

CHINATELLS JUNE 2009 ARCHIVE

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[Buy China Arouses Reaction \(购买中国引起强烈反应\)](#)

Jun 22

Posted by [Wushu](#) in [About China \(国际视点\)](#) | [3 Comments](#)

Beijing is playing with fire by issuing a `Buy China' edict for its stimulus package.

As the world's top exporter with a \$400bn current account surplus and an economy that lives off the America and European market, it will pay the highest price if it triggers a global retreat into protectionist blocs.

The Chinese elite no doubt feel provoked by what they call the "poison" of the US `Buy American' clause, but the Obama White House managed to tone down the worst excesses of Capitol Hill and in any case the Chinese version is more restrictive.

China needs to loosen grip on economy to sustain growth, experts argue but bans the purchase of foreign equipment for investment projects unless a special exemption is obtained. The measures apply to European goods, even though EU states have not imposed any such "Buy Europe" clause of their own. EU producers of wind turbines have already been excluded from a \$5bn wind project, whether or not they have factories in China.

Beijing risks making the same catastrophic error as the US Congress when it passed the US Smoot-Hawley Tariff Act in 1930. America was then the rising surplus power, like China today. It was the chief beneficiary of an open global system.

By imposing tariffs, Washington triggered massive retaliation. While nobody escaped the Great Depression that ensued, the effects were unequal. The US suffered a far steeper decline in output than the rest of the world. Britain muddled through relatively well in a trade bloc behind Imperial Preference.

China's action is extremely disturbing. It confirms what we have long feared, that the Chinese government is sufficiently worried about rising unemployment to adopt suicidal measures. Nor does this episode instill confidence in the 'China recovery story'.

While exports fell 26pc in April, imports were down by almost as much. There is no real rebalancing under way from external to internal demand. China is still running a massive surplus. It is flooding the world with excess goods, and exporting deflation. This is untenable. At some point, the West will react.

[China: Healthier People, Healthier Economy \(中国最新的医疗改革计划\)](#)

Jun 22

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Once upon a time, when China was unambiguously a communist country, its healthcare system was a success. In the three decades following the establishment of the People's Republic in 1949, the average lifespan nearly doubled and infant mortality went down five-fold. Good healthcare provisions no doubt played a major part.

Then came the market reforms of the early-1980s and the system fell apart. Provision of healthcare fell behind the need to boost GDP and eventually the central government withdrew funding, putting more pressure on local governments.

"When the system turned to a market-orientated approach, the cities on the east coast which received the most foreign direct investment were in the best position to invest that money into healthcare, while the inland provinces were not able to keep up," said Robert Pollard, director of market research firm, Synovate Healthcare, in Beijing.

Patients were forced to pay ever-greater out-of-pocket expenses for their care. The situation nowadays is that the ill often have to foot big bills that can drive them into poverty or avoiding treatment altogether, while the healthy try to keep large chunks of their income in the bank just in case the worst does happen. This is why the government guidelines for medical reform, released last month, are so important. The plan is to upgrade the healthcare system by 2020 into something that provides affordable and effective medical treatment to both rural and urban citizens. It will affect everything from hospitals and clinics, and healthcare financing, to the drug delivery system.

“What we’re seeing with the new plan is a move back to a more socialist approach to medicine by providing for the majority,” said Pollard.

If successful, the sick will not be the only beneficiaries: the economy as a whole could undergo a fundamental change, and several business sectors—drug companies, medical equipment manufacturers and insurance companies—will all be affected.

Medical reform has been a long time coming, with plenty of stops and starts over the past decade. What makes things different this time is that the government has already announced how much it is going to spend on the initial phase, namely Rmb850 billion (\$125 billion) during the next three years.

A poor system

The main problem that needs to be addressed is the inefficient manner in which healthcare is delivered. Local clinics lack credibility for even common illnesses, so even if someone has a cold they will often not seek primary care, but rather go straight to a hospital. Therefore a subset of hospitals is caring for the full spectrum of illnesses, from the mildest of ailments to the most serious conditions.

“It’s the academic hospitals with the good reputations that people go to,” said Jon Zifferblatt, managing director of General Biologic, a Shanghai-based healthcare consultancy and information provider. “They open their doors in the morning and people flood in. It’s a bit like going to see a doctor in a train station.” And for many rural citizens, going to a hospital might not be an option since it could be too far away or too expensive.

