Daily, 15 January*

China has granted licenses to import gold to two foreign banks for the first time.

China's gold imports more than doubled last year to over 1,000 tons - ousting India as the biggest buyer - as demand soared to unprecedented levels due to the first drop in international prices in 12 years.

ANZ and HSBC were awarded import licenses late last year. Other trading sources said China Everbright Bank has also received approval to join the nine local banks already allowed to ship gold into China. Beijing strictly controls how much the banks import through a quota system.

YINGKE

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### Shenzhen May Lead Individual Investment Easing

*China Daily, 15 January*

Qianhai Experimental Zone in Shenzhen, Guangdong province, may become the first region in China to allow individual investors to invest directly in overseas capital markets.

Previously, domestic investors could only invest in overseas capital markets by buying wealth management products from financial institutions, which then use the capital via the Qualified Domestic Institutional Investors (QDII) program.

Earlier reports quoting Yan Feng, chairman of Guotai Junan Securities, suggested that the first quota for the QDII2 may be around $50 billion, while Shanghai Securities News reported that a single QDII2 investment must be between 500,000 to 20 million yuan ($82,700 to $3.3 million).

## LOGISTICS

### Low-cost Airlines Face Cloudy Conditions

*Shanghai Daily, 15 January*

China's low-cost airlines will not find it easy to make any breakthrough in their development this year, burdened with high fuel costs and lack of state support on fuel and airport fees. Domestic budget airlines are also facing fierce competition from the major state-owned airlines such as Air China, China Eastern Airlines and China Southern Airlines.

The budget carriers, especially Spring Airlines and Juneyao Airlines, have expanded aggressively in 2013 by buying dozens of narrow-body aircraft and opening new international routes to Japan, South Korea and southeast Asia.

### New Cargo Route

*Shanghai Daily, 16 January*

A company in Henan Province has invested in Luxembourg's Cargolux Airlines International and will launch a new freight service between China and Europe. Henan Civil Aviation Development & Investment Co purchased a 35 percent stake in Cargolux. The airline will open a new freight route between Zhengzhou in Henan and Luxembourg, and build an air cargo network that links Asia and Europe. The airline is the largest cargo carrier in Europe.

## TELECOM

### Suning taps online finance

*Shanghai daily, 15 January*

Suning Commerce Group will start subscriptions today for its cash management product through its payment service Yifubao as it becomes the latest company to tap the Internet finance sector.

It cash management product will be a combination of two money market funds offered by GF Fund Management Co and China Universal Asset Management Co.

Suning hopes the cash management product will be able to meet users' demand for wealth management tools and at the same time cater to their online shopping behavior, it said in a stock exchange filing yesterday.

### China Mobile and Apple 'Tie the Knot'

*China Daily, 16 January*

Apple Inc's recent agreement with China Mobile Ltd, the world's biggest telecom carrier with a user base of 760 million, is a significant start for the two companies' cooperation, according to two of their top executives.

After the two companies finally reached a deal on Dec 23, 2013. According to the December agreement, China Mobile is going to sell the iPhone 5S and iPhone 5C handsets on its fourth generation (4G) network on the Chinese mainland from Jan 17.

### Huawei's Operating Profit Jumps in 2013

*China Daily, 16 January*

Huawei Technologies Co Ltd, the world's second-largest telecom equipment maker, said on Wednesday that its operating profit jumped more than 40 percent in 2013, despite some major setbacks in the United States and Australia as well as increased scrutiny from authorities in the United Kingdom over cybersecurity issues.

The Shenzhen-based company said its unaudited 2013 operating profit ranged from 28.6b yuan ($4.70b) to 29.4b yuan. That compares with an audited 2012 operating profit of 19.96b yuan and represents an increase of at least 43.3 percent.

Its revenue is expected to range from 238b yuan to 240b yuan, an increase of at least 8 percent year-on-year, the company said. Although Huawei failed to reach its target of 10 percent growth in revenue, analysts said that the company posted impressive financial results given the stagnation of the global telecom sector and the increasingly fierce competition scenario.

### Yu'E Bao Deposits Exceed 250 billion CNY

*Xinhua, 15 January*

Yu'E Bao (Leftover Treasure), an Alibaba personal finance product, now has 49 million users with aggregate deposits of 250 billion yuan (US$41 billion). Usership has grown in the past fifteen days and deposits are up by 64.7 billion yuan, 35 percent, compared with the end of 2013. Six million new users have signed up, figures from Alipay and Tianhong Fund showed.

Yu'E Bao is an online fund established by Alipay, China's largest third-party payment platform and subsidiary of Alibaba, together with the private Tianhong Fund. Yu'E Bao was launched in June last year, giving millions of users the option of directly channeling spare money in their accounts into high interest funds. With a minimum threshold at just one yuan (most wealth management products by banks demand at least 50,000 yuan) and returns far above bank deposit rates, Yu'E Bao was an instant hit, especially among young people whose driblet savings are largely ignored by banks.





## GENERAL

### Growing Popularity of UnionPay

*Shanghai Daily, 15 January*

The value of cross-bank bankcard transactions by domestic consumers through China UnionPay's network in the domestic and overseas markets jumped 48 percent last year. The total cross-bank credit card and debit card expenditure in 2013 amounted to 32.3 trillion yuan (US$5.3 trillion), China UnionPay, the country's sole bankcard transaction firm, said yesterday.

Spending rose at department stores, supermarkets and gas stations and was the major contributor to the total spending, while the growth in expenditure at hotels and restaurants slowed amid the government's campaign to rein in excessive spending, said UnionPay, without giving the exact numbers.

UnionPay has been extending its network to lower-tier cities. Last year, the number of merchants jumped 58 percent, and point of sales machines that accept UnionPay's cards rose 49 percent. Around the world, 11 million merchants in 142 countries and regions are covered by UnionPay's network.

### Beijing Sets Sights on Park Venues in Corruption Drive

*China Daily, 16 January*

Private clubs and high-end entertainment venues in Beijing's public parks have become the latest target of the nation's clean-governance campaign. Authorities in the capital asked such establishments on Wednesday to close, one day after President Xi Jinping said that "regulations should not become paper tigers or scarecrows".

Recent Chinese media reports said high-end entertainment venues and private clubs in public parks could be hotbeds for corruption.

In December, the Communist Party of China Central Commission for Discipline Inspection asked Party members, especially senior leaders, not to enter private clubs or be members of them.

### Sanyuan Set to Suffer First Annual Loss since 2009

*China Daily, 15 January*

Dairy producer Sanyuan Group estimated losses of between 185 million yuan ($30.63 million) to 215 million yuan for 2013, according to a pre-announcement released on Tuesday. A full-year loss will be Sanyuan's first since 2009.

The Beijing-based dairy group attributed the predicted loss to rising material costs, and a fall in investment. Sanyuan suffered a loss of 38 million yuan in the first half of the year. In order to offset growing material costs, Sanyuan raised the price of some products by an average increase of 8 percent.

### 26 Regions Raise Wages

*Global Times, 15 January*

A total of 26 municipalities, provinces and regions raised local minimum wage levels in 2013, China National Radio reported Wednesday.

The average minimum wage raises in these provincial-level regions stood at 18 percent, according to the report, noting the increase in income has had a downward effect on the country's labor cost advantage, calling for the expediting of the economic restructuring.

## Apple CEO appears in Beijing to celebrate China Mobile sale of iPhones

*Xinhua 17 January*

Cook's appearance at the event is the culmination of years of prolonged negotiations between Apple and China Mobile, the world's largest mobile operator.

While Apple has been able to sell its iPhones in China with service provided from China Mobile's smaller competitors, China Telecom and China Unicom.

After a December announcement last year that China Mobile had been awarded a government licence for 4G services, a new deal with Apple soon followed.

As of January 17, Apple's iPhone 5s and 5c devices are available for purchase and usage on 4G networks by all China Mobile subscribers.

## China Telecom sets annual target for 4Gdevices

*China Daily 17 January*

China Telecom Corp Ltd, the nation's smallest wireless network operator, aims to sell 36 millionfourth-generation terminals in 2014. The figure accounted for about 22 percent of China's total mobile phone marketduring the period.

As of November, China Telecom had 185 million mobile subscribers, including about 100million 3G customers.

Being the smallest mobile operator in China, China Telecom said it still has a good chance tocatch up with domestic rivals China Mobile Ltd and China Unicom (Hong Kong) Ltd.

China intends to be thoroughly connected to the Internet by 2015, with urban and ruralhousehold broadband speeds reaching 20 megabits per second and 4 Mbps respectively, saidthe State Council last year.

"The government's guideline will bring enormous opportunities. Meanwhile, China Telecom willfocus on developing emerging business fields, such as data operation, Internet applicationsand other ICT businesses.

# CHINA IN THE WORLD

## Chinese Bun Brand to Buy U.S. Coffee Chain

*Xinhua, 8 January*

Goubuli, a renowned Chinese food brand known for its steamed stuffed buns, announced that it expects to buy a well-known American coffee chain in the first half of this year. Goubuli did not reveal the name of the American coffee chain.

The coffee chain currently runs hundreds of shops in more than 40 countries and regions in Europe, the United States and southeast Asia.

Goubuli can use the coffee chain's business network to promote high-quality Chinese cuisine to the overseas market. Although Chinese food is popular worldwide, it is generally considered low-end fare.

Goubuli, established in 1858 and headquartered in the northern port city of Tianjin, has gained momentum in its expansion overseas in recent years. It forged a partnership with Singapore-based food manufacturer Tee Yih Jia in October 2013 to sell Goubuli products in over 50 cities in the Asia Pacific market.

## China Becomes the World's Leading Trader

*China Daily 10 January*

China became the biggest trader of goods in the world for the first time last year, overtaking the U.S.

According to figures released by Beijing on Friday, the value of China's imports and exports in 2013 reached $4.16 trillion. This will almost certainly surpass the American figure, which won't be released until February — but seeing as U.S. goods traded from January to November 2013 amounted to $3.57 trillion, there is little likelihood it will be higher than China's.

Historians quibble over whether Qing dynasty China (1644-1912) might have been the world's leading trader too — meaning that China could be enjoying this status for the second not first time — but regardless, the news is hailed as a great success by Beijing.

## Heilongjiang-Russia Trade Posts Increase Amid Pessimism

*Global Times, 12 January*

Trade value between China's northeastern province of Heilongjiang and Russia reached USD 22.36 billion in 2013, up 5.8 percent, said the Harbin customs authority on Sunday.

Of the total volume that devoured a quarter of the year's China-Russia trade, the province's imports from Russia accounted for 15.45 billion US dollars, an increase of 34 percent year on year. Meanwhile, exports stood at USD 6.91 billion, down 3.3 percent compared with the previous year, registering a cumulative trade deficit of USD 8.54 billion.

According to China's General Administration of Customs, China-Russia trade has downshifted, rising only 0.5 percent in January-November 10 percentage points lower year on year, and concern is growing that trade for the whole year might not grow at all from 2012.

## Bright Food Uses Unit to Buy Aussie Dairy Firm

*Shanghai Daily, 15 January*

Bright Food (Group) Co has agreed to buy Australia's Mundella Foods through an overseas subsidiary as the Chinese conglomerate accelerates its overseas expansion.

Manassen Foods, an Australian company in which Bright Food bought a 75 percent stake after paying 2.9 billion yuan (US$480 million) to a private equity firm in 2011, has signed a deal to purchase Mundella Foods, Bright Food spokesman Pan Jianjun told Shanghai Daily yesterday.

"The actual price for the takeover will be decided according to the audited financial results in 2013," Pan said.

Mundella's operation mainly covers western Australia and this could complement Manassen's existing business. Mundella's major products include cheese and yogurt, which won't be imported into the Chinese market.





## Renminbi Transactions Developing Rapidly in London

*Xinhua, 16 January*

The growth of usage of Chinese currency renminbi in transactions carried out through London has been "very rapid" and has increased significantly over the past two years, a leading representative of Britain's financial services industry said.

Mark Boleat, policy director at the City of London Corporation, told Xinhua that the development of the renminbi market in London is now well under way. "It has been growing very rapidly and that has continued throughout 2013," Boleat said. "It started from a low base but we have seen very big increases, and many businesses are now using Renminbi as a standard."

As the renminbi becomes more important, other markets will develop, but Boleat said London would aim to keep its paramountcy in Europe.

## China decries U.S. spending bill

*Washington Post, 19 January*

China's Commerce Ministry has condemned a $1.1-trillion spending bill passed by the U.S. Congress last week over clauses that limit technological purchases from the Asian giant, saying they clash with the principles of fair trade.

The bill, signed by President Barack Obama on Friday, included a cyber-espionage review process for federal purchases of technology from China, a measure incorporated last year amid growing U.S. concern over Chinese cyber attacks.

Last year's funding legislation bars U.S. space agency NASA and the Justice and Commerce Departments from buying information technology systems without the approval of federal law enforcement officials.

U.S. Representative Frank Wolf, the Republican chairman of the House Appropriations Commerce-Justice-Science subcommittee, said he directed the language to be included last year because of concerns about potential cyber threats from Chinese firms such as Huawei Technologies Co Ltd and ZTE Corp.

## Citi offers automated RMB cross-border pooling in Shanghai free trade zone

*Washington Post, 20 January*

Citi said on Monday it had launched an automated RMB cross-border pooling solution for its clients in the China (Shanghai) Free Trade Zone, a move that could help multinational companies optimize their cash management and enhance capital efficiency. Citi's cross-border yuan sweeping solution was pioneered for Roche, a leading European pharmaceutical company, which marks an important step in the ongoing financial development in the free trade zone.

China launched the Shanghai free trade zone in late September and officials promised a far more open and streamlined environment for foreign firms to do business there, along with the relaxation of policies for a raft of service sectors.

Beijing is stepping up efforts to open up domestic financial markets and lift the global status of its currency, aiming to reduce its reliance on the U.S. dollar as the world's second-largest economy.

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# Numbers

## 1%

Chinese stocks plunged more than one percent as the slowdown of non-manufacturing activities and resumption of initial public offerings (IPO) weighed heavily on the market. The benchmark Shanghai Composite Index was down 1.24 percent, or 26.25 points, and finish at 2,083.14 following the release of the data.

## 43 Million

Yu'E Bao (Leftover Treasure), an Alibaba personal finance product, which is part of the private Tianhong Fund, had 43.03 million users with aggregate deposits of 185.3 billion CNY (30.4 billion USD) at the end of 2013.

## 1,766

According to a survey by a dating website, Shanghai men are among the most generous boyfriends in China. They spend an average of 1,766 CNY (284 USD) a month, or 28 percent of their pay on dating. 32 percent said that while they struggled to cope with the high cost of living in Shanghai, they still splashed out on shopping, travel, gifts, entertainment and eating out with their girlfriends.

## 3-5

Three to five private banks will be approved as pilot programs in the beginning of 2014. Further opening up the banking industry will be a top priority for the supervision of the industry this year. This is as the CBRC reiterated the importance of guarding against financial risks.

## 6.1039

The Chinese yuan, weakened 49 basis points to 6.1039 against the U.S. dollar on 3 January. In China's foreign exchange spot market, the yuan is allowed to rise or fall by 1 percent from the central parity rate each trading day.

## 12%

China's tourism industry reaped an estimated 2.9 trillion CNY (475.41 billion USD) in revenue in 2013, an annual increase of 11.97 percent. Domestic tourists made 3.25 billion CNY trips last year. The figure for 2012 was 2.9 billion CNY, when the industry took in 2.59 trillion CNY in revenue.

## 16.6 Million

The first Taiwan-born giant panda Yuanzai is making her public debut in the city of Taipei. The media and public alike are smitten by the cub, which is expected to generate well over 16 million USD worth of business for the city this year.

## 27

Shanghai will see at least 27 land parcels released for auction this month as robust momentum in the property market continues. The plots are tagged with a combined starting price of 13.68 billion CNY (2.26 billion USD).

## 11.24 Billion

China's mobile gaming market in 2013 was worth more than 11.24 billion CNY (1.84 billion USD). Mobile gaming gained over 246 percent year on year in 2013, the sector covered about one eighth of the country's total gaming market.

# Economy Report

*By John Doyle*

China's economy is reported to be facing a slowdown. According to a poll by Reuters, market views around the world suggest that 2014 is going to see the Chinese economy slowing further as a result of reforms and monetary tightening measures Beijing is expected to pursue. These reforms are an attempt by the authorities to create a more sustainable and balanced economy.

The median forecast of 24 economists polled by Reuters showed that China's gross domestic product (GDP) likely grew by 7.6 percent between October and December from a year earlier, slower than 7.8 percent in the third quarter and is likely to put 2013 GDP figures on track for the weakest showing in 14 years.

"As support from the government's earlier growth measures fades and with credit growth slowing since Q3, China's year-end moderation is not surprising," said Wang Tao and other UBS China economists in a research note to clients.

China's attempt to move from a factory driven economy to a consumption and service-based economy is the reason for the perceived slowdown in 2014. Industrial output is forecast to grow 9.8 percent in December from a year earlier, moderating from a rise of 10 percent in November. Two surveys on manufacturing published last week point to the fact that production slipped as a result of less restocking and investment.

Retail sales saw a slide to 13.6 percent last November and it is difficult to foresee what the future holds for this sector as credit markets begin to tighten. Fixed asset investment may also be seen to have dipped to 19.8 percent in December, from 19.9 in November.





