# Cross-border E-commerce Newsletter

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#### 1. CHINA BUSINESS

# China unveils guideline to boost business environment

The State Council issued a guideline to further improve China's business environment and better serve market entities.

It stresses six categories of policies and measures, including more streamlined and efficient approval procedures for construction projects and their financing, easier approval processes and conditions for enterprises generally, and an optimized business environment for foreign trade and investment.

It also highlights support for employment and entrepreneurship, improved quality and efficiency of services provided to businesses, and a long-term mechanism for business-environment improvement.

Specifically, the guideline states that the market-entry threshold should be further lowered for the education, medical services and sports sectors, among others, and unreasonable barriers should be removed.

(Source: Xinhua)

### China to further support export-oriented enterprises

The State Council released implementation guidelines for further optimizing the business environment in China, with an emphasis on supporting export-oriented enterprises.

China will further reduce restrictions on investment in and operation of foreign-funded enterprises and export-oriented enterprises, according to the State Council.

All cities at prefectural level and above are authorized to carry out the registration for foreign-funded enterprises.

To support domestic sales of export-oriented enterprises, China will simplify the process of product certification.

Enterprises that have obtained relevant international certification, the standard of which is not lower than the domestic standard, can sell their products in the domestic market directly with a written commitment, according to the State Council.

However, products that require CCC certification are excluded from the simplified process, according to another guideline of the support policies to boost domestic sales of export-oriented enterprises released by the State Council on June 22.

(Source: Global Times)

### China-ASEAN expo postponed due to COVID-19

The 17th China-ASEAN Expo is postponed and will be rescheduled due to the COVID-19 pandemic, according to those at an officials' meeting recently.

Attended by representatives from the Ministry of Commerce of China and 10 ASEAN countries, the senior officials' meeting for the 17th China-ASEAN Expo and working meeting on investment cooperation was held in Nanning, capital city of South China's Guangxi Zhuang autonomous region.

Peng Gang, head of the Department of Asian Affairs of the Ministry of Commerce of China, called for joint efforts to achieve post-virus recovery through the expo, which serves as an import trade and investment platform between China and ASEAN.

Peng said trade and investment between China and ASEAN has achieved remarkable growth despite the economic downturn caused by the pandemic.

(Source: China Daily)

### Companies confident in success for third CIIE

Foreign and domestic companies have shown enthusiasm for the third China International Import Expo, as exhibitors and buyers crowded the first pre-expo matchmaking session for consumer goods in Shanghai.

Around 50 exhibitors and 100 local buyers attended the matchmaking session, and a video conferencing area was set up to connect companies which cannot come to the site.

Many businesspeople see the expo, scheduled to run from Nov 5 to 10, an ideal platform to boost their sales in China as the country has reopened its economy after successfully containing the coronavirus outbreak.

(Source: China Daily)

# EU Council authorizes signing of 'first significant' trade deal

#### with China

The Council of the EU authorized the signing of a landmark bilateral trade agreement between the EU and China that will protect the hundreds of geographical indications (GIs) of agricultural products from both sides, in a move that, Chinese experts say, sends a positive signal for the China-EU bilateral investment deal amid China-US and China-UK tensions.

"This is the first significant bilateral trade agreement signed between the EU and China," said a press release from the Delegation of the EU to China sent to the Global Times recently.

The agreement, which was reached by the two side last year after years of negotiations, would protect 100 EU agricultural products such as Mozzarella di Bufala Campana, Languedoc wine, Polska Wódka or Elia Kalamatas in the Chinese market as well as 100 Chinese products such as Pixian Dou Ban (Pixian Bean Paste) and Anji Bai Cha (Anji White Tea) in the EU market.

The date and place the agreement will be signed has not been set. After it is signed, the agreement will still need to obtain the consent of the European Parliament before it takes effect, according to the press release.

(Source: Global Times)

### China, Cambodia reach free trade agreement after 6 months of talks

Chinese Commerce Minister Zhong Shan and his Cambodian counterpart Pan Sorasak jointly announced the completion of China-Cambodia Free Trade Agreement (FTA) talks, half a year after the two sides launched the negotiations.