One way to tackle this inefficient aspect of the system is to reduce the level of dependence on the top-level hospitals. To do this there are plans to build or upgrade 8,700 hospitals—3,700 in urban areas and 5,000 in rural areas—and 11,000 community clinics by 2011. These new facilities will be scattered across the country and building them could provide temporary work opportunities to migrant workers who have returned home after losing their jobs in the big cities.

Off the back of the new hospitals and clinics, sales of medical equipment are expected to increase. Each clinic has a list of devices that it must stock, which will turn out to be a shopping list for many new or underequipped centres. The focus will be to buy domestically-produced equipment, thereby helping out several US-listed Chinese companies. Two such companies that are considered well placed to take advantage are Mindray Medical International and China Medical Technologies.

But the success of these new clinics will depend on more than just how well-equipped they are. The difficult part is to make sure that the clinics are staffed by qualified doctors, thereby restoring trust in the system. The government has to find ways to incentivise good doctors to work in what could sometimes be remote locations.

The other main problem with the healthcare delivery system is that it is not always working in the interest of patients. Government funding for hospitals has gradually diminished, while at the same time the state imposes price control on many services. The result is that hospitals often over-prescribe drugs, or sell expensive patented drugs with a high mark-up. The hospital benefits financially from this because not only do they prescribe the drugs, they dispense them too. Hospitals in China make around 60% of their revenues from prescribing drugs, compared to the 10% to 20% that is typical in Western countries. In the draft guidelines, released last year, there were plans to separate the prescribing and dispensing of drugs. But in the final document these were only introduced as a pilot plan, suggesting that the government has decided not to tackle the hospital inefficiencies head on, but indirectly through improvements in the financing of treatment.

Efficiency through insurance

While around one-third of the announced money has been allocated towards infrastructure and the Ministry of Health, two-thirds is going towards social security funds. More money for social security funds means both that more people will be covered by the state medical insurance and that reimbursements and subsidies given for healthcare will increase.

“The question is who should have the power to control the healthcare system? Naturally, [the social security funds] do not have the incentive to maximise hospitals’ profits,” says Jinsong Du, healthcare analyst at Credit Suisse. Du says the financing reform will bring improvements in three stages. First, higher levels of insurance coverage and reimbursements will increase the demand for healthcare services—and to meet the demand the government will be provoked to spend more on medical infrastructure.

In the medium term, the large buying power of the funds will mean that they will be able to impose greater levels of efficiency on the hospitals. A fund will only pay for drugs that it believes are necessary, which should therefore reduce the problem of over-prescription. Instead of treating pre-existing conditions with medicine, preventative medicine could become more attractive, which will benefit vaccine and diagnostic makers.

Finally, over the long term the general population will become more aware of the benefits of insurance and differing levels of healthcare services, which will in turn educate them about

the benefits of private medical insurance. Once used to the idea of being insured, individuals will be more likely to take out private insurance, that will in turn help the nascent private healthcare sector, which, as of 2007, only accounted for 3% of the hospital market.

“If the majority of the country is served by a sufficient public system,” said Zifferblatt, “the private for-profit sector might find itself in a better space to grow.” If insurance catches on, the ramifications on the Chinese economy could be huge. At the moment, the country’s high savings rate is the government’s biggest obstacle to stimulating consumption—a kind of self-imposed taxation to protect against unemployment and poor health. But if the population starts paying small, but regular insurance premiums rather than keeping large chunks in the bank, China could eventually evolve into more of a consumer society.

中国对于外界指责予以反击 (China’s Reaction to Others’ Criticism on ‘Buy China’)



针对外媒的尖锐批评，中国 WTO 研究会常务理事

何伟文对《环球时报》记者表示，这个所谓的“买国货”条款事实上并非对外国货的限制和歧视，恰恰相反，在中国遭受非国民待遇的正是中国货。

《环球时报》记者从相关消息人士了解到，国家发改委、工信部等 9 部委早在 5 月 26 日联合发布有关通知，对工程建设招投标监管工作进行统一部署。通知表示，目前我国装备制造业招标采购活动中，通过在招标文件当中设置歧视性的条件，限制国产设备使用的做法比较突出，在一些领域还相当严重。而且这种国货歧视现象不是近期才有，多年以来一直存在。因此，有必要对政府采购等行为进行规范，鼓励采购国货。

