

# Cross-border E-commerce Newsletter

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## **1. CHINA BUSINESS**

### **127th Canton Fair scheduled online in June**

The 127th session of the China Import and Export Fair, also known as the Canton Fair, will be held online from June 15 to 24, according to the Ministry of Commerce.

The online session of the fair is an innovation to cushion the impact of COVID-19 and ensure the stability of foreign trade and investment, which will better play the fair's role as an all-round opening-up platform, said an official with the ministry.

The ministry will attach equal importance to import and export, promote the matching of production, supply and sales, enhance online experiences of enterprises and merchants with higher technology level and better services to make the online session a success, the official said.

(Source: Xinhua)

### **Imports of essentials grow amid epidemic**

China's imports of bulk commodities including iron ore, crude oil and coal, as well as essential agricultural products such as meat, grew rapidly in the first quarter of this year, the General Administration of Customs said recently.

China imported 260 million metric tons of iron ore, 130 million tons of crude oil and 95.78 million tons of coal in the first quarter of 2022, growing 1.3, 5 and 28.4 percent year-on-year respectively.

For essential products, the country imported 17.79 million tons of soybeans and 513,000 tons of beef between January and March, surging 6.2 and 64.9 percent on a yearly basis according to customs data.

Pushed by the COVID-19 outbreak, China's imports of medical materials and pharmaceuticals rose 14.8 percent year-on-year to 1.91 billion yuan in the first quarter of 2020.

(Source: China Daily)

### **New measures to safeguard export quality**

China has adopted new measures to ensure the quality of medical supply exports such as COVID-19 test kits and surgical masks, which are expected to offer more robust guarantees on these products, experts said recently.

Exporters of COVID-19 test kits, surgical masks, protective gowns, ventilators and infrared thermometers must provide extra documentation when they go through customs clearance, in order to prove their products have obtained China's registration certification for medical devices and met the quality standards of the importing country or region, an official document said.

The customs authorities will release the exports based on a registration certificate approved by medical product administrations, said the document, which was jointly released by the Ministry of Commerce, the General Administration of Customs and the National Medical Products Administration.

(Source: China Daily)

### **China Customs toughen measures to prevent imported COVID-19 cases**

China has toughened measures to curb the mounting risk posed by imported cases of the novel coronavirus disease (COVID-19), the General Administration of Customs (GAC) said recently.

"Preventing imported cases is a top priority of our current work," said a GAC official Song Yueqian at a press conference in Beijing.

Tracking the COVID-19 developments both at home and abroad, the customs made sure to define key countries and regions that require prevention and control at ports and to issue warning notices in a timely manner, said Song.

To guide national ports in preventing imported COVID-19 cases, China has revised and released the 6th edition of technical solutions for prevention and control at ports and the 2nd edition of instructions.

National ports have also adopted an updated health declaration form to facilitate the accurate collection of information, according to Song.

The GAC has taken stricter quarantine measures for international arrivals, said Song, including vehicle disinfection and a series of quarantines at ports for individuals entering the country.

Chinese mainland reported 39 newly imported COVID-19 cases Sunday, bringing

(Source: Xinhua)

### **China's forex regulator improves rules to facilitate foreign trade**

China's foreign exchange regulator said that it will streamline or ease some rules to facilitate cross-border trade and investment.

Under the new rules, eligible companies will be able to use capital they have raised overseas for domestic payments without providing relevant certificates beforehand, the State Administration of Foreign Exchange (SAFE) said on its website.

This came as the COVID-19 pandemic, which has spread to over 200 countries and regions, has wreaked havoc on the global economy and dimmed the growth prospects of global trade and investment.

SAFE eased rules to allow export companies to purchase foreign exchange for the repayment of their foreign currency loans onshore. Previously, export companies had to use foreign exchange they reserved or proceeds from their exports to repay such loans.

(Source: Xinhua)

### **Ministry plans more steps to boost trade**

Commerce ministry officials recently said that China will enhance efforts to further stabilize trade, support companies and minimize the COVID-19 epidemic impact on the global supply chain.