That marks almost the fastest speed for FTA talks across the globe, reflecting the sound economic and trade cooperation base between the two countries as well as their strong willingness to promote bilateral trade and investment to hedge against shocks brought on by the global pandemic.

Next, the two sides will fulfill their own domestic procedures and strive to sign the agreement within 2020, according to a joint statement released by the two countries on the same day.

According to a press release from the Chinese Ministry of Commerce, the reaching of the agreement is an implementation of the two countries' leaders' instructions and a specific measure for developing a comprehensive strategic partnership and promoting the joint establishment of a community forged by a shared future.

(Source: Global Times)

#### China to become 'export destination country number one'

#### for Germany: IW

China was on its way to become "export destination country number one" for the German economy as the COVID-19 crisis was hitting global trade, according to a study published by the German Economic Institute (IW).

While the situation in many of Germany's export markets continued to deteriorate, "the Chinese economy is already looking ahead with cautious optimism," said Galina Kolev, senior economist and head of the Research Group Macroeconomic Analyses and Business Cycles at IW.

The Federal Statistical Office (Destatis) announced last week that German exports to China only decreased "rather moderately" by 12.3 percent to 7.2 billion euros (\$8.2 billion) in May. At the same time, exports to the United States plummeted by 36.5 percent to 6.5 billion euros.

IW noted that the different course of the COVID-19 crisis across the world would change countries' "relative importance" for the German economy in 2020. "China's rise to export destination country number one is of particular symbolic significance," stressed Kolev.

(Source: Xinhua)

# European salmon sales to China slowly recovering after virus scare

European exports of farmed salmon to China are gradually restarting after a temporary halt due to a coronavirus scare, two exporters and Norway's seafood marketing organization said recently, according to Reuters, CGTN reported.

Many Chinese buyers halted imports of salmon and the fish was removed from supermarket shelves after the novel coronavirus was found on a chopping board used to cut salmon at a large food market in Beijing last month.

Officials in China and Norway, one of the world's top farmed salmon exporters, later concluded that imported salmon wasn't the source of the contamination.

Another major Nordic salmon producer also said exports had resumed, but that volumes were not increasing as quickly as after a previous halt at the start of the year due to coronavirus lockdowns in China.

(Source: CGTN)

# China to slap anti-dumping duties on US NPA imports

China will take anti-dumping measures against n-Propanol (NPA) imported from the United States, the Ministry of Commerce said recently.

The domestic industry has suffered substantial damage due to the dumping of such products by the United States, the ministry said in a preliminary ruling based on an anti-dumping investigation that started in July last year.

From Saturday, importers of such products into China will be required to pay deposits at rates of between 254.4 percent and 267.4 percent at Chinese customs.

NPA, which is formed naturally in small amounts during many fermentation processes, is used as a solvent in the pharmaceutical industry, mainly for resins and cellulose esters.

(Source: Xinhua)

# **Govt gives digital economy new impetus**

The central government has scaled up measures to spur the growth of the digital economy and the development of new business models in a bid to further free up consumer spending and create more jobs nationwide.

A guideline issued recently by the National Development and Reform Commission and 12 other central government departments pledged to bolster the growth of 15 new business models, including online education, internet healthcare, telecommuting, livestreaming and e-commerce.

In the document, authorities hailed the irreplaceable role of the digital economy in the nation's response to the COVID-19 pandemic, saying that it must serve as the new engine for the country's socioeconomic growth.

The government will encourage the integrated development of online and offline education by taking steps to allow some schools to purchase high-caliber online teaching resources for their curriculums.

More work will be done to improve protection of intellectual rights and oversight of content and to lower the threshold for market access in the online education sector, the guideline said.

(Source: China Daily)

#### **Duty-free sales in Hainan skyrocket after new policy**

Duty-free products in Hainan province saw 1.07 billion yuan (\$167 million) in sales from July 1 to 15, with daily sales hitting 71 million yuan, an increase of more than 30 percent compared to June's daily sales after new duty-free policies took effect on July 1, Hainan Daily reported on Monday.