商务部研究院研究员赵萍也对《环球时报》记者表示，自从改革开放以来，中国人的观念是洋货优于国货，这也造成了国货在国内反而遭受非国民待遇的窘境。九部委的政策是对这一现象的纠正，无论[金融危机](#)有没有发生，中国都会这样做，和贸易保护主义没有关系。

《金融时报》的报道也承认，中国政府接到了来自国内行业协会的申诉称，地方政府在经济刺激计划相关的采购中，偏袒外国供应商。瑞士信贷驻中国首席经济师陶冬表示：“在中国，地方政府的确有偏爱

外国产品的倾向，但考虑到自由贸易对中国的经济是如此重要，这不是目前中国应该向世界其他国家发出的恰当信息。”《华尔街日报》则表示，中国的刺激方案提高了原材料和大宗商品进口，这让巴西和澳大利亚等资源大国从中受益，然而其他国家获得提振的期待却落空了。专家称，这可能是一些西方感觉酸溜溜的重要原因之一。

完全符合 WTO 原则

国家发改委宏观经济研究院对外经济研究所所长张燕生对《环球时报》记者表示，现在贸易全球化程度非常高，你中有我，我中有你，以至于中国一些地方采购中将组装奔驰宝马列为国货，美国化程度很高的联想电脑，却被美国政府排除在采购清单之外。

商务部研究院研究员赵萍认为，政府采购用的是纳税人的钱，取之于民，用之于民，这根本无可厚非。事实上，考虑到运输成本等问题，各国政府采购都会采取就近采购的原则，这样做既经济又环保。

中国 WTO 研究会常务理事何伟文也表示，国外媒体称中国搞贸易保护主义显然是对九部委条文的一种误读。早在今年 2 月份，商务部就明确表示，中国不会步美“买美国货”的后尘，决不搞“买中国货”。中国的行为是对国货在国内遭受歧视讨回一个公道，我们可以理直气壮地说，这完全符合 WTO“无歧视”和“国民待遇”原则。

Google Nannyng Arouses Worry (西媒对谷歌在中国的遭遇发表不满)



显然西媒对谷歌在中国的遭遇极度不满，将其上纲上线到保护主义高度。凭什么政府老盯着谷歌，而其竞争对手百度却安然无恙？老外也许忽略了一点，在中国混，对国情还是要有相当研究的，这一套不见得读了哈佛的 MBA 就能搞得明白。

Beijing's latest move to tighten its grip on the Internet came last week, when the government told Google to block non-Chinese Web sites from its Chinese search portal and alter some features on its search site. This is isn't just net nannyng; it's protectionism by another name.

Since the 2006 launch of its Chinese-hosted search site, Google has been in pitched battle with Baidu, a domestic competitor that has 74% market share in domestic Web searches, according to Shanghai-based consulting firm iResearch. Google's market share is around 20%. The U.S. company's key competitive advantage rests in non-

Chinese-language search results, an advantage that would be wiped out if it fully complies with the government's demand.

State-run news agency Xinhua explained Friday that the government is concerned about lewd content available through Google's Chinese site. Internet users were quick to point out that Baidu and Google usually return similar results in this arena.

Last week's move comes on top of the announcement this month that all computer makers are required to install filtering software known as Green Dam on computers sold in China. That edict is massively unpopular, and the attack on Google may be an effort to shore up nationalistic public support for the government's antiporn campaign. The U.S. State Department issued a formal demarche to counterparts in Beijing last week regarding the software.

If Beijing is so concerned about protecting children, it could allow more companies — domestic and foreign — to sell porn-filtering content to concerned parents. The competition would engender better products and give parents more choices.

Instead, Beijing has launched a propaganda hit job on foreigners in the name of net nannying. On the same day the government summoned Google officials for a meeting on Internet porn, state-run CCTV ran a documentary attacking Google for its allegedly pornographic content. (Enterprising Chinese Internet users later discovered that one of the people interviewed on the program was actually an intern at CCTV.)

It's unclear whether the move against Google violates the letter of China's commitment to the World Trade Organization, but it certainly violates its spirit. China agreed to give equal treatment to foreign-owned companies and domestic companies and apply laws to each in the same way. That doesn't appear to be the case here.