Analysts state that with the central government's attempts to constrain local government debt there might be a fall in investment in the future. China's auditor general announced that there has been a 67 percent rise in the total size of local government debt to CNY 3 trillion, leading calls for Beijing to move more rapidly on deleveraging efforts.

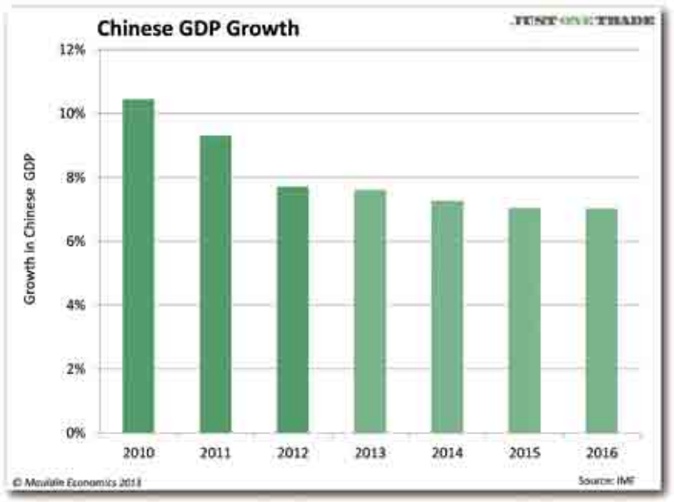
Some economists also said that rising borrowing costs and relatively tight liquidity conditions in the money markets could continue to weigh heavily on investment appetite from domestic firms in the coming months. "Moreover, the ongoing liquidity squeeze may gradually spill over to affect real activity in the coming quarters, either through slower overall credit expansion or higher financing costs," the UBS note said.

China will allow the creation of up to five privately financed banks this year to support economic growth by gradually opening up the currently state-run sector, the country's banking regulator says. Analysts, including those at the World Bank, say that an overhaul of Chinese banks that lend little to entrepreneurs is urgently needed to achieve the ruling Communist Party's goals of making the economy more productive.

The China Banking Regulatory Commission said in a statement recently that it would enlarge the role of private capital in banking. It said that would include a closely supervised "pilot project" to allow the creation of three to five privately financed banks. The moves are trying to inject more competition into China's economy while retaining control of key industries. They are also trying to reduce reliance on trade and investment to drive growth by encouraging more domestic consumption.

**Change will be slow, but privately financed lenders might inject more commercial thinking into a heavily politicised industry.**

China's economic growth tumbled to a two-decade low of 7.5 per cent in the second quarter of last year, adding to the urgency of pushing through reforms. Growth rebounded to 7.8 per cent in the third quarter, but the Cabinet has said it expects growth for the full year of 7.6 per cent, which would be the economy's weakest performance since 1999.




A reform plan issued in November promised to give the market a decisive role in allocating resources and to open more industries up to private and foreign competitors. But it affirmed that state ownership will remain the core of the economy.

Any change to China's banks will be politically fraught because they are the central government's most powerful tool in controlling the economy and supporting politically favoured companies with low-cost credit.

Change will be slow, but privately financed lenders might inject more commercial thinking into a heavily politicised industry, said economist Lu Zhengwei at the Industrial Bank in Shanghai.

"Privately financed banks would be more focused, with more realistic risk controls," said Lu.

The government of President Xi Jinping has already begun taking gradual steps to make the banking industry more responsive to the market.

In its first major reform, Xi's government announced an end in July to controls on interest rates banks charge on loans. That might spur growth by allowing borrowers to shop around for lower rates.

2014 may not look overly positive for the Chinese economy thus far, but with reforms being pushed through and implemented, the economic system is moving in the right direction and that is what is important for long term stability. B

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# The Online HR Pioneers

## Richard McGuinness, Managing Director of ChinaHR.com talks to Business Tianjin

*By John Doyle*

ChinaHR.com was set up in 1997 as the first online recruitment company in China. Not long after the company started operating, it reached the top of the recruitment sector, boasting a robust growth story. In February 2013 ChinaHr.com became a member of the Shanglong Group (Saongroup.com). Then in November of last year the Shanglong Group and the world's largest online recruitment companies StepStone and TotalJobs merged.

Successful implementation of its global strategy makes ChinaHR.com the largest localised recruitment service provider of its kind. At present the country has offices in 179 cities, with more than 2,600 employees, amounting to 25 million website visits per month. Every week over 300,000 resumes or applications are sent into the company via the website.

ChinaHR.com operates out of many of the tier 1, 2, 3 cities in China. Irish born Richard McGuinness is the Managing Director for Tianjin, Hubei, Shaanxi, and Inner Mongolia. The next three years for ChinaHR.com are going to be very exciting for Richard and his team. We caught up with him to discover the story behind this pioneering HR firm and share it with our readers.

### Can you explain how you came to be in Tianjin?

Well my initial reason for being in China was that a great opportunity had presented itself after the financial crisis of 2007-08. I was going to work for businessman, Denis O'Brien, a canny and experienced entrepreneur. When I heard about the prospect of working in China, with Denis O'Brien, I couldn't say no.

You're no stranger to running your own company. Can you tell us what you did before you came to ChinaHR.com

I went to Trinity College Dublin, then after graduating I went on to the Smurfit Business School at University College Dublin. I headed straight into the telecoms industry working in the sales division. I worked in sales for about fifteen years. Then one day I decided to create a business of my own. The company dealt with lost and found items. The service was quite simple. If you had lost something, like a jacket for instance, you could contact our company to retrieve it.

Unfortunately the company began operations around the same time the western world, and especially Ireland, went into meltdown. The company folded but we were determined not to let the destruction of the western financial system get in our way. I saw an opportunity with ChinaHR.com and took it.

### How do you bring Chinese management and western business practices together? Is this not a major stumbling block for a lot of western companies?

That is one of the harder concepts to achieve in practice. This was originally the first online recruitment company set up in China. The company grew rapidly and expanded all over the country. An American company had owned it originally. However, over the preceding years the management style between the western company and Chinese management clashed. The western style of management is very different to that of our Chinese counterparts. This lead to an Irish company acquiring ChinaHR.com, and they successfully went on to marry Chinese and western business practice together.

One of the reasons I took this job was to try and understand how Chinese managers and their teams work. One issue is that we in the west sometimes think that we have it all figured out and that any other culture that wishes to attain to our level of success surely must do as we do or as we say. This is the rock many an expat has perished under. The example I would give is that western management teams would often sit in an office and throw out ideas. Some of these ideas would be rejected out of hand. In the west we sit around talking to each other and trying to find out, in an open forum, the best solutions to whatever the issue is at the time.

In China, this would never happen. If a meeting is held everyone arrives with the attitude of showing their superiors respect and listens to what is said and what has to be done. They would rarely be asked to throw some ideas out and they would never want to be put in a position were they might lose face in front of their boss.

This was one problem I faced at the beginning when I took over as managing director. Our meetings would go smoothly right up to the point where I would ask how

we should best tackle a particular problem. This happened until I realised the solution was to avoid putting my Chinese colleagues in a situation were they might lose face. So I sent them off back to their offices where they were to work on their own or in smaller groups and come up with new and fresh ways of solving the issues at hand. Low and behold they knocked it out of the park, coming back with extremely innovative ways of driving the company and its products forward.

### What are the differences in western and Chinese society that leads to these different business practices?

I think the difference lies in power distance, a theory set out by Geert van Hofstede. For me Ireland's business culture is a great example to compare to China's. The Irish don't generally see themselves within a hierarchal society. We tend to view ourselves as equals to all others, no matter how important they are within society or the business sector.

The opposite is true in China, hierarchal systems are very important to the Chinese. Everybody has their place as do people within a company. Chinese education prides itself on precision and this often leads to a singular view of how things should be done. Back home in Ireland it can often seem like employers and employees share the same stage.

Language is also a factor, how you say it or write it is very exact in Chinese; English however is wide open, messy and experimental. This leads to different ways of viewing the world around us.

### How has your experience in the sales industry helped you to bring out the best in your team?

A lifetime of listening to what people want or need has given me a keen sense of how to manage my team. The guys under me are amazing and hungry to make a name for themselves. Plus, getting them to buy into what the company is all about and the benefit that they and the organisation can gain from each other allows ChinaHR.com to stay competitive.

### What does the future hold for ChinaHR.com?

The goal of ChinaHR.com is to grow over the next three years so as to gain the top position within the recruitment industry in China, a position currently held by a rival company. Over the coming years ChinaHR.com will invest over USD 100 million into getting the necessary tools to achieve dominance over our rivals.

### So the next few years are going to be busy, how will you deal with the pressure?

Yes, it's going to be a tough few years but I'm looking forward to it and I wouldn't have it any other way. China is an amazing place to be in right now. I believe the next few years you will see China moving out beyond her borders. Taking her energy, ideas and experience aboard, we want to be part of that new experience. We have the support and the people. It's going to be very exciting.

I'm lucky that I have my family with me. That helps me keep myself grounded. Plus, I along with a few other expats meet up now and then at the St Regis, we have formed a little cigar club. It is a great way to wind down and relax with good company and good conversation! B

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# China's Thriving Generation of Young Entrepreneurs

*By Tracy Hall*

When we think of young superstar entrepreneurs and business leaders, the Mark Zuckerbergs of this world come to mind. These are people who have gained global recognition for turning their bedroom business into colossal empires of enterprise. Modern China has its fair share of success stories from within its more youthful segment of society.

But in contrast to the famous young business leaders in North America, where it could be said that the media takes every available opportunity to celebrate its ultra successful businessmen and women, many of these Chinese success stories are still relatively unknown to the general public. It is about time people all around the world started to take notice and learn from the achievements of China's very own young business tycoons.

The increasingly ubiquitous usage of technology in our everyday lives is creating a vehicle for thousands of cash-hungry entrepreneurs to achieve great wealth and success. One industry that has absolutely boomed in recent years is online dating/matchmaking.

**Gong Haiyan**'s success story unfolds quite like any other quintessential 'rags to riches' narrative. Born in a poor village in Hunan province, the aspiring entrepreneur started her first business during the school holidays when she would sell ice creams to earn some extra money for her struggling family. Whilst attending university she explored the possibility of building an online matchmaking platform which could cater for the country's massive population of single people.

When Gong was just 27 years old she set about feeding the demand for an efficient, user-friendly way for Chinese singletons to find love online. A little over a decade has passed since its inception, and jiayuan.com has firmly established itself as China's leading matchmaking platform, with over 100 million active users currently on its books. In fact, the site completely dwarfs all of its western counterparts. By comparison, the most prolific dating site outside of China, match.com, has around 15 million people signed up and is facing strong competition as a result of the online dating market becoming increasingly saturated. Gong now has a rapidly expanding net worth of around USD 50 million as a result of her savvy business skills and her desire to solve a problem for millions of people.

**This dynamic generation of young Chinese entrepreneurs is certainly giving us a good reason to be optimistic about the country's future.**

There are many other online entrepreneurs in China who started to build their money machines at a very tender age, not least of which is alibaba.com's billionaire creator, **Jack Ma**, who also started his online empire whilst still in his twenties. The e-commerce sphere has been a particularly attractive sector for talented young tech tycoons. From very early in his academic career, it was clear that Chen Ou was extremely gifted. The serial entrepreneur was accepted, with a full scholarship, into Singapore's prestigious Nanyang Technological University at just 16 years of age. After a successful venture in the online gaming industry, and after completing his MBA at Stanford University aged 26, **Chen Ou** took the online retail sector by storm when he grew jumei.com into China's leading e-commerce cosmetics platform.

Another big name that increasingly comes up in the media is 27 year old **Chen Di**, CEO and founder of YouMi Internet and Technology Service. As a student at the South China University of Technology, Chen decided to join forces with

some of his classmates to establish a mobile marketing company. Three and a half years later and YouMi is now China's largest mobile phone application platform. The company counts telecommunication behemoth China Mobile and online retail giants Taobao and 360buy as its closest corporate partners and most loyal clients.

In other sectors, such as entertainment, finance and manufacturing there are also plenty of talented young Chinese who are taking their respective industries to new heights. In the case of manufacturing, China is home to hundreds, if not thousands of young corporate stars. One of these is Suzhou Parsun Power Machine's dynamic 28 year old chairman, **Han Nianshi**. Han's boardroom tenacity and business skills have helped his company to become the country's largest manufacturer of outboard engines, as well as being a leading market player in the production and exporting of inflatable boats, gasoline engine pumps and generators.

China's deep-seated infatuation with education has also created plenty of money making opportunities for savvy young business people. One of the most incredible stories to come out of this sector is that of TAL Education Group's Chairman and CEO, **Zhang Bangxin**. One biographical account tells of the young Zhang holding down 7 part time jobs whilst still studying at Peking University. In 2003, at the age of 21, he decided to start his own business: an agency offering private tuition to students.

After dropping out of his PhD course to work full time on his blossoming company, Zhang managed to transform his firm into a leading private education provider with over 500,000 students and an annual turnover of several billion yuan. Since going public TAL Education Group has enjoyed strong earnings growth and is a valued at around USD 370 million. This young business leader has also won an array of 'Entrepreneur of the year' type awards for his incredible accomplishments.

This dynamic generation of young Chinese entrepreneurs is certainly giving us a good reason to be optimistic about the country's future. In a nation that is slowly but surely opening itself up to the world and trying to compete with other economies by becoming more innovative, individuals like those mentioned in this article are an absolutely crucial piece of the puzzle. The fact is that if China wants to sustain its economic growth and move up the global economic value chain throughout the 21st century then it must continue on the path to reform and continue to foster the talented young business leaders of tomorrow. B

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# A MINT Fresh Investment Approach for 2014 & Beyond!

*By Josh Cooper*

Until recently, economists and financial analysts everywhere have been touting the seemingly inevitable rise of the BRICS (Brazil, Russia, India, China and South Africa) as the best investment train to be riding over the course of this century. The optimists may well turn out to be right in the long run. There is definitely plenty of money to be made from the Chinese and Indian growth stories in particular over the coming years; despite the financial storms which seem to be gathering at the moment.

But for the moment it seems as though the focus is shifting away from the BRICS towards another conglomerate of nations: the MINTs. This acronym refers to the emerging economies that are Mexico, Indonesia, Nigeria and Turkey. All of these markets undoubtedly have great potential for growth and could make you some big money if you invest wisely.

## Mexico

**Despite its abundance of social problems, Mexico is certainly a country with great potential.**

It benefits considerably from its geographic proximity to the United States, its network of free trade agreements and incredible manufacturing capacity. It is a country often associated with corruption at all levels of society, but nevertheless it is considered to be a very safe investment destination which offers full legal protection to foreign parties. Mexico will also benefit from being so close to the other Latin American economies, particularly Brazil, over the coming decades.

Interestingly, the country is currently

the world's 14th largest economy and Goldman Sachs argue that it will be 5th by 2050.

## Indonesia

**All things considered, Indonesia is still the best long term investment proposition of all the MINT economies and its equity markets are extremely undervalued at the moment!** Given the sound fundamentals of the Indonesian economy, one would struggle to find an example, past or present, of the perfect recipe for long term growth. Its population, unlike many other Asian nations, is very young and is set to grow at a healthy rate for the foreseeable future. The Indonesian middle class continues to thrive and is acting as the main driver of growth for the business sector. The country is nicely sandwiched between the Asian Tigers (not to mention that China, Japan and Korea are also pretty accessible trading partners) and Australia. To top it all off, Indonesia is loaded with a massive pool of all natural resources.

If this country can balance out its trade deficit, stabilise its currency and develop its infrastructure, then it is a no brainer for level headed value investors!

## Nigeria

**Whilst it might not feel like the safest place in the world to park your capital, Nigeria still has a lot going for it and shouldn't be overlooked if you want to make some money.** This is the most underdeveloped of the MINT economies and suffers from significant problems due to its divided

All things considered, Indonesia is still the best long term investment proposition of all the MINT economies and its equity markets are extremely undervalued at the moment!

society and widespread corruption. In Nigeria's favour, however, are its huge, under-utilised workforce and a booming population which is relatively cheap and productive. These will be very important factors when it comes to attracting foreign capital as the traditional manufacturing powerhouses in Asia are becoming increasingly expensive. Although Nigeria's GDP has been growing quickly in recent years, the long term success story will depend very much on what happens within the wider African continent.

## Turkey

**Many people probably regard Turkey as the more mature and perhaps safer investment prospect of the MINTs.** To be fair, this view is largely justified. Turkey's infrastructure, political climate (recent upheavals aside) and general business environment are a lot more developed in many ways than the other MINT economies- especially Nigeria. Like Mexico and Indonesia, it has a very favourable geographic location and sound demographics working in its favour. The Turkish workforce is also becoming increasingly skilled, educated and creative, which is not only driving sustained economic growth but should push Turkey higher up the global value chain going forward. B

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# Investment News

## Stocks and Shares

### Nintendo shares surge on China move

Shares of Japan's Nintendo have surged after China temporarily lifted a sales ban on foreign video games consoles. The government has said it will allow foreign firms to make consoles in the recently-launched Shanghai free trade zone and sell them across the country. Nintendo's shares jumped 11% to 15,850 yen on the Tokyo Stock Exchange. China banned gaming consoles in 2000, citing their adverse effect on the mental health of young people.