The offshore duty-free shopping policies are conductive to build an international tourism consumption center, encourage overseas consumption inflow and enhance people's sense of gain from the free trade port in Hainan province, though the new policies also create new challenges for regulation, the head of the anti-smuggling bureau at Haikou Customs said.

In Hainan, there is no room for smuggling through trade in goods, said Liu Cigui, Party chief of Hainan province, at a press conference on the Overall Plan for the Construction of Hainan Free Trade Port on June 8.

The southern island province will implement strict regulation via big data and information technologies as much as possible, and minimize the number of inspections to provide tourists with a comfortable and convenient shopping environment, the customs official said.

(Source: China Daily)

### China vows support for small stores

Chinese authorities have released a circular aimed at supporting small stores as part of efforts to increase employment, expand consumption, and improve people's livelihoods.

The circular, jointly issued by the Ministry of Commerce and six other government departments, detailed measures to develop 1,000 clusters of small stores nationwide by 2025.

Measures will be taken to promote the transformation and upgrade of small store clusters, said the circular, adding that such stores may extend business hours and digitalize marketing activities to offer residents multiple services.

E-commerce platforms, logistics firms, trading enterprises, and central kitchens are encouraged to cooperate with small stores to reduce their costs, according to the circular.

(Source: Xinhua)

# Chinese ports deny rejecting cold food container ships

Major ports in China have seen slower customs clearing for frozen food due to strict anti-virus and testing measures, on the back of a cluster of coronavirus cases linked to a wholesale food market in Beijing, and positive testing results of some imported frozen meat and seafood.

But no Chinese port has rejected any container ship, or asked vessels to divert to other destinations, and the backlog is gradually reducing as the outbreak eases and the capacity at refrigerated container depots has expanded.

"The Shanghai port accepted imported food container ships as usual, but clearing efficiency has dwindled a lot as local authorities stepped up the inspection of frozen food, and scaled up disinfection," an employee at the port of Shanghai told the Global Times on condition of anonymity.

The employee added that the inspection process could incur additional costs, which cargo owners need to shoulder. Shanghai port is the world's largest container port.

Another source at the port of Guangzhou, South China, confirmed there was slowed customers clearance there, saying "almost all ports are facing the same congestion as COVID-19 checkup is enhanced."

(Source: Global Times)

### China's courier sector sees robust H1 growth despite epidemic

China's courier sector registered robust growth in the first half of 2020 after a quick recovery from a COVID-19 downturn, the State Post Bureau said.

As business activities resumed, the business volume of the sector saw an average growth rate of 22.5 percent in H1, almost the same as the average level of last year, according to the bureau's latest press conference.

In the second quarter, some 240 million parcels were handled every day, equal to the highest level during the same period reported in 2019.

The China express delivery development index came in at 364.2 in June, surging 75.1 percent from the same period last year, the bureau said in a report.

Compiled on the basis of data from China's major logistics firms operating delivery services, the index reflects the overall business activities and trends in the country's courier sector.

(Source: Xinhua)

# China's Xinjiang sees more international cargo trains

Urumqi International Land Port Area in Northwest China's Xinjiang Uygur autonomous region saw an increase in the number of cargo trains between the land port area and Europe and Central Asia, local authorities said.

In June, a total of 106 outbound and inbound freight trains were launched between the port area and Europe and Central Asia, up 8.2 percent month-on-month, said the regional government.

Affected by the COVID-19 outbreak, the land port area has taken a slew of measures to stabilize the number of freight trains for international transport.

As of June, Urumqi International Land Port Area had launched freight trains on 21 routes linking 26 cities in 19 European and Asian countries.

(Source: Xinhua)

### China's road logistics price index up in June

China's road logistics price index went up in June, the latest data showed.

The index in June came in at 98.6, up by 0.04 percent from the previous month, and up by 0.5 percent from a year earlier, according to the China Federation of Logistics and Purchasing and the Guangdong Lin'an Logistics Group.

The index has rebounded for five consecutive months, according to the federation.

In terms of regions, the sub-indexes for northeastern China and northern China rose slightly.

China's road logistics price index is based on the average price in the last week of December 2012, with the monthly index starting point at 100.