Google already filters search results from its Chinese site by censoring specific sites and search terms. This sits awkwardly with the company's "don't be evil" motto. But at the end of the day, Google is in the information business, and there's merit to its argument that if it wasn't in China, one of its competitors would be.

For now, Google's Chinese search site is still linking to foreign content. But even though Beijing hasn't closed down Google's site, the threat is there. It has happened before: Google was blocked temporarily in February and March. YouTube, the video-sharing site owned by Google, has been blocked since March.

Beijing's latest edict is a reminder to companies operating in China that the rules of the game are set by the Communist Party, not by the rule of law. It's also a reminder that censorship isn't just a threat to human rights — it can also be a threat to business.

谷歌涉黄-点击率惹的货？(Google linked to Porn sites ads due to Profit Pressure?)



Search Engine

It is reported in China that a potential cause for Google to be linked to excessive porn sites is google's profit seeking model. To sustain its growth and strengthen its edge against main competitions in China google has no choice but to seek high income streams including porn site ads.

日前，互联网违法和不良信息举报中心调查发现谷歌中国网站存在大量传播淫秽色情和**低俗**信息而遭遇强烈的谴责！国家相关部门宣布对“谷歌中国”网站进行相关处罚。实际上，谷歌因存在黄色信息而被通报批评并不是首次，在今年1月和4月，它曾被互联网违法和不良信息举报中心两次曝光，要求整改。事隔两天，猫扑网和天极网因整改后仍然存在淫秽不良信息被再度曝光。**追问疑问**

为什么互联网上淫秽色情和低俗信息会屡禁不止？就连作为全球最大的搜索引擎也一再涉黄，在中国市场给自家“倒米”。正如一知情人士透露，这都是点击率“惹的祸”。事实上，互联网传播淫秽和不良信息不单是出现在我国，这是全球性的问题，美国、英国等互联网高度发达的国家和地区，它们又是如何进行监管？有专家指出，要净化互联网，既需要政府部门对网站进行有力的监管外，也需要网站自律和部分网民洁身自爱。

追求访问量

谷歌中国甘愿“犯戒”？

谷歌作为全球最大的搜索引擎，谷歌中国这次遭受互联网违法和不良信息举报中心和央视的谴责，并再度曝光其存在大量淫秽色情和低俗信息，令一众网民感到惊讶与失望。此前，谷歌中国在今年1月和4月也是该原因被要求整改，为何要一再“破戒”？是搜索引擎本身的技术问题，还是“知不可为而为之”？

据互联网实验室董事长方兴东表示，尽管对低俗内容在技术上没有特别完美方案来屏蔽，但基本上可以解决大部分问题，谷歌出现如此大量的低俗信息绝对不是技术上无法处理，“谷歌中国既然作为一个在中国经营的网站，就要遵守国内的法律，通过技术手段也好，或者通过人工手段也好，都要保证内容是合法的”。

方兴东指出，对于色情的内容，有很多人，包括青少年可能会非常好奇，也比较喜欢，一些网站为了追求访问量，为了追求利益，就去做色情的内容。

一网站相关负责人告诉记者，在行内这些事情有点像“潜规则”，大家都知道这样是为了吸引更多的用户点击，搜索引擎则是为了更多用户使用其来搜索资讯。有的搜索引擎可能会有更多的“人工色彩”，网站人员对一些链接来源进行“把关”，但谷歌中国则更为“市场化”，偏向以计算大多用户搜索的信息为依据，提供搜索联想和结果，造成出现“把关”过松的问题。

据了解，在本次事件前，不单是谷歌中国在输入关键词时会联想出大量暧昧、色情的字句、图片和视频，国内一些搜索引擎同样存在这样的情况。谷歌中国事件发生后，记者尝试到其他搜索引擎进行搜索，明显地发现具有色情黄色信息的图片和视频少了很多。有网友则表示，这次事件有点“杀鸡儆猴”的意味，这对净化国内互联网来说是一件好事。

谷歌在华业务受影响 你还会用谷歌吗？

谷歌中国“涉黄”事件发生后，尽管谷歌公司快速作出反应，发表了无条件认错声明，表示将按中方意见整改，将全力清除中国互联网上的低俗内容。同时表示未有调查数据显示谷歌中国搜索用户数量下降，但大部分业内人士以及网友认为，这次事件对谷歌在华业务有重大影响，网民会对其产生信任危机，尤其是身为父母的网民会重新考虑是否让小孩用谷歌进行搜索。