*Source: BBC*

### Sony shares climb to one-month high on report of smartphone push

Shares in Sony Corp rose as much as 5.2 percent to a one-month high on Thursday 8 December after media reports said the consumer electronics company aimed to double its smartphone sales volume in two years. Sony was the most traded stock on the main board. The Nikkei newspaper quoted Sony Chief Executive Officer Kazuo Hirai as saying the company aimed to ship more than 80 million handsets in the financial year ending in March 2016, ramping up sales in the U.S. and Chinese markets.

*Source: Reuters*

### Mothercare and other big UK retail shares slide after dire Xmas

Some of the biggest names in UK retail have reported varying fortunes for Christmas trading, with Mothercare's shares taking a massive hit after it issued a profits warning. Mothercare, which operates in 60 countries, said group sales fell 6.1% in the 12 week period to January 4 compared to the same period the year before. Underlying sales in its loss-making British business, where it is in the middle of a turnaround plan, were 4% lower.

*Source: Sky News*

### BlackBerry says Fairfax to buy USD 250 million more debentures

Fairfax Financial Holdings Ltd will buy another USD 250 million worth of BlackBerry Ltd's convertible debentures, the companies said Wednesday, providing the struggling smartphone maker with much-needed cash. The move by Fairfax, the Canadian property and casualty insurer run by investment guru Prem Watsa, will double the company's holdings of BlackBerry's debt. Fairfax also owns a 9.9 percent equity stake in BlackBerry, making it the company's largest shareholder

*Source: Reuters*

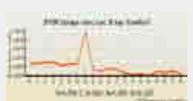
## Currencies

U.S Dollar - Chinese Yuan

Euro - Chinese Yuan

GB Pound - Chinese Yuan

Japanese Yen - Chinese Yuan



# Warehouses: One of the Best Investment Asset Classes in the Inner Bohai Economic Rim

*By Christopher Clausen, Senior Analyst at Beijing Jones Lang LaSalle and Durrell Mack, Head of Research at Tianjin Jones Lang LaSalle*

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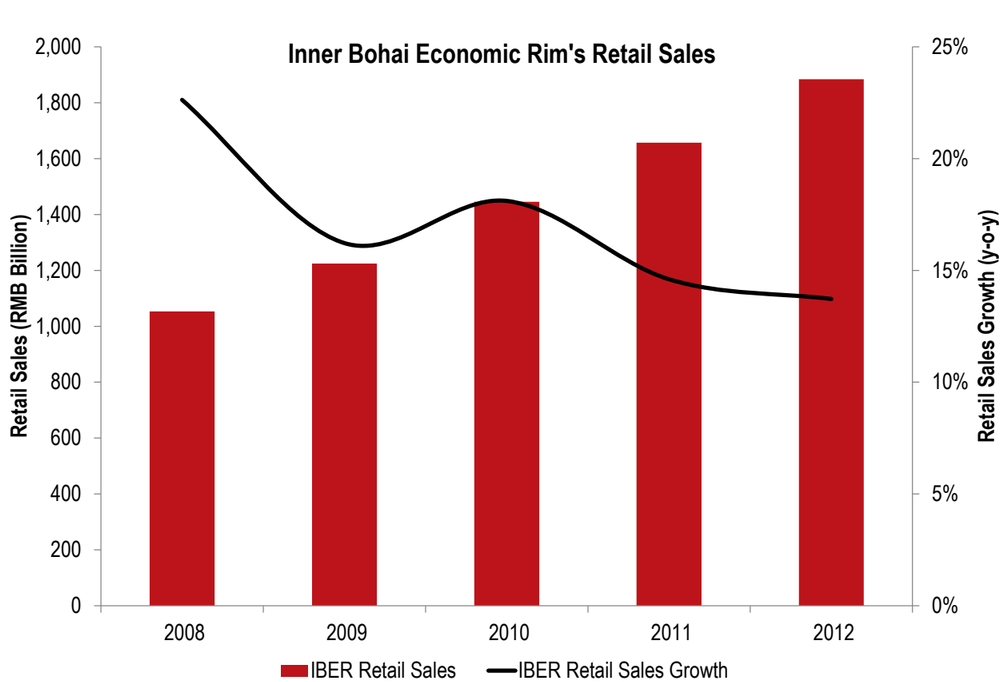
*Real value in a changing world*

The warehouse market is one of the least discussed real estate sectors in China. However, over the last couple of years it has offered some of the highest gross yields of any commercial real estate asset in the country, particularly at a time when domestic institutional investors have been purchasing office buildings at gross yields between 4 and 5%. The Inner Bohai Economic Rim (IBER) has been a prime area for warehouse investment and has offered investors some favourable returns with recent transactions occurring at gross yields between 7-9%, which is a much higher range than can be found in the office and retail markets in the region. Going forward, yields are expected to compress as the market faces a warehouse supply crunch, causing capital values to grow faster than rentals. Thus, investors and developers should be looking to invest now in IBER warehouses before warehouse prices and yields begin to resemble other commercial property markets in China.

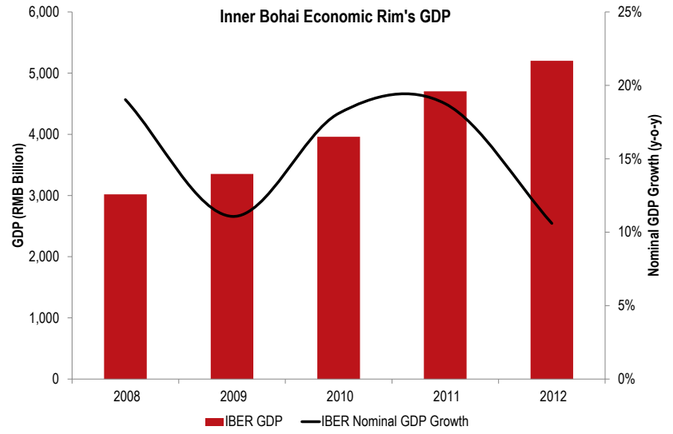
The Bohai Economic Rim (BER) is a term used to describe the region around the Bohai Sea that encompasses the municipalities of Beijing and Tianjin, as well as parts of Hebei, Liaoning and Shandong provinces. The BER is one of three strategic economic rims in China – the other two are the Pearl River Delta in the south and the Yangtze




Source: CEIC, Jones Lang LaSalle








Source: Jones Lang LaSalle

River Delta in the east – and the BER can be divided into three main areas, the South Rim, the North Rim and the Inner Rim. The Inner Bohai Economic Rim is the core of the BER and is comprised of the cities of Beijing, Tianjin, Shijiazhuang, Cangzhou, Baoding, Langfang, Tangshan, Qinhuangdao, Chengde and Zhangjiakou; all of these cities are in the Hebei province, except for Beijing and Tianjin. The fact that the IBER includes both Beijing and Tianjin, which are less than two hours apart from city centre to city centre by car, makes the IBER one of the most important warehouse markets in China. The cities' proximity to one another, can allow for warehouses that service two of the largest municipal economies in the Middle Kingdom.

Key drivers for warehouse demand in the IBER are the retail, e-commerce and third-party logistics sectors, the latter specialising in handling deliveries outsourced by companies lacking such expertise. These sectors have been growing at a fast pace as retail sales in the IBER have experienced robust growth. From 2008 to 2012 retail sales in the IBER have had a compound annual growth rate (CAGR) of 15.7%, with nearly all the cities in the region, except for Beijing, recording a retail sales CAGR of 17%. Although retail sales in Beijing have not grown as fast as the other cities, Beijing boasts the largest retail market in China and one of the country's largest populations. Meaning retailers, e-commerce and third-party logistics firms have needed to choose locations close to the city to service their customers.

**Tianjin Port plans to increase its handling capacity to 600 million tonnes by 2017, which will only serve to increase demand for this kind of real estate across Tianjin.**

Perhaps the most exciting story of the logistics warehouse market over the past few years has been the tremendous growth of the e-commerce sector. Bain & Company estimates the 2009-2012 e-commerce CAGR at 71% (includes USD depreciation) and that CNY 1.3 trillion was spent in digital shops across the whole of China in 2012. According to iResearch, of the top ten online retailers, five recorded triple digit growth in gross merchandise volume in 2012 alone and four of the remaining five recorded strong double digit growth. The high volume nature of online retail has translated into an increasing appetite for large warehouse spaces. Indeed many of the largest areas leased in Beijing over the past few years have been from e-commerce firms. In an effort to better control costs and expand their market reach, larger online retailers have recently begun consolidating their main operations in distribution centres outside of major city centres, such as Beijing's and Tianjin's, from which they restock smaller satellite warehouse spaces located within the city proper. This distribution strategy allows them to take advantage of lower rents associated with these outlying areas while still allowing them to offer the speedy delivery times (same day delivery in many cases) to which customers have grown accustomed.

Further increasing warehouse demand has been the expansion of the economy. Outside of Beijing, the heavy industry and manufacturing sectors are the main drivers of economic growth in the IBER and in Tianjin the manufacturing sector and the port have been the main forces behind warehouse demand in many areas of the city, such as the Tianjin Binhai New Area (TBNA) and Dongli Districts. With the overall IBER recording a GDP CAGR of 14.6% and Tianjin registering a GDP CAGR of 19.3%, demand from the manufacturing sector for warehouses has continued to grow. The Tianjin Port in the south of the city has added to that demand. As one of the major shipping hubs on the Chinese coast, the port provides connections to more than 500 ports in over 180 countries, and in 2013 handled over 500 million tons of throughput, making it the world's fourth largest port. Moreover, Tianjin Port plans to increase its handling capacity to 600 million tonnes by 2017, which will only serve to increase demand for this kind of real estate across Tianjin.

Although demand is strong in the region, the supply story is a whole other matter. Strong demand since the global financial crisis has outpaced

new supply, causing the vacancy rate to fall below 5% in the IBER in 2012. The supply and demand imbalance is most apparent in Beijing, where the overall vacancy rate is hovering around 2%, prompting firms that need to service clients in Beijing to either settle for low quality warehouse space or move to Langfang and the suburban areas of northern Tianjin. The spill-over demand from Beijing has helped Langfang and Tianjin keep vacancy rates in check despite unprecedented warehouse stock growth in both of these cities.

Over the long-term, the region is headed for a supply shortage, as both the Beijing and Tianjin municipal governments allocate less land for the development of warehouses. In recent years, the local governments have tended to give preference to industrial land uses which create more jobs and add greater value to the local economy – warehouses are typically situated at the lower end of the spectrum in regards to these considerations. Thus most plots of land inside Beijing's Fifth Ring Road are sold for business park or high-tech manufacturing uses. And now it is even becoming difficult for developers to purchase land for warehouse use within Beijing's Sixth Ring Road, which is one of the reasons why developers have begun building warehouses in the northern districts of Tianjin and Langfang. However, like Beijing, Tianjin and Langfang are beginning to show signs that other land uses may be given preference in the near future. This trend along with increases in demand is culminating in a regional supply crunch.

Long-term demand is expected to continue unabated.

One of the main goals of the central government is to better insulate the Chinese economy from external shocks, and fostering growth in domestic consumption is one tactic by which it aims to achieve this end. To boost consumption, the country wants to focus on urbanisation, and Beijing and Tianjin will be the main cities in the IBER that benefit from these new urbanization and consumption policies. Therefore, we are optimistic about the outlook for the demand side of the equation. Recent trends in stock growth and industrial land sales also reinforce the notion that occupancy rates should remain high for the foreseeable future. A continued demand and supply imbalance is likely to bolster the warehouse fundamentals over the medium and long-term, making this asset class a very attractive option for investors to maximize returns from their real estate investment. However, for investors still uncertain about the market and taking a wait-and-see attitude, they may lose their opportunity to strike while the iron is hot, because like the other real estate asset classes in China, prices are rising rapidly, creating a barrier to entry for many investors. B

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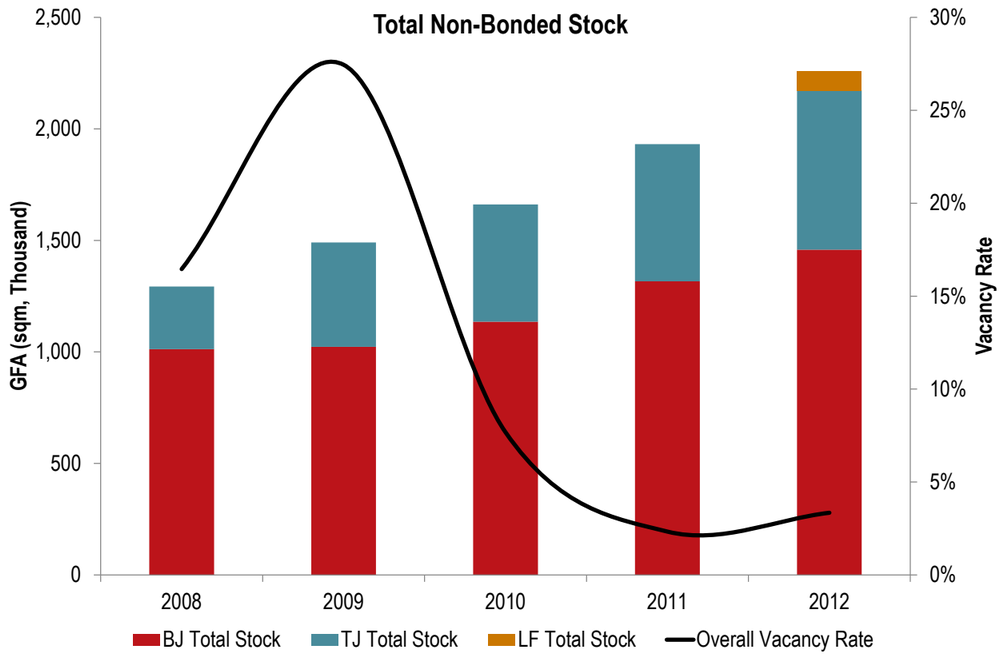



Source: Jones Lang LaSalle





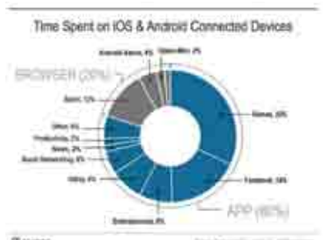
# Why You Need to Invest in Mobile Marketing

*By Justin Toy*

Nowadays you can't look around any public place without seeing a high percentage of people pre-occupied with their smartphone. From watching a video on the subway, surfing the net while sitting in a cafe or finding directions on the street, mobile phones are continuing to grow in their importance in our everyday lives. With that said, mobile marketing and optimizing for mobile markets is one of the most important tasks for marketers today. There are a growing number of trends and

statistics that indicate the growing mobile tide that is heading our way. **Take, for instance, that 91% of the world's population has a mobile phone and that 50% of all mobile users consider their phone to be their primary means of browsing the internet.**

By the end of 2014, worldwide mobile internet usage is predicted to overtake desktop internet usage. This is a key turning point indicating that people are carrying, utilizing and depending on their mobile devices more than ever. As part of the increased dependency, there is an increased expectation of services and personalization. If marketers can take advantage of today's user tendencies to surf on their mobile devices, than they can be rewarded with a much higher conversion percentage. 70% of mobile searches lead to online action within an hour. This conversion percentage is nearly three times higher than the same search done on a computer. In a recent statement by Joseph Tripodi, CMO of Coca Cola, he admitted the importance of heavy investment in mobile marketing. "Our mobile marketing budget is probably at 5%. It should be around 15-20% of our overall spending."



### Increased Personalisation and Customisation of Messages

This is a trend going on throughout the entire marketing industry and content will continue to become increasingly customized and personalized as more data can be collected about individuals and their consumption habits. While this obviously raises a number of privacy issues, some analysts are optimistic that users will have full control over their personal data and who has access to it.

**Location based marketing is not just a great way for companies to promote their business and increase sales, it also has the potential to be a wealth of data that can be analysed and used for future business strategies.**

As consumers become more technologically savvy, it is becoming easier to avoid and ignore a company's marketing message. Mass marketing is slowly dying and many companies that have not adopted their marketing strategies are going bankrupt or experiencing a decline in sales. In order to get more customers to listen to their message, marketers must find ways to customize their message depending on the customer's preferences. For example, Netflix, YouTube and Amazon do a great job personalising their entire service based on your past behaviour and try to recommend products and videos based on your habits.

### Location Based Marketing

Location based marketing is all about delivering targeted messages to customers who are in particular locations through mobile devices such as smartphones and tablets. Business owners can customise marketing messages based on a potential customer's location and preferences. A successful example is the popular franchise Subway, which has implemented a marketing campaign called "You are here." A user who has opted in for their service will receive an MMS message (multimedia messaging service) whenever they are close to a Subway franchise. The MMS would then alert the customer that they are close to a Subway and offer the customer special discounts and promotions.

Location based marketing is not just a great way for companies to promote their business and increase sales, it also has the potential to be a wealth of data that can be analysed and used for future business strategies. For example, a restaurant company that is looking to open up new locations in an area can collect real-time geo-location data such as dining preferences, time, and eating habits from competition in the area and use this data in their decision making process.