(Source: Xinhua)

#### 2. CHINA'S E-COMMERCE INDUSTRY

### **E-commerce lifts Fujian exports**

Exporters in the traditional foreign trade hub of East China's Fujian province have been tapping e-commerce platforms and investing in new innovation projects to boost their trade volume with support from the local government and financial institutions.

With 1.33 trillion yuan (\$190 billion) worth of foreign trade in 2019, the coastal province has come out with several policies to stabilize foreign trade, alleviate corporate financing difficulties for companies in need, promote consumption and ensure the flow of foreign direct investment in the first half of this year.

The aim is to mitigate the effect of uncertainties arising from the COVID-19 pandemic and weak demand for goods overseas.

Putian, a prefecture-level city of Fujian and one of the country's premier shoe-producing areas, became one of China's 46 cross-border e-commerce comprehensive pilot zones approved by the State Council in May to support the city's shoe export business and half a million industrial workers.

This move has significantly improved government public services by helping boost coordination and cooperation among exporters, Customs authorities, banks and foreign trade promotional agencies to shore up the city's exports to global markets, said Putian Vice-Mayor Chen Zhiqiang.

(Source: China Daily)

# Bank of China launches cross-border UnionPay QR Code payment service in Malaysia

Bank of China launched the cross-border UnionPay QR Code payment service in Malaysia to build a more convenient and seamless solution for local customers to perform cross-border payment.

One of the highlight of this service, the first among local financial institutions, is to support Bank of China Malaysia's customers in enjoying seamless payment via QR code on their Bank of China Mobile Banking app within China, Malaysia, Singapore, South Korea, Britain, the United States, Canada, among others, according to the bank.

As of now, UnionPay QR Code payment is widely accepted around the world, with a high frequency transaction from hotels, transportation, dining, shopping and tourism.

(Source: Xinhua)

# Digital coupons benefit over 10m small businesses across China:

### Report

A digital coupon initiative, launched by Alipay on July 1, has attracted the participation of over 10 million small and micro-businesses across China, the platform said in a report.

Alipay, a leading digital daily life services platform operated by Ant Group, unveiled how it is facilitating the digitalization of service providers via digital coupons as businesses seek to offset the COVID-19 impact and resume regular operations.

According to Alipay, the digital coupon drive enables merchants and shop owners to tap the digital technology and embrace a more efficient way of operating.

With just a QR code, micro-businesses and street vendors can sign up to participate the program.

(Source: Xinhua)

# China's smart logistics company BEST Inc. speeds up

#### network construction in Southeast Asia

Alibaba-backed smart supply chain and logistics solutions provider BEST Inc. has figured out a way to cope with the "new normal" after the COVID-19 pandemic outbreak and accelerated its pace of building business network in Southeast Asia. "The major change is that transport capacity has been retained compared to before the pandemic," said Jason Qian, deputy general manager of BEST Global and General Manager of BEST Southeast Asia.

"There were plenty of passenger planes and road traffic was smooth, but cross-border transportation has become a great challenge after the outbreak," Qian said. On the other side, the demand for express delivery has increased during the epidemic, and the reduction of international capacity has brought pressure and challenges to cross-border logistics.

In January 2019, BEST launched express business covering the whole territory of Thailand, successfully bringing the group's franchising mode it developed in China to Thailand. By the end of March 2020, the group has achieved 100 percent coverage in Thailand.

(Source: Xinhua)

### Alibaba's DingTalk to promote digitalized grassroots governance

Alibaba's communication app DingTalk said that it will invest 100 million yuan (\$14.3 million) in the digitalization of 100 Chinese county-level regions and help build digital infrastructure for 10,000 villages.

Digital solutions have been rolled out by DingTalk to promote e-government, business services, and improve people's livelihood in those regions. Digital platforms for rural areas will also be established to enhance grassroots governance.

Yang Meng, vice-president of DingTalk, said the company will focus on building smart government offices, promoting government-enterprise interaction, and supporting the construction of a digital countryside this year.

"Our partners are also encouraged to customize their own functions on DingTalk, based on their needs," Yang added.