有业内人士表示，之前谷歌曾经被互联网违法和不良信息举报中心点过两次名，这次，“谷歌”旧病复发实际上就要变成“反面典型”了，这对谷歌的声誉会有极大的影响。任何企业的生存与发展都必须依赖其良好的声誉，没了声誉还怎么在中国立足？

英国《金融时报》指出，中国政府责令谷歌阻止其中文服务用户访问境外网站，这是它在中国运营4年来遭受的最大打击，有可能影响谷歌在中国的增长。

根据北京互联网研究公司易观国际的研究，谷歌过去一年在中国增长迅猛，市场份额在今年首季首次突破30%。“如果这些限制持续超过几天，将会对谷歌在华业务产生巨大影响，用户访问流量将急剧下降。”易观国际首席执行官于扬表示。

有一位网友感慨道：“谷歌”曾是一个多么诗意的名字，现在却和“淫秽”、“低俗”联系在一起。曾经的诗意换来的是众多网民的谴责、执法机关的处罚，“谷歌”究竟是怎么了？作为一个负有责任的跨国公司，担负着文化传播的重任，“谷歌”理应“引以为戒”，及时清除那些低俗的内容，杜绝可能引起别人反感的问题。

Sinopec & Addax Deal boost market confidence (中石化收购阿达克斯)



Sinopec

中石化发力，这是继中铝购并力拓失败以后中国公司在其他战场上的胜利。在全球经济低迷，大宗商品价格受挫，美元乏力，以及中国经济一枝独秀的大背景下，中石化的海外购并具有战略意义。管中窥豹，从中也可以略微解毒中央政府应对过多美元外汇储备的策略。

(Source: WSJ) China again sought to satisfy its hunger for natural resources, as state-owned Sinopec Group agreed to acquire oil-exploration company Addax Petroleum Corp. for 8.27 billion Canadian dollars (US\$7.19 billion), in what would mark the largest overseas takeover by a Chinese company.

The deal increases Sinopec's presence in one of the world's hottest oil-exploration frontiers — offshore West Africa — and establishes it in oil-rich but politically sensitive Iraqi Kurdistan.

The transaction also underscores the growing appetite for risk among Chinese resource companies. For years, they tended to tread cautiously, especially after U.S. political pressure forced Cnooc Ltd. to abandon its \$18.5 billion bid for oil producer Unocal Corp. in 2005.

More

Heard on the Street: China Strikes Expensive Oil Deal
Journal: China Flexes Deal-Making Muscles
Deal Profile: Sinopec-Addax — China's Big Oil Play
But in the past year, Chinese state-owned companies have been encouraged to make acquisitions by a central government convinced that the global financial crisis has created an unmatched buying opportunity.

They are taking advantage of depressed asset prices and access to Chinese credit to strike deals designed to secure the resources needed to power China's growing economy.

The purchase also demonstrates growing confidence among Chinese energy companies. In the past, they have preferred to strike government-to-government deals and offer loans for oil. Over the past half-year, China has proffered more than \$45 billion in loans to Russia, Brazil, Venezuela and Kazakhstan in exchange for long-term crude supplies.

But deals like the Addax acquisition show they are gradually growing into international oil companies, capable of striking high-profile, cross-border deals. They are even expanding into countries, such as Syria, deemed too risky by Western oil companies.

But not all of China's efforts have been successful. In early June, Anglo-Australian mining giant Rio Tinto Ltd. rejected Aluminum Corp. of China's \$19.5 billion offer for part of the company after recovering markets made the deal financially unpalatable. That deal also faced economic, political and shareholder opposition, reflecting fears over the consequences of giving China direct access to big supplies of natural resources.

The Addax deal also marks the first time a global oil giant has ventured into the Kurdish autonomous region of northern Iraq. Authorities in Baghdad have denounced as illegal the roughly 30 oil contracts negotiated between the Kurdish regional government and foreign energy companies like Addax. Western oil majors have steered clear of Kurdistan for fear of antagonizing the Iraqi government.