Large retailers are also expected to increase their use of micro-location based marketing in 2014. By taking advantage of Apple's iBeacon or a similar Bluetooth Low Energy (BLE) capability in all the newest smart phones, retailers can target customers (who have downloaded the retailer's app) with real-time messages and product offers as they walk through the various departments of a store. These messages can be customised and tailored for the customer based on the user's profile and settings, as well as with past behaviour. This same technology could also be used to alert employees when a "VIP customer" has walked in the door so they can receive preferential treatment. The customer could also use this same app to potentially locate an item in the store and to check to see if certain items are in stock.

### Narrowcasting

Narrowcasting, also known as niche marketing or target marketing, involves transmitting information (often through a subscription) to a narrow audience as opposed to the masses. "Narrowcasting is the counterpoint to the broader reach of major social networking sites like Facebook and Twitter, and an emerging trend in mobile marketing," says Mark Sawyier, founder and CEO of Bonfyre, a private photo sharing app and group texting app. Narrowcasting gives companies the ability to target fewer individuals who are "significantly more qualified."

Sites like Facebook and Twitter are implementing new features and ways for potential advertisers to target specific demographics with a marketing message that will resonate much more strongly. "If 95 percent of your social media followers won't attend a concert in Philadelphia, why pay to promote it broadly when you can create customised content for actual attendees before, during and after the event?" Sawyier asks.

### Multimedia Messaging Service and Rich Media Messaging

SMS has long been the dominant way to instantly send and receive messages with your contacts. However, in 2014, this is expected to change. Multimedia Messaging Services (MMS) and Rich Media Messaging (RMM) are quickly becoming more widespread and standardized across devices. RMM in particular is the perfect solution for marketers who want to engage a large and diverse audience via mobile messaging. Regardless of the customer's device or carrier, the RMM will adapt to the to the user's device. Mobile messages are an extremely attractive method for marketers to engage their customers because 99% of all phones can receive RMM. Furthermore, 97% of all direct mobile messages are opened and 90% of them are viewed within the first 3 minutes of sending. The typical redemption rate for an SMS is about 16% whereas the redemption rate for a more visually pleasing RMM is almost doubled at 30%.

### Increasing use of Apps for small businesses: DIY Mobile Apps

Developing mobile apps for Android and iOS may seem like an impossible task to a lot of small business owners and would be entrepreneurs. However, there are a number of mobile app platforms that are available online which require little or no programming knowledge. With a small investment in time and money, even the smallest business can have a useful mobile application that can help drive traffic and sales. Appery.io, TheAppBuilder, Good Barber, AppMachine, and AppMakr are just some of the sites out there to help you get started on creating the perfect app for your business.

BiznessApps is one platform specifically targeting small businesses in order to help them create apps by themselves with a very straightforward and simple process. The site provides a wide variety of features including food ordering, shopping cart, loyalty programs, push notifications, and analytics. This easy to use platform can create apps in minutes using customizable pre-built templates. The site holds weekly webinars on how to use their platform to build the most effective apps, as well as a catalogue of tutorials. Prices start at 29 USD a month for a mobile website and 59 USD for a mobile app. B

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# 10 Tips for Seeking Out Truly Remarkable Employees

*By Robert Parkinson, CEO & Founder of RMG*

Every HR professional expects to find excellent employees for their company. But picking the best out of hundreds or even thousands of interviewees is no easy job. Generally, when a HR person interviews someone with outstanding skills or techniques that fit the needs of the company perfectly, he or she becomes very confident in recommending that the interviewee be moved on in the interview process. However, excellent technical skills are not the only key elements which could define an outstanding employee. So that leads us to the topic of how to define remarkable employees and how to distinguish them from the masses.

## 1. Look for people filled with lots of passion and positive energy

A recruiter will always fail to get outstanding employees if he or she judges interviewees by intuition alone. In this regard, the first step in finding outstanding employees is to study current employees who have better-than-expected KPIs. By finding out why they can perform better than other employees and how they motivate themselves, companies will see a few general elements that can best define the group.

## 2. Never stop interviewing until you are 100% sure

As I went through thousands of interviews with my HR department, I always remind them that only by interviewing to-be-decided interviewees in several rounds can we decide he or she is qualified enough. This is fair for both the company and the interviewee, because everyone has good days and bad days. By interviewing once, twice or three times with HR, the operations manager and managing director, the company will get a complete picture of an interviewee.

## 3. Find out about an interviewee's personality

Instead of directly asking what their greatest achievement is, why not make it an open question? For instance, ask the interviewee to write down or talk about their top 3 achievements in childhood, in high school, in university and in their career. These kinds of conversation can broaden the scope of the interview and tell you something important about the candidate which may not have been found out if you had not delved further into their personal story.

## 4. Create an easygoing interview atmosphere

People tend to be nervous during the interview if HR people or general managers are too serious (or nervous themselves!). If we want to see the most authentic interviewee, then we'd better create a relaxing and easygoing atmosphere. In this case, interviewees normally become more relaxed. They will also feel more comfortable telling stories about themselves, from which we can judge them more fairly.

## 5. People with natural confidence

I believe an easygoing atmosphere is of utmost importance. On the other hand, I especially look for interviewees with natural confidence. To be clear, I am saying people with a natural calmness even though they are nervous, not people who talk arrogantly and look down on others or who are 'over-confident'. In general, people are in a state of nervousness, or at least excitement, when they are being questioned by senior interviewers with more experience. But have you ever noticed a type of interviewee who shows no sign of being nervous? If you find this type of person, then I suggest you pay extra attention.

**The first step in finding outstanding future employees is to study current employees who have exceedingly good KPI scores.**

## 6. Look for people with experience in overcoming difficulties at work

Although this depends on a person's life and career experience, the more capability in dealing with difficulties at work one can show, the more adaptability one has. As people always talk about potential, it reminds me the famous saying about you never know how far you can go. It definitely works the same way in one's career.

## 7. People who come up with specific answers to interview questions

Personally when I interview someone I expect to have a good conversation with them. Of course this is not the

case sometimes. I clearly remember I had an interview which was only 10 minutes, simply because the interviewee could not come up with any specific answers to the questions I asked. You should take notice of people who have mastered the skill of having well thought out and pre-prepared answers to interview questions despite being nervous.

### 8. Delve into the reasoning behind seemingly self-motivated interviewees

Everyone is looking for employees with a track record of success, but that is so wrong in a truly remarkable employee. And why is that? A remarkable employee should not be simply defined by the word "success". One's success can be viewed from head and tail. From the head side, we see people who work very hard by motivating themselves. And from the tail side, we see those who are motivated by their managers and directors.

### 9. Attitude is everything

If you ask me what can bring you success, the first thing that comes to mind is not being diligent, humble, humorous, smart, flexible etc. I remember when I read an article some years ago I found a funny alphabetical math count. Of lots of words that described how one can become successful, the only word which 100% of people said was 'attitude'. I didn't take it as a coincidence. When I think through the interviews I've done at RMG, all of the remarkable employees have one thing in common, that is a hard-working attitude! Companies who want remarkable employees should be clear about the attitude and work-ethic of their interviewees.

### 10. Get real reference checks via your connections

Last but not the least, most people can disguise themselves very well while actively looking for new opportunities. If an employer is very positive about an interviewee based on the tips above, I hope he/she doesn't forget about getting references. Doing a good background check is not simply dropping a call to the numbers in the reference column on the CV of the interviewee. That could be wrong or the judgment might be biased. A better way to get fair comments might be calling connections from the interviewee's company, or even using a third party for a more informal reference. B

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# Latest Legal Developments Regarding Registered Capital Requirements in China

Manuel Torres

Grace Ge

By Manuel Torres (Managing Partner), Grace Ge (Senior Associate) of Garrigues Shanghai

For the purpose of encouraging more investment and motivating medium-sized or small-sized companies, China has initiated legal reform in commercial registration, including the reform about registered capital requirement, which may also affect foreign investment as well.

Promulgation of the amendment of PRC Company Law ("Company Law Amendment 2013", taking effect from March 1, 2014) on December 28, 2013 states that the said legal reform about registered capital requirement has been promoted to the whole country, rather than limited in certain trial regions.

In this article we will share the key points under this reform as well as its potential impact on foreign investment in China.

## I. Regime prior to the reform

Under the legal regime prior to the reform, there are certain requirements about the registered capital of a company, mainly includes:

- Statutory minimum amount

Except for certain special sectors such as insurance companies, commercial banks, in general, the statutory minimum amount of the registered capital for a limited liability company is CNY 30,000 (or CNy 100,000 for a company with only one shareholder) and CNY 5 million for a

joint stock limited company.

- Statutory cash contribution ratio

The contribution in cash shall be no less than 30% in the registered capital for a limited liability company or in the registered capital subscribed by promoters of a joint stock limited company.

- Statutory time limitation for capital contribution

Either for a limited liability company or a joint stock limited company, the amount of the initial capital contributions shall not be less than 20% of the subscribed registered capital, nor less than the statutory minimum amount, and the margin shall be paid off within 2 years from the day when the company is established (for foreign invested enterprise, it should be no less than 15% of the subscribed registered capital, and the margin shall be paid off within 2 years; or contribute all the subscribed registered capital in a lump sum within 6 months after the establishment); for an investment company, it may be paid off within 5 years.

## II. Rationale behind the reform

One of the key purposes of the former legal regime was to ensure that the company would have satisfactory credit, hence protecting the contracting parties. Nevertheless, practices in the two decades taught the lawmakers that the amount of registered capital is not always aligned with the actual business condition and the credibility of a corporation. On the contrary, not only does this work little to protect creditors but it may trigger more problems, including causing higher cost to the shareholder for establishing a company, or giving rise to the shareholder's illegal actions (i.e., shareholder unlawfully withdrawing capital contribution, fabricating a registered capital or making any false capital contribution).

Being aware of the shortcomings of the registered capital requirements, together with the purpose to encourage more investments and to motivate medium-sized or small-sized companies, China has decided to simplify the commercial registration process, including the reform of registered capital requirement.

**Foreign investors should keep an eye on the development of this legislation to see whether it will bring advantages to their business interests in China.**

## III. Key points under the reform

To start the reform, China had established several local pilot programs in the last two years, among which the most influential one is the reform in Shenzhen and Zhuhai in the early 2013. Merely half a year later, the conception of China (Shanghai) Pilot Free Trade Zone proposed by Premier Li Keqiang was realized on September 29th 2013. Rules issued for those regions reveal a series of preferential policies regarding registered capital.

On October 25, 2013, Premier Li Keqiang chaired a State Council executive meeting, put forward that the new registered capital regime should be adopted in a national scale.

On December 28, 2013, the Company Law Amendment 2013 was approved by the lawmaker, officially promoting the reform to the whole country.

Below are the key points under the reform as addressed by the Company Law Amendment 2013:

- Eliminate the statutory minimum amount

There will be no statutory minimum amount about registered capital for a company (either a limited liability company or a joint stock limited company), unless there is special requirements stipulated in other laws, administrative regulations or decisions of the State Council.

- Eliminate the cash contribution ratio

There will be no ratio requirement about cash contribution, meaning that the shareholder could contribute in other forms, such as in-kind, intellectual property rights, etc., up to 100% of the registered capital.

- Eliminate statutory time limitation for capital contribution

The time limitation for capital contribution will be subject to the shareholder's discretion as addressed in the bylaws, theoretically any time.

- Eliminate the "paid-in capital" from the business license

The paid-in capital will not be indicated in the business license, meaning that the company does not need to update its business license after the capital contribution.

## IV. Potential impact on foreign investment in China

The issuance of the Amendment in 2013 has undoubtedly had a significant influence on domestically invested companies since they are automatically governed by the PRC Company Law.

Nevertheless, the situation is still unclear when we keep an eye on foreign investment in China, as China has a specific legal regime for foreign investment with laws and regulations in different hierarchies. Consequently, at this stage, it is not clear whether the registered capital reform addressed by Company Law Amendment 2013 is also applicable to the foreign invested companies. The market estimates that, detailed laws clarifying law application issue should be promulgated before March 1, 2014, to avoid confusion in practice.

However, at the current stage, foreign investors should bear in mind that the following aspects could possibly be affected by the registered capital reform, subject to further clarification by Chinese lawmakers:

- Green land investment in China

Whether the elimination of statutory requirement (i.e. minimum amount, cash contribution ratio, time limitation, etc) would be applicable to green land investment in China, meaning that the foreign investor could have a much lower cost about registered capital?

- M&A of domestic companies

Under current M&A rules in China, where M&A of a domestic enterprise by foreign investors is conducted by the method of subscription of capital increase, the foreign investors shall contribute the incremental capital within a statutory time limitation. After registered capital reform, whether such statutory time limitation will continue?

- Usage of registered capital

Under current foreign exchange control in China, the foreign invested company can use the registered capital only after the capital verification of the said capital. Whether the foreign exchange administration department will also issue new rules to simplify the usage of registered capital, to cooperate for the registered capital reform?

- Transaction with Chinese company

Currently China adopts the "annual inspection" system under which the contracting party may face obstacles to obtain the audit report from commercial registry as some commercial registry would not disclose this information unless there is litigation.

As the lawmaker understands that the registered capital cannot reflect the actual credit of a company, China intends to have the public, rather than the commercial registry, to supervise the credibility of the companies, by replacing the "annual inspection" system with the "annual report" system, under which the information of a company can be obtained by any third party from government's official website. The foreign investor should keep an eye on the development of the annual report system, to see whether the financial information is also revealed there.

Those above doubts have to be answered by the coming detailed rules, which deserve the foreign investors' close attention.

## V. Conclusion

With the issuance of the Company Law Amendment 2013, it is clear that many other laws, administrative regulations, decisions of the State Council may have inconsistency with it. It is estimated that detailed laws clarifying legal application issues, in particular for foreign invested companies, should be promulgated before the effective date of the Company Law Amendment 2013. Foreign investors should keep an eye on the development of this legislation to see whether it will bring advantages to their business interests in China. B

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# How to Run Better Meetings

***Martin Klopper FCMI**, BA (Econ), MBA, MCRP is a Vice President of Leadership Development International and Managing Director of LDi Training. Please visit: www.lditraining.cn*

During your working life you will inevitably spend many hours in meetings. Learning how to run a good meeting is a valuable skill to develop, and those who attend your meetings will be grateful. While bad meetings can be frustrating and feel like a waste of time, well run meetings are engaging, energising and result in successful outcomes.

*** Why meetings cause frustration**

↓ frustration

**Why meetings can cause frustration**

- Too many
- No real purpose
- Make straightforward issues complicated
- Last too long
- Platform for the talkative and those with big egos
- Delay decisions or actions

*** Potential benefits of meetings**

↓

**Benefits of good meetings**

- Communicating to a group
- Improving the quality of decisions
- Providing a forum for structured discussions
- Contributing towards teambuilding

*** How to make them successful**

↓

**Keys to successful meetings**

- Only hold them ifneeded
- Identify purpose beforehand
- Ensure people come prepared
- Send out agenda with time budget for each item
- Only invite people affected by the issues to attend
- Ensure all relevant information is available
- Make sure objectives of the meeting are achieved
- Don't put off decisions that need to be made

**Case study: Meetings....Blah, blah, blah....**





According to the Financial Times (October 25, 2004) of the approximately 11 million meetings held every day in the USA, half were said to be a waste of time by those who took part.

Senior executives should need no instruction in the value of time; time is supposed to be money, after all! Yet one management consultant believes that big companies have virtually no grasp of how to manage the time their leaders spend together. "They treat it as if it were a free resource," he says.

His comments are based on research from the Economist Intelligence Unit covering 187 global companies with market capitalisations of at least USD 1 billion. The results are less than impressive.

Of the average 21 hours a month top executives spend together, less than three hours are devoted to discussing strategy. Approximately 80 percent of the time is taken up by issues that account for less than 20 per cent of a company's long-term value: operations, tactics, information sharing and roving discussions.

**Of the average 21 hours a month top executives spend together, less than three hours are devoted to discussing strategy.**

Just 5 percent of respondents said their company had a disciplined process for focusing attention on matters of potentially high value. Agendas were often ad hoc affairs dictated principally by the crisis of the moment. One company even set priorities for its top team's meetings according to whichever executive mentioned their pet topic first.

As a result the urgent crowds out the important. Some 60 percent of the executives said they often got side-tracked before the important items were reached while 22 per cent said it was normal to run out of time before critical items came up.

Next time you go to a meeting you might want to do a quick calculation, as follows:

**# people attending the meeting x average hourly rate (RMB's) x (# hours for meeting + travel time to and from meeting) + expenses related to meeting (travel costs, hotels, meals, refreshments, meeting room costs) = Total cost of meeting**

## How to Improve Meetings

Now that you have been reminded of the difference a good meeting makes, commit to taking the time beforehand

to prepare well. Every minute you spend is inevitably going to bring a significant return on investment for those participating, for your team and ultimately for your customers.

## Preparation

• Ask if the meeting is really needed or could people be informed or give input another way

• Set the purpose: What needs to be achieved? What decisions need to be made? What actions need to be taken?

• Prepare an agenda. Include only relevant items. Group related items together. Put them in order of importance. Allocate appropriate time for each. Collect information that will be needed, and if lengthy summarise it by outlining key points. Send out agendas and key points in advance

• Only invite those affected by agenda.

## Facilitating a Good Meeting

• Begin and finish on time. Stick to time allotted for each item.