Liu Changyu, an official with the Ministry of Commerce's foreign trade department, said as the COVID-19 epidemic has affected more than 200 countries and regions, many economies have implemented unconventional measures to prevent the disease from spreading further, which has inevitably affected the global supply chain to some extent.

Maintaining the stability of the global industrial supply chain is of great significance, Liu said. "It is important to not only fight the contagion but cushion any impact of the global economy slipping into recession," he said.

(Source: China Daily)

### **China to lift foreign ownership limit on securities companies**

The limitation on foreign stakes in securities firms in China has been scrapped on as the country moves ahead with opening its financial industry to foreign investors, according to the top securities regulator.

Eligible foreign investors can file applications for the registration of new securities firms or change of the actual controller of existing ones in accordance with applicable laws and regulations after the new regulation goes into effect, said the China Securities Regulatory Commission.

The State Council brought forward the cancellation scheduled in 2021 to 2020 in a statement released in July 2019.

(Source: Xinhua)

### **State Council approves open economy pilot zone in Jiangxi**

A circular recently released indicates that the State Council has approved establishing an open economy pilot zone in eastern China's Jiangxi Province.

The general construction plan will be issued by the National Development and Reform Commission (NDRC).

According to the circular, the construction of the pilot zone should adhere to new development concepts, persist in promoting high-quality development and focus on supply-side structural reform.

It should also actively integrate into the joint construction of the Belt and Road Initiative, participate in the development of the Yangtze River Economic Belt, and coordinate with the construction of the Guangdong-Hong Kong-Macao Greater Bay Area and the integrated development of the Yangtze River Delta.

The pilot zone should tap into regional cooperation potential, promote the free and efficient flow of resources, accelerate the construction of an open market

layout, and explore a new development path that advances reform, development and innovation through opening up, it said.

(Source: Xinhua)

### **East China pilot FTZ opens up oil, gas industry chain**

The Ministry of Commerce will foster the opening-up of the oil and gas industry chain in East China's Zhejiang Pilot Free Trade Zone (FTZ).

A slew of measures will be taken to introduce international strategic investors in oil trade, accelerate the transformation and upgrading of the petrochemical and refining industry, and enhance the market-oriented allocation capability in oil circulation, said the ministry at an online press conference.

The opening-up focused on major links in the oil and gas industry chain such as trade, storage, transportation, processing and circulation as well as financial and taxation policies.

The Zhejiang pilot FTZ was established to export refined oil, and qualified refining and chemical integration enterprises in the FTZ were the first to begin exporting.

(Source: Xinhua)

### **China to bolster financial support to agriculture, rural areas**

China will ramp up financial and insurance assistance to sectors related to agriculture, rural areas and farmers, according to a circular issued by the China Banking and Insurance Regulatory Commission.

To secure the supply of major farm produce, the commission encouraged commercial banks to strengthen financial support for grain production, circulation, processing, storage, import and export and consumption, and offer good financial services to the animal husbandry industry.

Further financial assistance should be offered to family farms, rural cooperatives and people returning or moving to the countryside to set up businesses, said the circular.

Insurance entities are encouraged to offer policy-based agricultural insurance services and promote severe illness insurance programs in poverty-stricken regions.

(Source: Xinhua)

### **Virus-hit Chinese economy shrinks 6.8 pct in Q1**

China's gross domestic product stood at 20.65 trillion yuan (about 2.91 trillion U.S. dollars) in the first quarter of 2020 amid COVID-19 impact, down 6.8 percent year on year, recent data from the National Bureau of Statistics (NBS) showed.

The country's economic and social development witnessed overall stability in Q1, the NBS said at a press conference, while acknowledging that the COVID-19 outbreak had posed a severe test.

A breakdown of the data showed output of the service sector, which accounted for nearly 60 percent of the total GDP, dropped by 5.2 percent, while primary industry and the secondary industry saw a decline of 3.2 percent and 9.6 percent, respectively.

(Source: Xinhua)

### **China's retail sales down 19 pct in Q1**

China's retail sales of consumer goods, a major indicator of consumption growth, declined 19 percent year on year in the first quarter of this year as the novel coronavirus outbreak hit the economy, the National Bureau of Statistics (NBS) said recently.