(Source: Xinhua)

# Alibaba's Ant Group plans listing in Shanghai and Hong Kong

Ant Group, the parent company of China's largest mobile payments business Alipay and a major provider of financial services technology, announced that it has commenced the process of a concurrent initial public offering on the Shanghai Stock Exchange's STAR board ("SSE STAR" market) and The Stock Exchange of Hong Kong.

The listings will help the company accelerate its goal of digitizing the service industry in China, driving domestic demand, and positioning the company to develop global markets with partners and expand investment in technology and innovation, the company said in a press release sent to CGTN on Monday.

"The innovative measures implemented by the SSE STAR market and the SEHK have opened the doors for global investors to access leading-edge technology

companies from the most dynamic economies in the world and for those companies to have greater access to the capital markets. We are thrilled to have the opportunity to play a part in this development," said Eric Jing, executive chairman of Ant Group, according to the press release.

(Source: CGTN)

### Alibaba Digital Economy Introduces "Starbucks Now"

#### on Four Flagship Apps

Alibaba Group ("Alibaba") (NYSE: BABA; SEHK: 9988) announced that the Seattle-based coffee giant Starbucks Coffee Company ("Starbucks") will expand its reach to customers across the Chinese mainland by introducing its mobile order and pay feature "Starbucks Now" to multiple platforms in the Alibaba Digital Economy including Taobao, digital mapping and information provider Amap, local services app Koubei and Alipay.

By activating "Starbucks Now" [Chinese: 啡快] through any of these apps, users can pre-order and pay for their favorite Starbucks beverage and food online, and then pick up in-person at most Starbucks stores across the Chinese mainland. Previously, this service was only available through the Starbucks China mobile app.

The extended service enables Starbucks to engage with more Chinese consumers through multiple channels that tap into the Alibaba Digital Economy's user base of nearly 1 billion. It also gives China's growing number of coffee lovers the added convenience of having their online orders ready for pick-up at the store location of their choice whether on the way to the office or on an adventure in an unfamiliar city.

(Source: Alibaba Group)

# Alibaba hits 5-yr goal of \$1t in gross merchandise volume

Chinese business giant Alibaba Group has completed its target set five years ago to achieve \$1 trillion in gross merchandise volume this fiscal year, said Zhang Yong, the group's CEO, in a letter to shareholders recently.

The achieved volume is an important milestone to Alibaba, Zhang said, and it is setting a new target of servicing 1 billion Chinese customers to realize a 10 trillion yuan consumption scale on the group's platform within the next five years, and comprehensively move toward globalization.

By 2036, Alibaba wants to provide services to 2 billion global customers, create 100 million jobs, and help more than 10 million small and medium-sized enterprises to become profitable, Zhang said.

Alibaba will continue to insist on its strategies of "globalization, China domestic consumption, and big data powered by cloud computing", with globalization as the long-term battle, Chinese domestic consumption the cornerstone battle, and big data powered by cloud computing the battle for the future, according to Zhang.

(Source: China Daily)

### eBay's Management of Payments Begins Scaling Globally

Starting from July 20, eBay will begin expanding its management of payments around the globe. The company embarked on its journey to manage the end-to-end payments process on its marketplace platform in late 2018 and is already seeing success with its rollouts in the U.S. and Germany. Until now, the rollout has been paced by an Operating Agreement with PayPal that governed how quickly eBay could scale its management of payments. With this agreement now expired, eBay is free to move quickly with fully launching its management of payments, bringing customers one step further toward a more seamless user experience and a more modern managed marketplace.

As of the end of the second quarter, eBay is already managing payments for nearly 42,000 sellers and has processed \$4.7 billion in GMV in the U.S. and Germany. Most sellers can expect to see savings in managed payments, with eBay saving sellers \$17 million in transaction fees so far.

(Source: eBay News)

#### 3. BUSINESS OPPORTUNITIES

### **CHINA EXPORT | Clothing household disinfectant**

**Product Name:** Clothing Household Disinfectant

Volume: 2L

#### **Product Introduction**

Category of microorganisms killed: intestinal pathogenic bacteria, pyogenic coccus. The clothes smell fresh after using. It contains pine extract, and does not damage clothing fiber and color. By the national professional organization testing, it can kill 99.99% escherichia coli and staphylococcus aureus under the test condition.