• Be sure someone is assigned to taking minutes, especially the key decisions and actions items, and will circulate them afterwards.

• Make sure the purpose and desired outcome are clear.

• Open discussion by inviting specific contributions from the appropriate person/people

• Be sure everyone has an opportunity to contribute.

• Summarise what is being said, the decisions made, and the action items to be taken.

• Be aware of signs of non-participation and seek inclusion and active engagement in the meeting.

So you've had an engaging meeting and achieve your outcome(s). But don't think your meeting leadership is over. Take a few minutes to critique the meeting and note what went well and what you learned from anything that didn't go as well. It is especially important to take time to debrief a meeting, or any event, when it goes well. This is an excellent opportunity for learning and will set you up for more success in the future. Reflect on what, in particular, went well. What did you do to contribute to that? What can you learn that can help you do well next time?

While it does take work to lead good meetings, by being more intentional in this important area you are likely to find that you actually spend less time in meetings, and the ones you have are more fun and more productive. B

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# Amendment to the Administrative Procedure Law of China

**Simon Bai**
**Winners Law Firm**

The Administrative Procedure Law of China ("APL") was officially enacted in October 1990, and was at the time seen as a breakthrough in advancing the country's legal system. Allowing ordinary citizens to bring legal actions against government agencies for the first time, the law was hailed as a major legislative milestone which proved to be a significantly progressive step towards keeping government power in check. But it's now considered by many legal practitioners to be inadequate in meeting current conditions which call for a complete overhaul.

After 23 years of implementation, APL has now been widely criticized for its various failures to effectively address many of the challenges which largely hamper the legal functioning of the administration litigation intended to protect the common citizens' interests in the fight against abusive government agencies. It is now high time to revise the existing administrative litigation system. Moreover, Chinese president Xi Jinping has vowed repeatedly to fight corruption and "contain power within a cage of regulation" since he ascended to take the helm of the nation early in 2013. As one of the existing mechanisms available to clamp down corruption without introduction of more radical political reforms, the leadership is contemplating moderate legal reforms to make government agencies subject to the rule of law.

In this context, an amendment to the APL was submitted for deliberation at the Standing Committee of the National People's Congress in late December 2013, China's top legislature.

This draft amendment is expected to tackle existing deficiencies and optimise the law, as well as to better empower the plaintiff in protection of their legitimate interests.

## I. Failures of Current APL

APL, as it stands now, has encountered many predicaments in practice after more than 20 years of implementation.

Citizens who seek to take the government agencies to court usually find the process frustrating and time-consuming. Plaintiffs have experienced various difficulties in even filing a case with the court in the first place as the courts have been reluctant or have even refused to accept certain cases. There have frequently been undue restrictions on lodging such cases and sometimes local limitations on the number of cases courts will accept etc. due to concerns of social unrest or simply to avoid liability or the embarrassment of local government officials. Many plaintiffs finally drop their cases because of the lengthy process of the legal battle often proves to be both gruelling and hopeless. The fear of retribution may also take its toll and stops the victim of infringement cases from advancing further down the legal proceedings. As a result, some people either give up, or under extreme circumstances resort to more extreme approaches by taking the law into their own hands out of desperation.

More often than not, the ruling of APL cases is not favourable to the plaintiff and statistics show that amongst civil, criminal, and administrative procedure cases, the appeal and petition rates for administrative procedure cases are 6-times higher than civil and criminal lawsuits, according to a China legal expert in administrative law. It indicates that a large proportion of the complaints are usually not adjudicated to the satisfaction of the plaintiff in APL cases. A discontented plaintiff will naturally further proceed to the higher level of court to exhaust whatever legal remedy is available. While administrative cases only account for 1-2 percent of all legal cases, they account for 19 percent of appeals.

If the amendments are to be fully adopted, the legal grounds on which citizens could sue local governments will be expanded and should be more clearly defined.

Under China's government hierarchy, the judiciary at each level still relies on local governments for financial support and designation of major personnel candidates are also dictated by local government and party committees. Although, reforms are being contemplated by the state with respect to more independence of the courts from local influence, things will not happen overnight. Thus it does not come as a surprise that the local courts are usually under enormous pressure not to infuriate the local government by ruling against it. In the meantime, the intervention of party officials and government agencies also happens quite often whereby they exert pressure on courts and judges when a lawsuit is filed against them. Furthermore, even if the court delivers a judgment that is favourable to the plaintiff, it is usually difficult to enforce it in reality as once again nepotism and wide discretion of the local government with respect to compliance with court rulings can easily frustrate the court decision. Sometimes the process can be extremely long due to wilful delays and resistance, even if it finally reaches to the stage of application for enforcement of court ruling.

## II. Wider scope of legal grounds for administrative legal actions

The proposed amendment of APL,

heeding the above-mentioned challenges and thorny problems, provides that citizens will be able to lodge a case with the courts with respect to more types of rights infringement cases which were previously excluded from the scope of cases within the jurisdiction of court in relation to administrative lawsuits. The courts will now accept suits in which government agencies have infringed ownership or rights to use natural resources such as forests, pasture and grassland, land, mineral reserves, mountains and water.

Courts will also be required to accept suits concerning infringement of rural land contracts and land administration rights, illegal fundraising, unlawful collection or requisition of property, or illegal and unfair apportioning of fees.

In the past, the courts do not accept any lawsuit whenever social security issues are involved as they were interpreted as not being suable incidents. According to the proposed new amendment, people will be able to bring cases against local governments which fail to provide appropriate subsistence allowances or social insurance benefits.

If the amendments are to be fully adopted, the legal grounds on which citizens could sue local governments will be expanded and should be more clearly defined.

As many administrative bodies simply refuse to implement or even completely ignore court orders or verdicts which favour citizens, the amendment stipulates that administrative bodies' refusal to execute verdicts should be made public which will put pressure on government agencies and officials. Public supervision can be effective in which case accountability and liability will be more closely scrutinised by the public.

## III. More reforms

The disappointing failures of APL have resulted in a series of damaging ramifications, the worst of which is the erosion of public faith in the judiciary system and trust in the government. Legal procedure is usually the last resort for the ordinary citizen. The APL system desperately needs to rebuild its image of impartiality and independence thus enable the restoration of public faith among the general public in the judiciary.

The proposed amendment to APL, which is yet to be officially approved, although encouraging, is unfortunately far from sufficient to redress the deficiencies plaguing the APL. There are other reforms that are worth consideration and experimentation which have been utilised both in China and other countries.

For example, drawing upon successful experiences of maritime courts in China, which are separate from the regular court system, China might consider setting up a separate administrative court system, making it independent both financially and administratively from both the current judicial system and executive power. The judges will be nominated by the Supreme Court, and appointed directly by the National People's Congress without any influence from the government side. In addition, more accountability on the government agencies when it comes to APL litigation and enforcement should be introduced. More stringent review of the appeal cases shall be put in place in order to stamp out local protectionism favourable to the government agencies. Last but not least, more independence should be granted to courts in general as intervention and fear of revenge by government agencies and officials remain one of the major reasons for court corruption and failures of APL. B

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# Patent Protection in China: Know Before You Go

CHINA IPR SME HELPDESK

Philippe Healey, Project Manager, China IPR SME Helpdesk

Every company producing innovative products in China is strongly advised to use the Chinese patent system. It is absolutely crucial that you apply for patent protection in China for each and every innovation, even if a launch of the respective product in the Chinese market is not yet on the horizon.

Markets change rapidly and patent protection has to be requested before the respective product is introduced anywhere in the world. In particular, a European registered patent has no legal effect in China. IP protection measures should not be limited to filing patent applications. It is advisable to implement an overall IP strategy covering legal, technical, administrative, and political aspects. The Patent Office of the Chinese State Intellectual Property Office (SIPO) receives and examines patent applications and 'invalidation requests'. In order to obtain patent protection in China, the inventor or his employer has to file a Chinese patent application. To ensure full protection from infringement, the application should be filed before the innovation is disclosed to the public by marketing or selling.

## Application/Registration

Foreign companies without a registered office in China must use a local patent attorney to handle the filing of a patent. The quality of the patent attorney and the quality of the application is critical for the value of the protective right. Treat your patent applications as one of your company's most valuable assets in China.





**There are three ways to file a patent:**

· Directly filing a patent application in China

· Filing a patent application first in a foreign country (must be a Member State of the Paris Convention, like all EU countries), and then file a second patent application in China within 12 months (6 months for designs), claiming the priority date of the first application.

· Filing an international patent application under the Patent Cooperation Treaty (PCT), naming China as one of the designated states. A PCT application can be filed with the European Patent Office or any national patent office within the EU. The applicant has to initiate the 'national phase', i.e. the procedure with the Chinese Patent Office, no later than 30 months from the priority date.

A very careful translation of the application is of utmost importance. The national Chinese patent application has to be in the Chinese language, and only the Chinese patent claims eventually determine the scope of protection. In China, if there are two patent applications filed on the same innovation, the patent is granted to the one who filed its patent application first.

## Chinese patent law covers three distinct areas:

An invention patent is granted for innovations in the field of technology that are new and inventive over the prior art (any information relating to the invention which has already been made public), and that possess practical applicability. A utility model patent is granted for new technical solutions relating to the shape and/or structure of an object. In general, the degree of invention required for a utility model patent is not as high as for invention patents.

A design patent is granted for original designs relating to the shape, pattern, colour or a combination of an object. Patent rights commence from the date of publication in the Patent Gazette. The term varies depending on the type of patent.

Terms

· Invention 20 years from the filing date

· Utility Model 10 years from the filing date

· Design 10 years from the filing date

**Beijing, Shanghai and Guangzhou's courts have more experience in handling patent law cases. It is therefore recommended that your company files an infringement complaint with these courts.**

The average duration of application/registration procedure is 3 to 5 years for invention patents while for utility/design patents it amounts to 1 year. In order to obtain enforceable protection rights as soon as possible, it is advisable to file a utility and invention patent application in parallel, and abandon the utility model patent once the invention patent has been issued.

## Practical tips for obtaining effective patent protection in China

Translation: Translation accuracy is always a major issue for patent applications filed by foreign entities in China. Unfortunately, it is common that a patentee finds out the invention, as defined in a Chinese patent, deviates substantially from the original patent application as a result of inaccurate translation. To avoid translation errors, especially in a patent application for an important invention, it is prudent to seek professional confirmation of the translation of the patent specification in Chinese.

Patent Co-operation Treaty applications: The text of the original PCT specification is accepted as the authentic text of a national Chinese patent application. It is recommended to use the PCT route to file patent applications in China.

Amendments during prosecution: China has a very stringent approach with regards to added subject matter and/or amendments made during prosecution. Extending the scope of protection beyond that of the original application may result in a patent being invalidated.

Claims: There are very strict rules on post-grant amendments of claims.

Claims can only be amended by features which are already present in the dependent claims. Dependent claims should include as many useful technical features as possible to cater for possible post-grant claim amendments.

Enforcement of patent rights in China

Patentees have two main options for enforcement once they discover that their rights are being infringed. In practice, judicial enforcement is by far the most effective option. Administrative enforcement by the local Intellectual Property Office (IPO) may be an option in rather simple cases, namely design patent infringement cases (in particular at trade fairs).

In contrast, complex technical questions related to 'invention' or 'utility model' patents are normally much less suitable for administrative procedures.

## Preparing a patent infringement complaint

Filing a civil patent infringement complaint requires very careful planning and preparation of the case. Deficits are likely to result in inadequate court proceedings. If a company encounters patent infringement in China: The first step should be to hire an experienced patent lawyer. The second step requires an in-depth analysis of the facts of the case by the patent lawyer (in particular, an analysis of the infringing embodiment and a review of the validity of the patent). An infringement complaint can either be filed at the place where the infringer is located, or where the infringing act (e.g. the sale) occurs. However, unlike the provincial courts, Beijing, Shanghai and Guangzhou's courts have more experience in handling patent law cases. It is therefore recommended that your company files an infringement complaint with these courts. It is also necessary to establish proof of infringement in these cities e.g. by initiating a delivery. For this purpose, it is advisable to use local investigation firms to approach the infringer. The plaintiff can also make a request to the People's Court to stop infringing acts immediately, preventing losses before and during the lawsuit. This is called a 'preliminary injunction'.

## Trial procedures, timeline and outcome

If the proceedings are not stayed pending the separate invalidation proceedings before the Patent Re-examination Board (PRB), the average duration of first instance proceedings involving a foreign party is approximately two years. The Civil Procedure Code requires a second-instance case to be completed within three months, but the courts can extend the time limits. For foreign-related cases, there is no definite time limit for rendering a final decision. The court fees for each instance are relatively low (varying from 2.5 to 1.5% of the value of the infringement).

## Damages and fines

There are four methods for calculating the amount of damages for patent infringement (reasonable expenses spent by the patentee on investigation and prevention of infringement):

The loss suffered by the patentee;

The profits the infringer has earned;

Appropriate multiple of licensing fees;

When damages cannot be determined by any of the three methods mentioned above, the court may award 'lump sum' damages up to CNY 1,000,000.

## Take-away messages

· Protecting your rights can be difficult, however in the long run it will save you a lot of time and money if you ensure you that you apply for the relevant patents before using your product in the China market.

· Tailor your intellectual property rights protection strategy to the specific needs of your company; prevention and effective monitoring are key components and should be fully assessed.

· Filing simultaneously for a Utility Model (UM) and invention patent provides a quicker way of securing your IP: UMs are often overlooked by foreign entities but can be a powerful tool when used effectively, often in conjunction with an invention patent. B

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# When Science Fiction Becomes Science Fact

*By Stephen P. Ashton*

We truly live in an exciting time, never has technology been as easily accessible for the average consumer. Technological advances which enrich our daily lives are being developed for us every day. It is hard to believe these scientists have built these amazing feats of engineering, but the initial idea behind for the technology is the most impressive aspect of these accomplishments. The level of imagination needed to conceptualize these technologies is beyond the average man, but are these ideas those of scientists, or science fiction writers?

Science fiction allows for the design of technologies, values, economics and political views which are not currently possible in the "real world". As much of these works are based on pseudoscience not fact, they are not restricted by current scientific fact. As Clark's 3rd law states "Any sufficiently advanced technology is indistinguishable from magic". How true this statement is. Imagine showing people your Iphone back in the 1300s for instance. You would have probably been hanged for witch craft. Maybe this wouldn't have been the case if they had science fiction literature.

Many people accused Da Vinci of being an insane fantasist for his designs of helicopters and tanks in the early 1500s, suggesting his designs were absurd and impossible. But is it an evolved imagination which leads to the belief of the impossible instead of dismissing it as magic? Nowadays we can see a number of technological innovations which closely resemble devices and gadgets from well known sci-fi films. Let's take a look at some of the most striking examples…

## Google Glass

The project known as "Glass" is currently in the developer testing phase, which is by invitation only. The project is based on a modular glasses design with an optical head mounted display and voice operation. The idea is to give a hands-free smartphone

experience with an unobtrusive display. The device is controlled by voice commands, along with a small touch pad on the side.

The device runs Google's "Android" operating system and features a camera for taking hands-free pictures up to 5 megapixels and video up to 720p. A bone conduction transducer transmits sound. This vibrates your skull to transfer sound to your inner ear. As there isn't any propagation through air the sound is almost inaudible to others. The device has wifi and Bluetooth which allows it to connect to the internet and other devices. Other features include on-board storage, accelerometer, magnetometer and gyroscope.

If this technology seems familiar, that's because you may have seen similar "heads-up-display" devices in films such as "Universal Soldier", "The Terminator", "Iron Man" and "Star Trek". The augmentation of our vision with the aid of hardware has been a sci-fi theme for decades. Utilising these portable head mounted computers to display extra information based on our surroundings is an interesting notion which is soon to be a reality for the average consumer.

**Many people accused Da Vinci of being an insane fantasist for his designs of helicopters and tanks in the early 1500s.**

## Self-driving Cars

Google has also been developing a driverless or autonomous car. This is a car which is able to transport a person without their involvement in the control of the vehicle. It is achieved using a combination of LIDAR (laser radar system) creating real-time 3D maps and high-resolution maps that Google have already created. By comparing the two, a safe driving route can be created and maintained for the journey.

Driverless cars and autopilot systems are again commonplace in science fiction. Look-up films such as "Minority Report", "I Robot", "Knight Rider", "Total Recall" and "Demolition Man". All of them feature driverless cars. It is also worth noting that there is a lack of traffic congestion in the societies depicted in these films. Traffic accidents only occur in these films when the controls are taken over and manual drive is initiated by the film's main protagonists!

## Amazon Octocopters

Amazon have recently stunned the technology world by announcing plans to introduce a drone delivery system for small packages. The project known as "Prime Air" is planned to be introduced within the next four to five years. Utilising "Octocopters", which are small unmanned drones that travel through the air on eight small propellers, Amazon expects deliveries within 30 minutes of ordering. They will have a range of around 10 miles and can carry a weight of up to 5 pounds. The drones will use GPS coordinates to find the delivery targets. It's unclear what will happen once it has reached its destination.

Delivery drones have been in recent films such as: "Hunger Games", "Hunger Games Catching Fire" and "Aeon Flux". Using unmanned aerial delivery methods could cut down delivery time, as well as reducing traffic congestion and pollution. It could also give the postal service the shake-up it needs. The potential to revolutionise retailing seems to be spearheaded by Amazon, who seems determined to continue its current path of growth through innovation through the use of technology.