The figure slightly rebounded from a drop of 20.5 percent in the first two months, NBS data showed.

In March, retail sales of consumer goods reached 2.645 trillion yuan (about 374 billion U.S. dollars), down 15.8 percent year on year.

Meanwhile, online sales stayed relatively stable as consumers turned to online services when staying indoors, falling 0.8 percent year on year.

(Source: Xinhua)

### **China to launch online shopping festival to boost consumption**

China will launch an online shopping festival to prop up consumption after its economic growth contracted 6.8 percent year-on-year in the first quarter.

The festival, the second of its kind, marks the latest step taken by the world's second-largest economy to expand domestic consumption and blunt the impacts of the novel coronavirus epidemic on its economy, according to a statement on the Ministry of Commerce (MOC) website.

Over 100 e-commerce companies will take part in the festival, selling a great variety of quality goods ranging from agricultural products to electronic devices.

The festival, which will run from April 28 to May 10, is jointly launched by the MOC, the Ministry of Industry and Information Technology, the State Post Bureau and the China Consumers Association.

(Source: Xinhua)

### **Direct air post route links China's Zhengzhou, Tokyo**

A regular air mail route has been launched between Zhengzhou, capital of central China's Henan Province, and Tokyo, according to China Post Group Co.'s Henan branch.

The mail route is operated every Wednesday and Thursday. International mails from Henan to Tokyo do not need to be sent to Beijing or Shanghai for trans-shipment, which shortens the transportation time by one to two days.

Zhengzhou has so far opened direct post routes to 47 cities in 36 countries and regions. The city's airport also actively coordinated and distributed 2,119 tonnes of mails bound for Europe, America, the Republic of Korea and Japan, to alleviate the delivery pressure for Beijing, Shanghai, Guangzhou, Xiamen and Dalian during the epidemic.

(Source: Xinhua)

### **China endeavors to ensure domestic, int'l air cargo transport**

China has been actively making efforts to set up a green channel to facilitate the air cargo transportation of anti-epidemic supplies at home and abroad, according to the State Post Bureau.



The State Post Bureau created the green channel by coordinating enterprises in the mail delivery business via multiple methods such as implementing overseas transfers, increasing charter flights and opening air routes.

These efforts are sustaining the delivery of China's domestic medical emergency supplies, daily necessities and express mail in the nationwide joint anti-epidemic fight.

Meanwhile, they represent crucial support for the international prevention and control of the novel coronavirus disease (COVID-19).

Major players of China's air cargo industry, such as SF Airlines, China Postal Airlines and YTO Airlines, are contributing to the anti-epidemic fight at home and abroad.

(Source: Xinhua)

### **Southwest China's Guizhou sees tea export increase in Q1**

Southwest China's Guizhou Province saw a 24.1 percent increase in tea export in the first quarter (Q1) of this year, local authorities said.

According to the Guiyang customs, tea from the province with a value of 22.36 million yuan (about 3.16 million U.S. dollars) was exported over the period.

The tea industry has become one of the major industries in 43 counties in the province. A total of 3,613 tonnes of tea worth 120 million U.S. dollars was exported to 23 countries and regions worldwide in the first 11 months of 2019.

(Source: Xinhua)

### **China issues over 6,400 force majeure slips to virus-hit companies**

China has issued more than 6,400 force majeure certificates to help companies avoid penalties for not being able to meet contractual obligations amid novel coronavirus outbreak.

The China Council for the Promotion of International Trade (CCPIT) has issued 6,454 certificates as of Wednesday, covering a total contract value of 632.1 billion yuan (about \$89.42 billion).

The epidemic has delayed production for some companies as quarantine measures held back many workers from returning to their posts.

Companies that present such certificates to their clients could defer fulfillment of orders without facing legal liabilities, thus better performing contracts and maintaining supply chain stability.

Nearly 60 percent of contracts were expected to be retained through negotiation on delays, said the CCPIT.

(Source: China Daily)

### **China city hands out \$238m e-vouchers to spur virus-hit consumption**

The eastern Chinese city of Hangzhou announced a plan to issue e-vouchers worth 1.68 billion yuan (\$238 million) to boost consumption hit hard by the novel coronavirus outbreak.