# **CHINA EXPORT | Cabinet air sterilizer**

**Product Name:** Cabinet air sterilizer

**Product Model:** ZSYD-680

#### **Product Introduction**

Mainly suitable for: Isolate a ward of 20 square meters, and create an exhaust vent and an air inlet on the wall of the room. The polluted gas is quickly sucked into the machine for disinfection, and discharged out of the room after the high-efficiency filter. Cross infection protects medical staff. The air volume is circulated more than 10 times per hour. The machine will purify the outdoor air and introduce it into the room.

Internationalize & Global Marketplace

The product is undergoing EU CE certification.

### **CHINA EXPORT | High-speed Rewinder**

#### **Product Description**

The High-speed Rewinder, which is designed according to Europe technology, is result of cooperation with the Finnish company and the manufactured is covered by license from Europe. The main components such as slitting system and spread roll systems are imported while machine parts are all manufactured by high-precision NC machining equipment. Its sophisticated material and advanced control ensure the stability and reliability of products, and it is applicable to the rewinding of publication grades, newsprint, LWC and paperboard. The machine passed the Provincial Appraisal of the New Products in the year 2007 and was identified as "State-level Important New Product". The Rewinder technical performance is in line with the highest international level.

#### **Technical Advantages**

- Designed and manufactured precisely, the machine can run stably and efficiently at high speed; It is reliable and easy to run;
- The optimum design minimizes assisted time and makes the rewinding efficiency high;
- Have advanced automation features, such as automatic web threading, automatic set changing, automatic core feeding and gluing, automatic web holding, roll ejecting and web cutting etc;
- Nip-load of rider roll is in closed-loop control, so it goes as pre-designed pressure curve to ensure set quality;
- Web tension is in closed-loop control and torque of the two drums is in auto-control, thus tightness both within and outside the paper roll is uniform;

■ Have strong and perfect security functions, including various mechanical protections, interlock protection and photoelectric protection so as to ensure that operators and equipments are safe.

#### **Technical Data**

Trimmed Width: 2640~7800 mm

Operating Speed: 1500~2500m/min

### **CHINA EXPORT | Brick-making machine**

**Product Name:** Brick-making machine

**Specification:** QT4-40A

**Material:** Steel

#### **Product Introduction**

Host Machine Power: 4.4kW

Pallet Size: 850\*450\* (20-40) mm

Production Capacity: 4.8million pcs/year(240\*115\*53mm)

For the contacts of the above or more business opportunities, please send the following information to **tradeinvest@ccpit.org**:

- (1) Company name, main business, product catalogue, etc.
- (2) Scanned copy of business license
- (3) Contact person and contact information
- (4) Interested products and business projects

THE CROSS-BORDER E-COMMERCE NEWSLETTER, initiated by the Department of Trade and Investment Promotion of China Council for the Promotion of International Trade (CCPIT) and compiled by CCPIT IT Center, provides information regarding Chinese trade policy watch, industry update and business opportunities in China. It caters to the needs of international e-commerce companies, import & export trade dealers, foreign embassies, chambers of commerce and industry of all countries who are seeking biz updates and trade opportunities.

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# **Newly Released!**

#### FAIRS AND EXHIBITIONS IN CHINA 2020

China Council for the Promotion of International Trade (CCPIT) has recently released the Chinese and English bilingual edition of **FAIRS AND EXHIBITIONS IN CHINA 2020.** 



Since 1995, CCPIT has compiled and printed the Chinese and English bilingual annual report of Fairs and Exhibitions in China every year, and published information about major economic and trade exhibitions to be held in China that year, providing a significant reference for enterprises to participate in the exhibitions or expos held in China and have been welcomed by embassies, consulates, trade associations and enterprises in China throughout the years.

**FAIRS AND EXHIBITIONS IN CHINA 2020** is coordinated by the Department of Trade and Investment Promotion of CCPIT and compiled by CCPIT IT Center.

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