## Invisibility Cloaks

Invisibility cloaks or stealth technology really does seem to be a thing of magic. However, there have been some interesting scientific breakthroughs in the field. Whilst passive methods have been used in the past and have created moderate success, the downfall has been that if you cloak one part of the light spectrum then we see a boost of visibility in another part. New research using man-made active methods have yielded promising results.

Invisibility technology has been seen in films and film franchises such as: "Predator", "Star Trek" and "Harry Potter", whilst the last one is considered magic; maybe Clark's third law may apply? Military and espionage would be the sector to most benefit from this technology, but communication technology could use it to reduce interference by cloaking problematic frequencies.

## Transporters

Transporter/teleporter technology is capable of transmitting matter across distances in a fraction of time that traditional transportation would take, without a physical link. It works by turning matter into energy, transmitting it whatever distance is required and reassembling the matter from the energy at the other side.

For the purposes of understanding the idea you can think of the identical pair of particles as matter to make an object and the third particle as the person or object you want to transport. As you change the matter into the person on one side, the other side would change also, however this would destroy the original subject. Obviously the technology is in its infancy and can only manage a single particle at this time. However even this is a great achievement as it could be the basis of a "quantum internet" which could transmit huge amounts of data at very fast speeds.

Obviously the idea was pioneered by "Star Trek" but has also been realised in "Stargate" and "Harry Potter". This idea is well worth pursuing as it could help with cutting down carbon emissions, congestion, accidents and speeding up travel time by immeasurable amounts.

## Virtual Reality Environments

A virtual environment is created by giving the impression of an interactive, fictional, immersive location in the real-world. There are a few ways this can be achieved with our current technology. Methods include projection and stereoscopic heads-up display.

Microsoft submitted a patent for a for a system which creates a 360 degree environment for game play with the X box, the system is provisionally called "IllumiRoom", using the "Kinect" motion sensor already available. The X box will scan your room and incorporate furniture and room architecture into the virtual environment. Next a projection system will display the environment onto the room surfaces to create the immersive effect. The visuals created will be updated in real-time using the projector/"Kinect" combination. Also known as project "Holodeck", this is a giant leap forward in the field.

These technologies have been used extensively in film and TV. For example, "Star Trek", "Promethius" and, "Red Dwarf". But the technologies that are currently available all use trickery of our visual systems to achieve mimicked 3D environments, not true environments., We need to invent force fields to create real-life objects with matter.

## Commercial Space Travel & Moon/Mars Colonisation

Space travel may have captured the imagination of more people than any other science fiction theme. Although we accomplished space travel in 1961, the commercialisation of flights to space or even the colonisation of other planets is only just beginning to happen.

Virgin Galactic is a project from the company run by Richard Branson. The project offers sub-orbital flights. These are flights which reach space but rather than orbiting the earth it follows a trajectory to return back into the atmosphere. Plans to colonise Mars are also underway. A company in the Netherlands known as "Mars One" have begun preparations for creating the first one-way mission to create a permanent outpost on the red planet. This venture has already gained 200 000 volunteer applications to be part of the project. The mission planned to begin in 2018 by sending a satellite for an exploratory mission and then for colonisation to begin by 2025.

Science fiction is full of examples of space flight with the most notable being "Star Trek" and "Star Wars". Colonisation of planets too can be seen in films like "Total Recall" and "Starship Troopers". While space exploration may just seem to be important in terms of satisfying our curiosity, there may come a time sooner than you think when it becomes a necessity; for instance in the event of an impending asteroid strike on earth.

## See the future now

I hope I have shown how important imagination is to society. The arts are becoming less and less respected, with many putting a higher value on sciences and vocational skills. But what if we didn't have these creative outlets to inspire and influence the future? Would we be advancing at the rate we are? Next time you meet a science fiction writer or artist you might think about how they have the potential to help the world advance before you dismiss them as unimportant or crazy. If you want to see into the future, turn on your TVs, open a book or go to the cinema. B

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2014首届天津曹禺国际戏剧节
2014 The First Tianjin Cao Yu International Theatre Festival

禁錮
老舍

编剧 老舍
导演 焦菊隐 夏淳
舞美设计 王文冲 宋垠 关哉生
复排艺术指导 林兆华
复排艺术顾问 郑榕 蓝天野 朱旭 宋垠
领衔主演 梁冠华 濮存昕 杨立新

2014年3月11-13日 星期二-四 19:30 天津大剧院歌剧厅（河西区平江道58号增1号） 北京人民艺术剧院演出
抢票热线：022-83882000 / 022-23320068 / 4000567790 / 8008187790
票价：180 / 280 / 480 / 680 / 880 / 1080 / 1280元
网上订票可享9折优惠！ www.tjgtheatre.org wap.tjgtheatre.org
官方网站：www.tjgtheatre.org 新浪微博：http://weibo.com/tjdjy 腾讯微博：http://t.qq.com/tjgtheatre

# Upcoming Events:

AmCham China TIANJIN 中国美国商会·天津

### Monthly Tianjin Executive Breakfast Briefing

**7:15-9:00 AM, Thursday, February 20 – The St. Regis Tianjin**

AmCham China, Tianjin would like to invite you to the first monthly executive breakfast of 2014, on January 16. This event is a great opportunity to meet the members of our 2014 Executive Committee and to be involved in the Tianjin professional community. Network and share information with your fellow members whilst enjoying a delicious breakfast for a great price.

Stay tuned for more information about the guest speaker for this month's breakfast.

**Venue:**

Riviera, 1F, the St. Regis Tianjin

**天津瑞吉金融街酒店1楼蔚蓝海餐厅**

No. 158 Zhang Zi Zhong Road, Heping District, Tianjin, 300010

**天津市和平区张自忠路158号**

**Tel:** 86-22-58309999

**Program:**

7:15 - 7:30 AM Registration and networking

7:30 - 9:00 AM Briefings with breakfast

### Monthly Tianjin Women's Professional Committee (WPC) Executive Lunch

**Speaking the Five Love Languages**

**12:00-2:00 PM, Thursday, February 27 – Hotel Indigo Tianjin Haihe**

AmCham China Tianjin invites you to the WPC's monthly executive lunch, an excellent networking opportunity for female senior executives. The WPC aims to reach out to women in Tianjin as we hope that through strong mutual support and friendship, we will make Tianjin a better place to work and live in. Through such regular get-togethers, AmCham China Tianjin chapter hopes to strengthen ties amongst women in Tianjin.

Our guest speaker this month will be Ms. Andrea Klopper, Intercultural Training Consultant at LDi Training. She will give a talk on 'Speaking the Five Love Languages'. This will be based on the seminal work of American Gary Chapman who is an internationally respected marriage and family life expert. His book on the five love languages that he has identified has been translated into some 36 languages and has been applied to various contexts such as marriage, children and teenagers. It could no doubt help make our workplaces more convivial places too!

Andrea has had a varied teaching career in South Africa, the UK and China teaching school students, university students, and adults. Her experiences in three continents have been enhanced by wide reading and various intercultural studies added to her B.A. Hons. , Post-Graduate Diploma in Education, M.Sc. Education, TEFL Diploma. She has more recently added corporate coaching to her raft of skills. Cycling around Tianjin and exploring the fast-disappearing historical locations are also what she enjoys, as well as seeking opportunities to make local friends.

**Venue:**

TJ Club, 3F, Hotel Indigo Tianjin Haihe

**天津海河英迪格酒店3楼天津汇**

No.314 Jiefang South Road, Hexi District, Tianjin

**天津市河西区解放南路314号**

**Tel:** +86 22 8832 8888

**Program:**

12:00-12:30 PM Registration and Networking

12:30-1:20 PM Lunch

1:20-2:00 PM Presentation

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



Chamber Reports

# Past Event:

GERMAN CHAMBER of Commerce in China • North 中国德国商会·华北及东北地区

### Neujahrsempfang 2014 in Tianjin

**Friday, January 17, 2014**

The German Chamber of Commerce cordially invited its members in Tianjin to an exclusive New Year Reception at the St. Regis Hotel on January 17. The welcoming speeches were held by Ms. Alexandra Voss, Executive Director of the German Chamber of Commerce - North China, and Mr. Christoph Kaiser, Member of the German Chamber Advisory Council Tianjin. Both reviewed the successful work of the German Chamber in the past year, having welcomed nearly 100 new Chamber members and having organized more than 180 events with over 6000 participants in North China, and presented an outlook on the projects and activities in 2014. The well attended Reception was the first high-level get-together of the year along with dinner buffet, drinks, live music, and networking opportunities.

The German Chamber looks forward to continuing to support our members in 2014 and wishes everyone a happy and successful (Western and Chinese) New Year.

# Upcoming Event:

**February 26, 2014: Kammerstammtisch Tianjin, Drei Kronen 1308 Brauhaus Tianjin**

Room 1502, Global Center, No. 309 Nanjing Road, Nankai District, Tianjin 300073 **Tel / Fax:** +86 22 8787 9249 tianjin@bj.china.ahk.de

# Listening to World Class Classical Music @ Two Grand Concerts in the Beginning of 2014

From the end of 2013 to the beginning of 2014, there were two especially prolific and world class concerts in Tianjin.

The first was by Zubin Metha and the Orquetra de la Comunitat Valencian which was held at the Tianjin Grand Theatre on 28 December 2013; the other one was Lang Lang's New Year Concert held at Tianjin Grand Auditorium on 5 January 2014. Tianjin Plus was invited to attend these two magnificent events and meet these world leading classical musicians.

Zubin Metha is one of the best conductors in the world has done a large number of successful symphony performances in his life. In recent years he has been conducting with Chinese famous pianist Lang Lang. He said that Lang Lang will become one of classical music's biggest ever stars. This time was his first time in Tianjin, and he extended thanks and appreciation to Tianjin audiences when he heard that his symphony's ticket was sold out!

This recent performance was Lang Lang's fourth time in Tianjin. This time he chose the city's most remarkable and historically rich hotel, Qing Wang Fu, as his official hotel in Tianjin. His New Year Concert has already become an annual event in thiscity. In previous years, Lang Lang held his concerts at the Tianjin People Stadium; but this time he would come to the Tianjin Grand Auditorium with other professional players. Also, this concert was only for charity and all the money generated by ticket sales was donated to Tianjin SOS Welfare. At his media conference, Lang Lang and his supporting piano company donated a specially imported American Piano to Tianjin SOS Welfare. Lang Lang also will become Tianjin's image publicising ambassador.

These two grand concerts undoubtedly became the soul food for everyone in the beginning of 2014.

# Wanda Hotels and Resorts Holds its First Brand Ceremony

On January 13, 2014, Wanda Hotels and Resorts held its first grand annual brand forum and ceremony with the theme "The Future of Chinese Brands". Nearly three hundreds guests gathered together with both foreign and domestic media to enjoy a feast of high-end hotel brands. According to sources, the forum was held at Wanda Realm Beijing Hotel. It aimed to provide an all-around platform for interaction, sharing and communication within the Chinese hotel industry and tourist industry.

The 2013 Brand Ceremony for Wanda Hotels and Resorts covered two sectors: the brand forum and brand ceremony. First, Mr. Daniel Voellm, the Managing Director of Great China and Bangkok of HVS delivered the "2013 Brand Development Report for Wanda Hotels and Resorts". The brand forum gathered together some of the industry's elite minds, who exchanged ideas through an extraordinary discussion.

Presided over by Mr. Rupert Hoogewerf, Chairman and Chief Researcher of the Hurun Report, Mr. Ilja Poepper, Vice President of Wanda Hotels and Resorts, the Managing Director of Greater China and Bangkok of HVS - Daniel Voellm, Mr. Ernst Zimmerman from AVA Hospitality, and Director Simon Press from the Global Tourist Market, Reed Travel Exhibitions, the topic of "Strength and Threat for Chinese Brand Going Global" was discussed.

Mr. James Chau from Britain, the famous anchorman from CCTV9, hosted the brand and award ceremony on the night. Senior Director - Simon Press, from the Global Tourist Market, Reed Exhibition Company, presented the "Global Award" for the 2013 World Travel Market to Wanda Hotels and Resorts. The widely acclaimed awards for the "Best Wanda Realm Hotel", "Best Wanda Vista Hotel", "Best All-day Dining Restaurant", "Best Business Partner", "Best Online Travel Agency", "Best Supplier", and "Best Support Media", etc. were also unveiled during the ceremony.

The award ceremony was closed by Ms. Wang Ling from the China Charity Federation, who presented the award for the "Hotel Making the Best Contribution to the Wanda Children's Foundation".

| List of Awards: | |
|---|---|
| 2013 Best Chinese Restaurant | Zhen Chinese Restaurant at Wanda Vista Changsha |
| 2013 Best All-day Dining Restaurant | All-day Dining Restaurant at Wanda Vista Quanzhou |
| 2013 Best Online Travel Agency | Ctrip.com |
| 2013 Best Partner and Supplier | TechnoGym |
| 2013 Best Support Media | Xinhua News Agency |
| 2013 Best Wanda Realm Hotel | Wanda Realm Harbin |
| 2013 Best Wanda Vista Hotel | Wanda Vista Changsha |
| 2013 The Best Contribution to the Wanda Children Foundation | Wanda Vista Changsha |

# FEBRUARY 2014

Tianjin & Beijing & Shanghai EVENTS

Include your event
email to editor@businesstianjin.com

## 31 FRI 星期五

**Lantern Festival Held in Shanghai's Yuyuan Gardens**
**元宵节庙会**
Yuyuan Shopping Centre,
269 Fangbang Zhonglu, Huangpu District
**上海市黄浦区方浜中路269号豫园购物中心**
**18:00**
+86 21 2302 9999
Jan 31-Feb 17

## 08 SAT 星期六

**Joe Hisaishi & Miyazaki Hayao's Music**
**天空之城——久石让与宫崎骏作品音乐会**
Tianjin Concerthall
**天津音乐厅**
**19:30**
**¥ 50-380**
**+86 22 2332 0068**

## 05 WED 星期三

Editor's pick

**Agata Igras-Sawicka Flute Concert**
**飞翔的梦—阿格达·伊格拉斯-萨维斯卡长笛音乐会**
Concert Hall, Tianjin Grand Theatre
**天津大剧院音乐厅**
**19:30**
**¥ 50-280**
+86 22 8388 2000, 8388 2002, 2332 0068

## 14 FRI 星期五

**Zhongguo Sheng & Hiroko Seta Violin & Piano**
**永恒的爱**
**——盛中国濑田裕子小提琴钢琴名曲音乐会**
**Tianjin Concerthall 天津音乐厅**
**19:30**
**¥ 50-580**
xikaicathedral@gmail.com

## Special Days

| | | | |
|---|---|---|---|
| 1 Jan | New Year | 30 Jan | Chinese New Year's Eve (chú xī) |
| 5 Jan | Lesser Cold (xiǎo hán) | 31 Jan | Chinese Spring Festival |
| 20 Jan | Great Cold (dà hán) | | |

## 15 SAT 星期六

**Tianjin Philharmonic Chamber Series No.3: Baroque Music**
**巴洛克时期的复调音乐**
**——古典音乐飨宴系列之三**
Tianjin Concerthall
**天津音乐厅**
**19:30**
**¥ 50-380**
**www.ibec-info.org/2014/**

## 26 WED 星期三

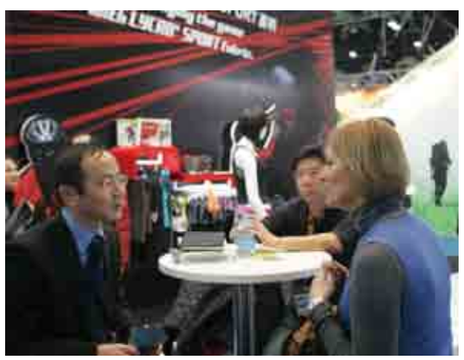
**VINISUD ASIA 2014**
**VINISUD 亚洲 2014**
Shanghai World Expo Exhibition & Convention Center **上海世博会展中心**
vinisud-asia.com

**China Wedding Expo**
**中国婚博会**
Shanghai World Expo Exhibition & Convention Center **上海世博会展中心**
vinisud-asia.com
Feb 26-28

## 19 WED 星期三

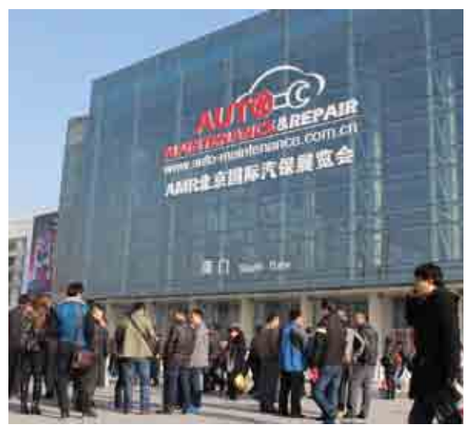
Editor's pick

**ISPO China**
**亚洲运动用品与时尚展**
China National Convention Center
**国家会议中心大酒店**
**beijing.ispo.com**
Feb 19-22



## 26 WED 星期三

**AUTO MAINTENANCE & REPAIR**
**汽保展览会**
New China International Exhibition Center\
**北京新中国国际展览中心**
www.biztradeshows.com
Feb 26-Mar 1



## Common Chinese Characters 1 of 2500

Hànzì: Yī
汉字：一
Chinese Character: one

Bùshǒu: Yī
部首：一
Radical: one

Cíxìng: Zhōngxìngcí / shùcí
词性：中性词/数词
Word Type: neutral word/number

Dāpèi: Dì-yī, yīge, yīgòng
搭配：第一，一个，一共
Combinations: first, one (a), total

Lìjù: Jīntiān shì dì-yī tiān. Tā yǒu yīge mèimei. Zhèr yīgòng yǒu 10 ge rén.
例句：今天是第一天。他有一个妹妹。这儿一共有10个人。
Example Sentences: Today is the first day. She has one (a) little sister. In total there are 10 people here.