The program is designed to encourage local consumers to support the local commercial sector and boost offline consumption, the city government said.

Local consumers can get the e-vouchers on Alibaba's online-payment service Alipay starting from Friday and enjoy cash rebate when making offline payment at shops. In the first batch, e-vouchers worth 100 million yuan will be handed out.

The program covers 6 million offline shops in catering and shopping businesses.

(Source: Xinhua)

### **More measures needed to promote new energy vehicles**

China's top economic planning body is urging for efforts to improve ways to promote electric cars and plug-in hybrids, as part of the country's overall eco-friendly production and consumption campaign.

In a notice released lately, the National Development and Reform Commission asked departments including the Ministry of Industry and Information Technology and the Ministry of Finance to come up with better measures to boost production and sales of new energy vehicles.

The commission also suggested that local authorities, if conditions permit, offer some favorable support to private buyers and procure such vehicles for use in the public sector, including buses, taxis and logistics vehicles.

This is one of the nation's latest moves to boost its automotive industry that has seen a downward spiral because of a weaker demand in the market and most recently the novel coronavirus outbreak.

(Source: China Daily)

### **Courier giant SF Holding reports 40% revenue growth in Q1**

China's express delivery giant SF Holding reported revenue growth but net profit decline in the first quarter of 2020 amid the COVID-19 epidemic.

SF Holding announced in its first-quarter earnings report that its revenue grew 39.59 percent year-on-year to 33.54 billion yuan (about \$4.74 billion) in the January-March period.

Its first-quarter net profit, however, fell 28.16 percent year-on-year to 907 million yuan, said SF Holding, a leader in the middle and high-end courier service market.

(Source: Xinhua)

## **2. CHINA'S E-COMMERCE PLATFORMS**

### **Cross-border e-commerce gains traction**

Cross-border e-commerce is set to play a bigger role in revitalizing foreign trade, judging by the string of measures enacted by the public and private sectors to salvage the segment ravaged by the novel coronavirus outbreak.

China announced plans recently to establish new pilot zones for cross-border e-commerce, support the processing trade, and host an online version of the Canton Fair, its signature export fair, as some of the latest responses to curb the contagion's effect on trade activities.

In addition to the 59 cross-border e-commerce pilot zones already set up, China will establish 46 new ones and exempt retail export goods in all pilot zones from value-added tax and consumption tax, while encouraging companies to jointly build and share overseas warehouses.

(Source: China Daily)

### **China's e-commerce sector reports more female users: report**

China's e-commerce sector saw a rising amount of female users during the epidemic outbreak, an industrial report showed.

Active female users of the mobile shopping industry jumped 8 percent year on year to 446 million in February, according to the report released by big data service provider QuestMobile.

During the period, the average duration female users spent on the mobile internet surged 42.7 percent from a year ago, while each female user spent a monthly average of nearly 7 hours on e-commerce apps, up 10.3 percent, said the report.

The report also cited the increasingly diverse channels for female users in online purchases, including content platforms, social networking platforms and recommendation-based platforms.

(Source: Xinhua)

### **China's land port sees burgeoning e-commerce export business**

Alataw Pass, a major rail port in Northwest China's Xinjiang Uygur autonomous region, has seen a booming cross-border e-commerce retail export business this year.

In the first quarter, a total of 287,400 e-commerce parcels, worth about \$520,000, have been delivered via the land port to EU countries, including Belgium and Germany, according to the Urumqi Customs.

Alataw Pass launched the cross-border e-commerce retail business on Jan 21, exporting toys, furniture, clothing, daily necessities and other goods.

Parcels delivered by train through the port takes half of the time of shipping. During the epidemic prevention and control period, the logistics cost is nearly 70 percent lower than that of air transportation.

It is estimated that more than 20 million cross-border e-commerce parcels will be exported to EU countries through Alataw Pass this year.

(Source: Xinhua)

### **Consumers turning to online platforms for furnishing needs**

The extended shutdown caused by the novel coronavirus epidemic encouraged Chinese consumers to rethink their home environment, boosting online home furniture and furnishing shopping, a survey said.

The survey by Yicai News, Alibaba and Ikea China found about 40 percent of consumers in China listed their living room and bedroom as a priority for home renovation projects, followed by the kitchen, study room and bathroom.

The ideas of how furniture and furnishing products look like, an intelligent home experience as well as environmental concepts, played a major role for young consumers in choosing home furnishing and decorating products, the survey said.

The survey collected data from questionnaires sent to Tmall and Ikea users between Feb 7 and Feb 13, and those from Yicai Business Data center and Alibaba in the last three years.

(Source: China Daily)

### **Taobao Live Accelerating Digitization of China's Retail Sector**

Taobao Live, a marketing channel launched by China's largest mobile commerce platform in 2016, is fueling the digitization of China's retail sector.

At its annual Ecosystem Summit in Hangzhou today, Taobao announced plans to host livestreaming sessions from 300,000 merchants per day in 2020. Wholesalers and manufacturers in factory cluster areas, such as Yiwu in Zhejiang Province, will form the target audience. Because of the popularity of livestream, Taobao Live expects it will help incubate 200,000 offline retail stores.

Taobao Live also aims to train more than 10,000 retail sales people across China to become livestreamers who can each reach audiences of 10,000 or more, and incubate over 100,000 hosts with monthly income over RMB10,000. Taobao Live and merchants are providing the new and existing livestreamers with services and resources that would otherwise be valued at billions of yuan to bring in new traffic, recruit new followers and audience and facilitate transactions.

(Source: Alibaba Group)

### **Alibaba Cloud announces mammoth infrastructure investment**

Alibaba's cloud computing branch announced recently it would invest 200 billion yuan (about \$28 billion) in the research and development of core technologies such as cloud operating system, servers, chips and networks within three years.

Alibaba Cloud Computing Co Ltd. said the investment will further expand the scale of Aliyun's data centers and servers.

Zhang Jianfeng, president of Alibaba Cloud Intelligence, said that cloud intelligence is one of Alibaba's core strategies, which would not be affected by the impact of the novel coronavirus.

He said the company has been committed to data center construction for 11 years and boasts over 100 cloud data centers in 21 regions around the world.

Alibaba will apply its latest tech research achievements in the building of the next-generation data centers.

(Source: Xinhua)

### **DHL launches China-Africa, Middle East air freight service for anti-epidemic supplies**

International logistics giant DHL recently launched a dedicated air freight service from China to Africa and the Middle East, helping government organizations and enterprises in China to ship 100 tonnes of medical supplies every week.

The service is scheduled to run for four weeks starting until the end of May. Cargo from across the country will be consolidated in Guangzhou before being air freighted to various destinations in Africa and the Middle East via Dubai, all within two or three days.

Steve Huang, CEO of DHL Global Forwarding Greater China, said the air freight service will prioritize the shipment of healthcare and medical supplies for aid and relief efforts in Africa. Some of the goods will also be shipped to Middle East countries.

(Source: Xinhua)

### **JD Daojia orders surge in lower-tier cities during April event**

JD Daojia, the on-demand retail platform of Dada Group, said its overall peak-day sales rose 1.1 times on a yearly basis, while its sales in third- and fourth-tier cities surged 4.8 times year-on-year during its fifth anniversary shopping festival, which lasted from April 5 to 16.

Fresh produce, personal care products, snacks, imported commodities and dairy products have seen rapid growth during the promotional event, while sales of smartphones jumped fivefold compared with January.

JD Daojia has partnered with leading retailers and brands, including Walmart, Yonghui, CR Vanguard, Unilever and Pepsi Food, to offer coupons with a total value of more than 250 million yuan (\$35.2 million) to consumers.

(Source: China Daily)

### **Tesla opens online store on Alibaba's Tmall**

U.S. electric car company Tesla recently announced that it opened its first online flagship store on China's leading e-commerce platform Tmall.com.

This came about one week after the company announced to introduce another version of Model 3 to the Chinese market.

Consumers can purchase auto parts and charging services as well as make test drive reservations at the online store.

Tesla said it hopes to better serve the younger generation of consumers in China by expanding into a third-party platform.