Bèizhù: “Yī” zhège zì shì shùcí, yībān yòngyú biǎoshì shùliàng héshùn xù, yě kěyǐ biǎoshì quánbù.
备注：“一”这个字是数词，一般用于表示数量和顺序，也可以表示全部。
Notes: The character “yi” is a number. Typically it is used to indicate quantity and order, it can also indicate total/complete.

## Common Chinese Characters 2 of 2500

Hànzì: Yǐ
汉字：乙
Chinese Character: second

Bùshǒu: Yǐ
部首：乙
Radical: second

Cíxìng: Zhōngxìngcí / shùcí
词性：中性词/数词
Word Type: neutral word/number

Dāpèi: Yǐ fāng, yǐ jí
搭配：乙方，乙级
Combinations: second party, second class/level

Lìjù: Tā shì zhè cì hézuò de yǐ fāng.
Tā ná dàole yǐ jí zhèngshū.
例句：他是这次合作的乙方。
他拿到了乙级证书。
Example Sentences: He is the second party in this partnership.
He obtained a second level certificate.

Bèizhù: “Yǐ” zhège zì shì shí tiāngān de dì-èr wèi, zài Hànyǔ zhōng dàibiǎo “èr”. Yǐ jí jiùshì èr jí, yě yòngyú biǎoshì lìngyī fāng.
备注：“乙”这个字是十天干的第二位，在汉语中代表“二”。乙级就是二级也用于表示另一方。
Notes: The character “yi” is the second position of the ten heavenly stems, in Chinese its used to represent “second”. “Yi” level means “second” level, and can also be used to indicate a second party.

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





## Common Chinese Characters 3 of 2500

Hànzì: Èr
汉字：二
Chinese Character: two

Bùshǒu: Èr
部首：二
Radical: two

Cíxìng: Zhōngxìngcí / shùcí
词性：中性词/数词
Word Type: neutral word/number

Dāpèi: Dì-èr, èrshí
搭配：第二，二十
Combinations: second, twenty

Lìjù: Nǐ shì dì-èr cì lái ma?
Tā jīnnián èrshí suì.
例句：你是第二次来吗？
他今年二十岁。
Example Sentences: Is this the second time you've come here?
He is twenty years old this year.

Bèizhù: “Èr” zhège zì shì shùcí, yībān tā yòngyú biǎoshì shùliàng héshùn xù.
备注：“二”这个字是数词，一般它用于表示数量和顺序。
Notes: The character for “two” is a number. Typically it is used to indicate quantity and order.

## Common Chinese Characters 4 of 2500

Hànzì: Shí
汉字：十
Chinese Character: ten

Bùshǒu: Shí
部首：十
Radical: ten

Cíxìng: Zhōngxìngcí / shùcí
词性：中性词/数词
Word Type: neutral word/number

Dāpèi: Shí ge, sānshí, shínián
搭配：十个，三十，十年
Combinations: ten, thirty, ten years

Lìjù: Wǒmen yǒu shí gēn shǒuzhǐ. Wǒ jīn niánsānshí suì. Wǒmen jiéhūn shínián le.
例句：我们有十根手指。 我今年三十岁。我们结婚十年了。
Example Sentences: We have ten fingers. I'm thirty years old this year. We have been married for ten years.

Bèizhù: “Shí” zhège zì shì shùcí, yībān tā yòngyú biǎoshì shùliàng héshùn xù.
备注：“十”这个字是数词，一般它用于表示数量和顺序。
Notes: The character “er” is a number. Typically it is used to indicate quantity and order.

## Common Chinese Characters 5 of 2500

Hànzì: Dīng
汉字：丁
Chinese Character: fourthe

Bùshǒu: Dīng
部首：丁
Radical: fourth

Cíxìng: Zhōngxìngcí / shùcí
词性：中性词/数词
Word Type: neutral word/number

Dāpèi: Dīngxiāng huā, yuándīng
搭配：丁香花，园丁
Combinations: lilac, gardener

Lìjù: Zhè shì dīngxiāng huā.
Tā shì yuándīng.
例句：这是丁香花。
他是园丁。
Example Sentences: This is a lilac.
He is a gardener.

Bèizhù: “Dīng” zhège zì shì shí tiāngān de dì-sì wèi, zài Hànyǔ zhōng dàibiǎo “sì”. Yě biǎoshì chéngnián nánrén, hái yòngyú yīxiē gùdìng cíyǔ.
备注：“丁”这个字是十天干的第四位，在汉语中代表“四”。也表示成年男人还用于一些固定词语。
Notes: The character “ding” is the fourth position of the ten heavenly stems, in Chinese its used to represent “fourth”. It can also indicate adult males, and is used in certain specific word combinations.

## DINING

# TIANJIN

### Chinese

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

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

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

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

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

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

### Japanese

**Benkay Japanese Dining**
**A:** 5F, Hotel Nikko Tianjin, No. 189 Nanjing Lu, Heping District
**T:** +86 22 8319 8888 ext. 3558
**和平区南京路189号天津日航酒店5层**
**弁慶日本料理餐厅**

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

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

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

**Seasonal Tastes**
**A:** 1F, 101 Nanjing Road, Heping District
**T:** +86 22 2389 0168
**知味全日餐厅**
**和平区南京路101号一层**

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

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

### Thai

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

### Western

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

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

**Aulare Latin Restaurant**
**A:** Magnetic Plaza, Building A4 2-16, Binshui Xi Dao Nankai District
**T:** +86 187 2229 0691
**E:** tianjin@aulare.com
**艾伊莎贝西餐厅**
**南开区宾水西道时代奥城A4座2-16号**

**Texas BBQ Saloon**
**A:** Units 115 and 128, Central Avenue, Building C7, Magnetic Plaza, Nankai District
**T:** +86 22 8713 5555
+86 182 0258 9904 (English)
+86 182 0258 9924 (Chinese)
**德克萨斯风味烧烤西餐厅酒吧**
**南开区奥城商业广场C7座115-128**

**Prego Italian Restaurant**
**A:** 3F, 101 Nanjing Road, Heping District
**T:** +86 22 2389 0173
**Prego意大利餐厅**
**和平区南京路101号三层**

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

**Bistro Thonet**
**A:** No.55 Chongqing Road, Heping District
**T:** +86 22 8713 5555
**E:** info@qingwangfu.com
**W:** qingwangfu.com
**庭悦咖啡**
**和平区重庆道55号庆王府院内**

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

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

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

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

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

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

**Promenade Restaurant**
**A:** 1F, The St. Regis Tianjin No. 158, Zhang Zizhong Road Heping District
**T:** +86 22 5830 9959
**河岸国际餐厅**
**和平区张自忠路158号天津瑞吉金融街酒店一层(津塔旁，哈密道正对面)**

## DINING

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

**Mighty Deli (South Park Store)**
**A**: No. 85-87, Shuishang Gongyuan West RD, Nankai, Tianjin (opposite to Nancuiping Park) **南开区水上公园西路85-87号南翠屏公园对面**
**T**: +86 22 8783 9683
(Somerset Store)
**A**: 5F, Somerest Youyi, Pingjiang Dao, Hexi District
**天津市河西区平江道盛捷服务公寓5层**
**T**: +86 22 2810 7747

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

**Inasia Restaurant**
(Olympic Stadium Store)
**A**: 4F, A·Hotel, Olympics Gym, Nankai District,Tianjin **天津市南开区水滴体育馆A·Hotel四楼**
**T**: +86 22 2382 1666/2233
(Somerset Store)
**A**: 5F, Somerest Youyi, Pingjiang Dao, Hexi District **天津市河西区平江道盛捷服务公寓5层**
**T**: +86 22 2810 7992

## SERVICES

### Bars

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

**O'Hara's**
**A:** Astor Wing, The Astor Hotel, A Luxury Collection Hotel, Tianjin No. 33, Tai'er Zhuang Lu Heping District
**T:** +86 22 2331 1688 ext. 8919
**海维林酒吧**
**利顺德翼，和平区台儿庄路33号天津利顺德大饭店豪华精选酒店一层**

**The St. Regis Bar**
**A:** 1F, The St. Regis Tianjin. No. 158 Zhang Zizhong Road, Heping District
**T:** +86 22 5830 9958
**瑞吉酒吧**
**和平区张自忠路158号天津瑞吉金融街酒店一层**
**(津塔旁，哈密道正对面)**

**Purple Bar**
**A:** 2F, Radisson Blu Plaza Hotel Tianjin
66 Xinkai Road, Hedong District
**T:** +86 22 2457 8888 – 3278
**葡吧**
**河东区新开路66号**
**天津天诚丽笙世嘉酒店2层**

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

### Education

**University of Maryland Robert H. Smith School of Business China Leadership EMBA Program**
**A:** 2505-A CITIC Building, 19 Jianguomenwai Street Beijing
**T:** +86 10 6500 3930
**E:** Beijing@rhsmith.umd.edu
**W:** rhsmith-umd.cn
**马里兰大学史密斯商学院中国领导力EMBA项目**
**北京市朝阳区建国门外大街19号国际大厦2505-A**

**Jeff's House Kindergarten**
Welcome to my house. We will play, learn and grow together. We are a family. We and our parents will all be the masters.
**A:** No. 77, Munan Dao, Heping District
**T:** +86 22 2331 0236/0636
**W:** jeffhouse.net
**杰夫幼稚园**
**和平区睦南道77号(近河北路)**

### International Schools

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

**Hanbridge Education**
**A:** C4-308/309, Magnetic Capital International Office Building
**T:** +86 22 5837 5737
**汉桥教育**
**奥城国际写字楼C4-308/309**

**Tianjin International School**
**A:** No.4-1, Sishui Dao, Hexi District
**T:** +86 22 8371 0900 ext. 311
**天津国际学校**
**河西区泗水道4号增1**

**Wellington College International Tianjin**
**A:** No. 1, Yide Dao, Hongqiao District
**T:** +86 22 8758 7199 ext. 8001
**Mobile:** +86 187 2248 7836
**E:** admissions@wellington-tianjin.cn
**W:** wellington-tianjin.cn
**天津惠灵顿国际学校**
**红桥区义德道1号**

### Event Planning

InterMediaChina is Tianjin's premiere event planning company. We will pinpoint the features that can make your event a success and ensure that your target audience is reached through superb advertising and promotion.
Also arrange the following:
• Budgeting
• Selecting and reserving the event site
• Transportation and parking
To set up an event with InterMediaChina, please send e-mail to gm@intermediachina.com

### Catering Solutions

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

### Hotels & Apartments

★★★★★ **Hotels**

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

**Hotel Indigo Tianjin Haihe**
**A:** No.314 Jiefang South Road, Hexi District, 300202, Tianjin
**T:** +86 22 8832 8888
**F:** +86 22 8832 6868
**天津海河英迪格酒店**
**中国天津市河西区解放南路314号**

## SERVICES

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

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

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

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

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

**Yi Boutique Luxury Hotel Tianjin**
**A:** No. 52-54, Min Zu Road, Hebei District
**T:** +86 22 2445 5511
**天津易精品奢华酒店**
**河北区民族路52-54号**

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

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

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

**The Astor Hotel,**
**A Luxury Collection Hotel, Tianjin**
**A:** No. 33, Tai'er Zhuang Lu,
Heping District
**T:** +86 22 2331 1688
**天津利顺德大饭店豪华精选酒店**
**和平区台儿庄路33号**

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

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

### Apartments

**Astor Apartment**
**A:** No. 32, Tai'er Zhuang Lu
Heping District
**T:** +86 22 2303 2888
**利顺德公寓**
**和平区台儿庄路32号**

**Ariva Tianjin Binhai Serviced Apartment**
**A:** No. 35 Zi Jin Shan Road, Hexi District
**T:** +86 22 5856 8000
**F:** +86 22 5856 8008
www.stayariva.com
**滨海·艾丽华服务公寓**
**天津市河西区紫金山路35号**

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

**Qing Wang Fu Club Suites & Serviced Residences**
**A:** No.55 Chongqing Road,
Heping District
**T:** +86 22 8713 5555
**E:** info@qingwangfu.com
**W:**qingwangfu.com
**庆王府公馆**
**和平区重庆道55号**

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

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

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

**Wanda Vista Tianjin**
**A: 486 Bahao Road, Da Zhi Gu, Hedong District, Tianjin 300170**
**T: +86 22 2462 6888**
**F: +86 22 2462 7000**
**天津万达文华酒店**
**中国天津市河东区大直沽八号路486号**

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

### Logistics

LOGISTICSTIANJIN can provide a full range of LOGISTICS SERVICES:
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**E:** gm@promotianjin.com

### Real Estate

**CBRE Tianjin**
**A:** 42F, Units 12 & 13, Tianjin World Financial Centre Office Tower, No. 2 Dagubei Road, Heping District.
**T:** +86 22 5832 0188
**W:** cbre.com.cn
**世邦魏理仕天津分公司和平区大沽北路2号天津环球金融中心津塔写字楼42层12-13单元**





## SERVICES

**Jones Lang LaSalle**
**A:** Unit 3509, The Exchange Mall Tower 1, No.189 Nanjing Road, Heping District.
**T:** +86 22 8319 2233
**W:** joneslanglasalle.com.cn
**仲量联行天津分公司**
**天津市和平区南京路189号津汇广场1座3509室**

### Rentals

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

### Serviced Office

**The Executive Centre**
Asia-Pacific's Premium Serviced Office Provider
**A:** 41F, Tianjin World Financial Center 2 Dagubei Road, Heping District Tianjin
**T:** +86 22 2318 5111
**W:** executivecentre.com
**天津德事商务中心**
**和平区大沽北路2号天津环球金融中心津塔写字楼41层**

**Regus Tianjin Centre**
**A:** 8th Tianjin Centre, No.219 Nanjing Road, Heping District
**T:** +86 22 2317 0333
**Regus Golden Valley Centre**
**A:** 11th Floor, Block One, Golden Valley Centre, Heping District
**T:** +86 22 5890 5188
**W:** www.regus.cn
**雷格斯天津中心**
**和平区南京路219号天津中心8层**
**雷格斯金谷大厦中心**
**和平区金之谷大厦一号楼11层**

### Travel Agencies

Tianjin's travel agency specialising in tourism for foreigners
**T:** +86 159 2200 0555
**E:** info@thestarstravel.com

### Spas

**Green Bamboo Well Being Resort**
**A:** 6-17, bldg. 17, Magnetic Capital Binshui Xi Dao, Nankai District
**T:** +86 22 8378 8397 (English)
+86 136 0205 9458 (Attn: Elsa)
**青竹堂足疗养生馆**
**时代奥城商业广场17座6层17号**

### Hospitals

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

## HEALTH

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

### Gyms

**Astor Fitness & Health Club**
**A:** 3F, Haihe Wing, The Astor Hotel, A Luxury Collection Hotel, Tianjin
No. 33, Tai'er Zhuang Lu Heping District
**T:** +86 22 2331 1688 ext. 8876
**利顺德健身俱乐部**
**海河翼，和平区台儿庄路33号天津利顺德大饭店豪华精选酒店三层**

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

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info@chinabustravel.com

# DINING

## TEDA & TANGGU

### Brazilian

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

### Chinese

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

**Yue Chinese Restaurant**
**A:** 2F, Sheraton Tianjin Binhai Hotel
No. 50, 2nd Avenue, TEDA
**T:** +86 22 6528 8888 ext. 6220/6222
**采悦轩中餐厅**
**开发区第二大街50号**
**天津滨海喜来登酒店2层**

### Japanese

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

### Italian

**Bene Italian Kitchen**
**A:** 2F, Sheraton Tianjin Binhai Hotel
No. 50, 2nd Avenue, TEDA
**T:** +86 22 6528 8888 ext. 6230/6232
**班妮意大利餐厅**
**开发区第二大街50号**
**天津滨海喜来登酒店2层**

### 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**

**Feast All Day Dining Restaurant**
**A:** 1F, Sheraton Tianjin Binhai Hotel
No. 50, 2nd Avenue, TEDA
**T:** +86 22 6528 8888 ext. 6210
**盛宴全日制西餐厅**
**开发区第二大街50号**
**天津滨海喜来登酒店1层**

### BARS

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

### Education

**GEMS World Academy Tianjin Eco City, China**
**A:** No. 312, Hefeng Road, Tianjin ECO-City, Binhai New Area
**T:** +86 22 6622 7888
**天津杰美司国际学校**
**滨海新区天津生态城和风路312号**

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

**Tianjin TEDA Maple Leaf International School**
**A:** No. 71, 3rd Avenue, TEDA
**T:** +86 22 6200 1920
**天津泰达枫叶国际学校**
**开发区第三大街71号**

# SERVICES

### Hotels

**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**

**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
**天津滨海喜来登酒店**
**开发区第二大街50号**
http://sheraton.com/tianjinbinhai

**Crowne Plaza Tianjin Binhai**
**A:** No.55 Zhongxin Avenue Airport Economic Area, Tianjin
**T:** +86 22 5867 8888
**天津滨海圣光皇冠假日酒店**
**天津市空港经济区中心大道55号**

# HEALTH

### 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**

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

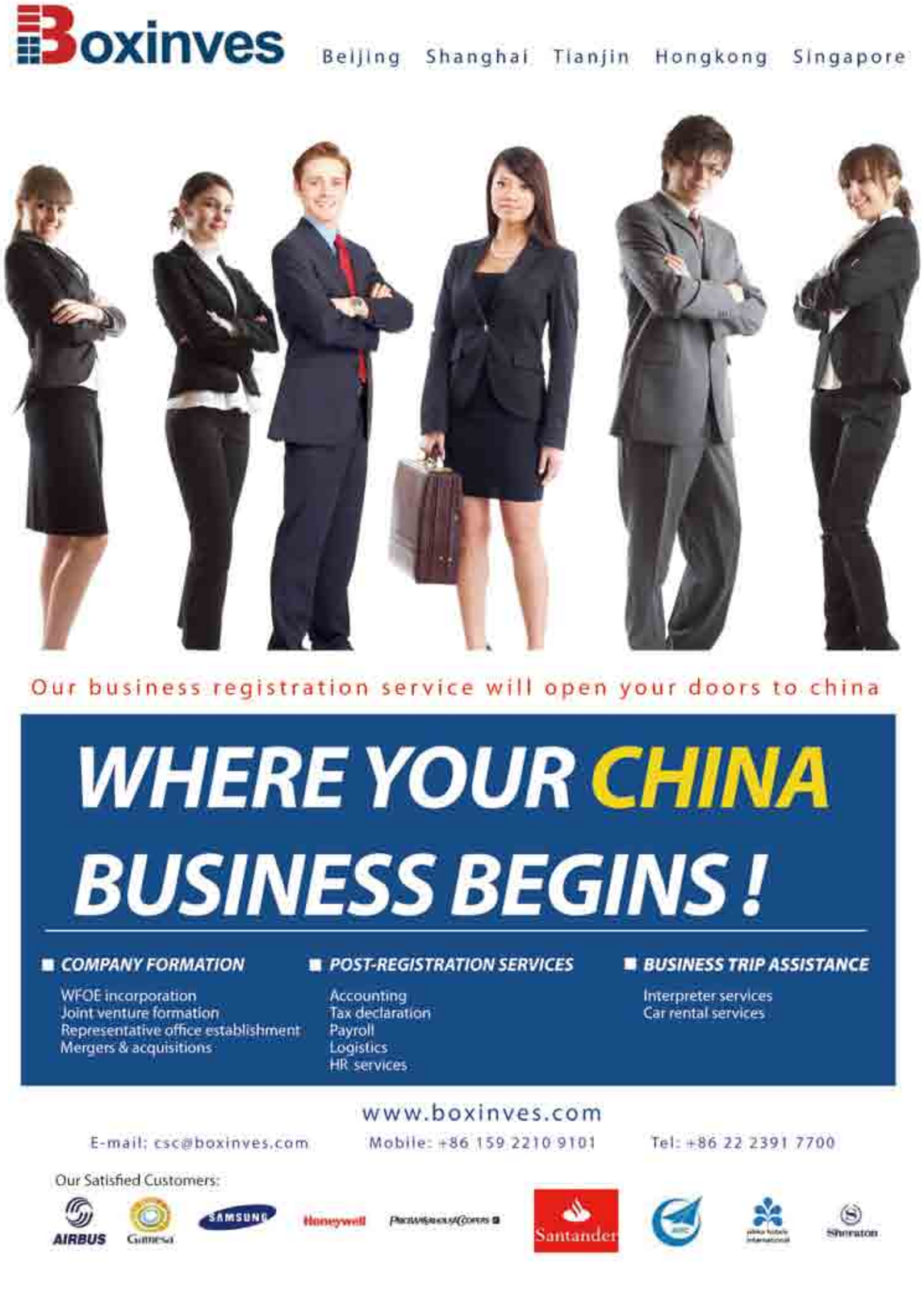
### Hospitals

**Tianjin TEDA International SOS Clinic**
**A:** 102-C2 MSD, No.79
1st Avenue, TEDA, Tianjin
**T:** +86 22 6537 7616
**国际SOS天津泰达诊所**
**天津经济技术开发区第一大街79号泰达MSD-C区2座102室**

### Gyms

**Eco-City International Country Club**
**A:** No. 5681, Zhongxin Road, South Ying-Cheng Island, Tianjin
**T:** +86 22 6720 1818
**生态城国际乡村俱乐部**
**天津生态城中新大道5681号（营城湖南岛）**

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



## TIANJIN-BEIJING AIRPORT Shuttle Bus ¥83 one way

**Tianjin - Beijing Airport Terminals 2/3**

04:00-18:00, runs every hour. Tian Huan Distance Bus Passenger Station The junction of Hongqi Lu and Anshan Xi Dao. Tel: +86 2305 0530

**Beijing Airport Terminals 2/3 - Tianjin**

07:00, 08:00, 09:00, 10:00 then every 30 minutes until 23:00. 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 - ¥66)**

| Train | Tianjin | Beijing |
|---|---|---|
| C2002 | 06:25 | 06:55 |
| C2094 | 22:45 | 23:15 |

**BJS ~ TJ (¥55 - ¥66)**

| Train | Beijing | Tianjin |
|---|---|---|
| C2001 | 06:35 | 07:05 |
| C2093 | 23:00 | 23:30 |

**TG ~ BJS (¥66 - ¥80)**

| Train | Tanggu | Beijing |
|---|---|---|
| C2274 | 12:40 | 13:10 |
| C2280 | 20:25 | 20:55 |

**BJS ~ TG (¥66 - ¥80)**

| Train | Beijing | Tanggu |
|---|---|---|
| C2273 | 10:45 | 11:15 |
| C2279 | 18:50 | 19:20 |

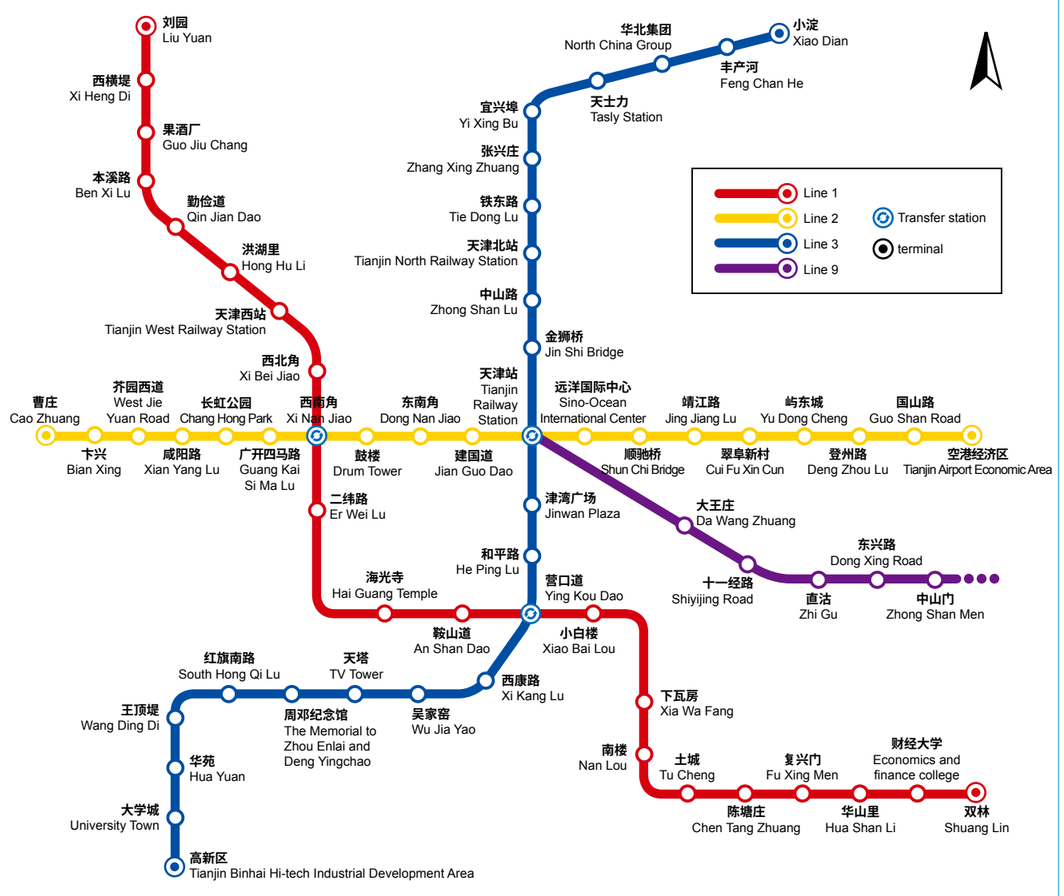
**Wuqing ~ BJS (¥39 - ¥46)**

| Train | Wuqing | Beijing |
|---|---|---|
| C2202 | 06:53 | 07:18 |
| C2232 | 20:43 | 21:08 |

**BJS ~ Wuqing (¥39 - ¥46)**

| Train | Beijing | Wuqing |
|---|---|---|
| C2201 | 06:45 | 07:07 |
| C2231 | 21:15 | 21:37 |

## TIANJIN SUBWAY






*By Sanne Jehoul*

# Introducing Chinese Authors and Books

## Lao She

Hailed as one of China's greatest modern writers, Lao She was born in Beijing in 1899, and is most famous for his novel Rickshaw Boy and his play Teahouse. His works are known for their close connection to Beijing and mostly focus on people at the bottom of society, suffering from injustice.

A Lecturer at the University of London from 1924 to 1929, he immersed himself in English-language literature during the heights of modernist writing, which left a significant mark on his career as an author. He later on lectured at Shandong University in Qingdao; a park is named after him in the old part of town. Suffering from severe mistreatment during the Cultural Revolution, as so many other artists and intellectuals, he went through much mental and physical abuse, leading to him committing suicide in the Taiping Lake near his home in Beijing. His death has however always remained a bit of a mystery, and some speculate that it was murder rather than suicide. Just before his passing, he was rounded up with 30 others by the Red Guards, beaten, and made to kneel with a sign reading 'active counterrevolutionary'.

Rickshaw Boy, about a rickshaw puller in Beijing, was published in 1936 and is considered a classic of modern Chinese literature. Teahouse plays out between 1898 and 1949, the eve of the revolution, and is a social and cultural commentary on China in the early 20th century, depicting a microcosm of Chinese society.

At 19 Fengfu Hutong in Beijing's Dongcheng district, the writer's house – where he wrote many of his works – has been turned into the Lao She Museum. Gatherings and activities take place on a regular basis, especially around the 3rd of February, which this year marks the author's 115th birthday.

In 1988, the Lao She Literature Fund was established, and since 2000 they have been handing out the Lao She Literary Award every 2 to 3 years. Only Beijing writers are eligible to receive this prize.

In City of Heavenly Tranquility: Beijing in the History of China, author Jasper Becker writes: "Forty years on, Beijing honours in many ways the memory of the most accessible of China's modern writers, once tipped to become China's first Nobel laureate in literature. The municipal government has turned Lao She into what James Joyce is to Dublin, Victor Hugo is to Paris and Charles Dickens is to London."

# Tianjin Exhibition

## The Exhibition of Chinese Paintings in the 20th Century (1950-1979)

In the west hall of Tianjin Art Museum, a collection of Chinese paintings from mid-20th century until 1979 – only a few years after the death of Mao Zedong – illustrates the changes Chinese society went through in these crucial decades in modern Chinese history. The nearly 30 years covered by this exhibition sheds light on the shifting social and cultural mind-set of the nation's population. From sketches to impressive landscape paintings and images of the people, new themes were explored and social realism found its way into these artworks. The collection is made up of more than 90 paintings by 83 different artists, and has been divided into chapters.

Until 10 March 2014. Tuesday – Sunday, 9am to 4:30pm.

Tianjin Art Museum, Hexi District, Pingjiang Cultural Centre, 300201 Tianjin.

www.tjmsg.com

## Beijing Exhibition

### Beijing Voice: Relations

In Pace Gallery in Beijing's 798 Art District, this group exhibition centralizes on Chinese contemporary art, as it will "deconstruct, restructure and present our understanding of today's art environment". With artworks in various disciplines, the collection presented focuses on issues in art production such as "the preference of form and materials, the frameworks of processing time and space, the use of specific creative elements and temperament". This exhibition features works from artists such as Chen Wei, Hu Xiaoyuan, Lee Tzu-hsun, Liu Ye, Qiu Xiaofei, Song Dong, Sui Jianguo, Xiao Yu, Wei Qimei, and Zhang Xiaogang, and presents itself as an reflection on and interpretation of different kinds of relationships and non-relationships.

Runs until 28 February 2014. Tuesday – Saturday, 10am to 6pm.

Pace Gallery, 798 Art District, 2 Jiuxianqiao Road, Chaoyang District, Beijing 100015.

www.pacegallery.com/beijing

### La Théorie des Comètes

This is Giovanni Ozzola's first solo exhibition at Galleria Continua in Beijing, and his works are set up in a way in which they interact with the gallery space and its visitors. Using photography, video, and objects, the exhibition is described as a "sensory and cognitive experience", in which "different temporal situation intersect continuously, transporting us from the past, to the present and the future, experiencing moments of exquisite spiritual tension."

Runs until 20 April 2014. Tuesday – Sunday, 11am to 6pm.

Galleria Continua, #8503, Dashanzi 798 Art District, 2 Jiuxianqiao Road, Chaoyang District, Beijing 100015.

www.galleriacontinua.com

## Quote of the Month

**"The really important kind of freedom involves attention, and awareness, and discipline, and effort, and being able truly to care about other people and to sacrifice for them, over and over, in myriad petty little unsexy ways, every day."**

American novelist and essayist David Foster Wallace, from This Is Water





# The Chinese Health and Safety Paradox

*By Josh Cooper*

In the UK and other parts of the Western world, health and safety legalities and procedures creep into almost every aspect of one's day to day existence. It is practically impossible to open a business, help an old lady cross the road, or even have your house burgled (yes, that's right!) without the risk of being sued. Not only are our governments and regulators absolutely health and safety obsessed with protecting people from other members of society – and even from our own negligence – there is also a thriving culture of blaming and claiming; all of which adds fuel to the never ending inferno of health and safety legislation.

Conversely, the term 'health and safety considerations' doesn't seem to get much usage in a China-related context, especially in comparison to the EU where it seems to raise its head in parliaments and newspapers every other day. That is not to say that China doesn't have any regulations surrounding public safety or that people don't sue each other etc. They do have their share of public safety laws and people are taking each other to court for injury compensation, but it doesn't seem to be anywhere near as prevalent as it is elsewhere in the world.

As a westerner, you only need to leave your apartment to buy a bowl of noodles from the nearest eatery in order to realise the stark realities of Chinese health and safety procedures. Everywhere you look there are dodgy bamboo scaffoldings, reckless driving, death trap elevators, filthy restaurants, fires being lit in the middle of the road, air pollution and all manner of hazards waiting to happen. Whilst

it can be overwhelming at first, it is just the way things are here, and as a foreigner you simply have to adapt to the new environment. I suppose over time the endless health and safety regulations in western countries become a distant memory and most people who live here long term just get used to how things are in China.

But there are at least two sides to every story. Perhaps the most incredible thing about the Chinese public safety sphere is not a man on a bicycle pulling a highly unstable 30 ft pile of cardboard, it is that people here very rarely seem to care too much about these issues and as a result it seems to be so much easier to open and operate a basic service business here in order to provide for your family.

Compare this to the UK, for example. If you want to open up a small restaurant you need to jump through more hoops than a performing dolphin. Even if you do get the necessary approval, which isn't cheap or easy, you then have to cope with the authorities sporadically breathing down your neck to make sure your chef's hair is tied back; otherwise you could face consequences.

**Whilst it can be overwhelming at first, it is just the way things are here, and as a foreigner you simply have to adapt to the new environment.**

The driving and road usage in China and certain other Asian countries gets plenty of comments from visitors. One loses count of how many times people say "oh you want to drive in China, you must be crazy"! Given the amount of NASCAR auditioning taxi drivers you come across, not to mention the number of people flying past red lights, it is easy to see where this view comes from. Again though, there does seem to be a sort of strange efficiency to the system, with people perhaps becoming better drivers in some cases in order to compensate for the hazards.

It goes without saying that China could do more to protect its citizens' wellbeing in the public sphere, air pollution being the most ringing example, but the relaxed and rarely enforced health and safety rules here do provide food for thought. When you see people going about their daily lives without having to constantly watch their backs for people suing them or plough through endless bureaucratic hurdles just to own a small business, one does ponder whether there is more a case of China being under regulated or the western world, broadly speaking, being overly regulated. B

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