China's robust digital economy is helping more multinational companies tap the Chinese market. Statistics from Tmall.com showed that in the past two months, about 12,000 brands including IKEA, Prada and Giorgio Armani have entered Tmall.com.

(Source: Xinhua)

### **Japan's e-commerce giant starts selling COVID-19 testing kits**

Japanese e-commerce giant Rakuten Inc. said recently it has started selling COVID-19 testing kits to businesses in Tokyo and four surrounding prefectures.

Rakuten said the testing kits are being sold as a "risk assessment option to those who show no specific symptoms but are concerned about the spread of the virus."

The self-assessment kits have been developed by Genesis Healthcare Co., a leading genetic testing and research company in Tokyo in which Rakuten owns an undisclosed stake.

Rakuten said the kits will be available to companies and organizations in Tokyo, Saitama, Chiba, Kanagawa and Ibaraki prefectures.

The testing kits, Rakuten said, are supposed to be used to determine whether an employee, for example, should self-isolate so as not to potentially spread the pneumonia-carrying virus.

(Source: Xinhua)

### **3. BUSINESS OPPORTUNITIES**

#### **CHINA EXPORT | Bionic Cough Simulator**

**Product Name:** Bionic Cough Simulator

**Product Model:** BCS3

**Product Introduction:**

Bionic cough simulator can work in parallel with mechanical ventilator in ICU, achieve an efficient secretion clearance of the deep lung and small airway mucus, prevent sputum bolt from happening and avoid respiratory failure. This device was awarded into Moonshot project by Google X and AAAS (American Association for the Advancement of Science).

**Internationalize & Global Marketplace:**

CE certified. Exclusive in the world, demo installation and product evaluation are done in Europe, has been sold to Germany, Spain, The Czech Republic, Slovenia and other European countries and Middle East. The product are attracting the intention of customers in the southeast Asia and other regions too.

#### **CHINA EXPORT | Digital Radiography System**



**Product Name:** Digital Radiography System

**Product Model:** New Oriental 1000UE

**Product Introduction:**

Digital radiography System (DR) is one of the most important diagnosis imaging equipment, special applied for Covid-19 Chest imaging. By taking chest radiography of patients with fever, using image diagnosis to find suspected patients. U-arm system structure, relatively low requirements for the installation site.

**Internationalize & Global Marketplace:**

New Oriental 1000UE has CE certificate, with more than 150 units installations in more than 40 countries, including Poland, Romania, Spain, Italy, Bulgaria, Egypt, Kenya, Ethiopia, Vietnam, Thailand, Cambodia, Saudi Arabia, Yemen, Colombia and Mexico etc. The company began to expand the international market in 2005, our products have been exported to more than 80 countries, total of more than 3000 overseas installations.

## **CHINA EXPORT | 64 slice whole body CT**

**Product Name:** 64 slice whole body CT

**Product Model:** Insitum 64S

**Product Introduction:**

Produce anatomical structure information of the whole body with 2D & 3D image information, The CT imaging is one of the main reference diagnosis methods for the diagnosis of new corona virus disease.

**Internationalize & Global Marketplace:**

Separate registrations were carried out in some countries: Like Egypt, Korea, Ukraine, Belarus, Tajikistan, Philippines, Algeria, etc. Apply to FDA by USA partners currently FDA pending. Nearly 35 units were installed in 20 countries. There are agents or partners in many countries.

## **CHINA EXPORT | SARS-CoV-2 N Protein Detection Kit**

**Product Name:** SARS-CoV-2 N Protein Detection Kit

**Product Model:** 10 Servings/box, 50 Servings/box, 100 Servings/box

**Product Introduction:**

The kit is used for the qualitative detection of coronavirus nucleocapsid (N) antigen in human throat swab samples in vitro. It is only used as a supplementary detection indicator for suspected cases of new coronavirus negative nucleic acid detection or used in conjunction with nucleic acid detection in the diagnosis of suspected cases. It cannot be used as a basis for the diagnosis and exclusion of pneumonitis infected by new coronavirus, and is not suitable for screenings in the general population.

**Internationalize & Global Marketplace:**

The enterprise has ISO13485 quality management system certified by TUV Nande certification. Our products can be sold in the European Union by self-declaration. CE certification in progress.

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