Sinopec's foray into the region suggests the tide might be turning. Earlier this year, Iraqi Oil Minister Hussain al-Shahristani gave approval for foreign companies developing oil fields in the Kurdish region to export their crude directly to international markets. Addax was a beneficiary of the change and has been shipping oil since the start of this month.

Still unclear, however, is how foreign companies will be compensated for the oil they export, with most sales revenues being channeled to Baghdad.

"The Sinopec deal shows the big boys are now more confident about investing in Kurdistan," said Helmut Langanger, head of exploration and production at OMV AG, the Austrian energy firm that is also drilling for oil in the Kurdish region. OMV says its presence in the north disqualified it from participating in Iraq's first oil-licensing round, scheduled for next week.

"The Chinese must feel comfortable that they can manage this, otherwise they would never have announced it," said one person familiar with the deal.

Based in Switzerland and listed in London and Toronto, Addax is one of the largest independent oil producers in West Africa and the Middle East by volume. Aside from Kurdistan, it operates off Nigeria, an area that has seen huge exploration success in recent years.

The company produced 136,500 barrels a day on average last year, or about 1.7% of China's daily consumption. China used about eight million barrels daily last year, according to the BP Statistical Review of World Energy.

The deal is a coup for Addax Chief Executive Jean Claude Gandur, one of the founders and principal shareholders in the company. He is a Swiss citizen who grew up in the Egyptian city of Alexandria and started out as an oil trader in the 1970s.

He set up his own West African trading operation, Addax & Oryx Group, in 1987 and later began acquiring stakes in oil fields while gaining a reputation as a buccaneer who thrived in tough, politically risky settings.

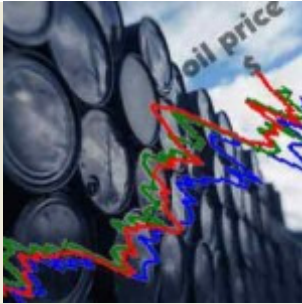
In 1994, he hived off Addax's oil-exploration and development business into a separate company, Addax Petroleum, and listed it on the Toronto Stock Exchange 12 years later.

Sinopec offered C\$52.80 a share, 16% more than Tuesday's closing price in Toronto. In a statement, Addax said its board recommended that shareholders accept the offer and said senior executives, including Mr. Gandur, have agreed to sell their combined 38% stake to Sinopec.

Sinopec called the acquisition "a transformational transaction" that would accelerate its international growth.

中石化 2008 年炼油板块巨亏 1144 亿 (Sinopec Refining loss in 2008 Amounting to 114 Billion RMB)

It is reported in Shanghai Security Newspaper that Sinopec, as the biggest oil refinery in China, has taken huge social responsibility in 2008 when they did not increase the gasoline price during the oil price spike.



During the first three quarters in 2008, oil price touched the high of \$147, therefore the cracking margin for Sinopec is under huge pressure. However Sinopec runs her capacity to 87% and secure the stable supply of gasoline market within the country. As a result their refining division suffered from a loss of 114 Billion RMB, which is roughly equal to 16 Billion USD.

(来源：上海证券报) 在去年国际油价持续“高烧”的背景下，作为中国最大炼油企业的中石化集团承担了巨大的社会责任。该集团昨天在官方网站公布的《2008 年企业社会责任报告》（下称《责任报告》）透露，中石化集团去年炼油板块的实际亏损高达 1144 亿元。

《责任报告》显示，2008 年前三季度，国际油价持续走高，与国内成品油价格严重倒挂，造成国内成品油市场供应紧张。在国家为保证人民生活质量、控制成品油价格以避免物价关联上涨的情况下，中石化集团尽管面临多炼多亏、多卖多亏的局面，但仍满负荷生产成品油，甚至调减盈利的乙烯原料油以多产成品油，同时背负着较大的价差组织成品油进口，保证国内市场的稳定供应。

在高油价下，国内油品价格的调整始终滞后于原油价格的上涨。而在供应紧张的危机时刻，亏损的地方炼厂纷纷停产。在此期间，中石化认真履行央企职责，仍保持炼油装置高负荷运行，为满足国民经济的稳定发展，不计代价保证成品油生产。

数据显示，中石化在 2008 年油价高企的巨大压力下，原油加工量达到 1.73 亿吨、开工负荷达到 87%，均创历史最高水平。

在这种情况下，中石化以自身的损失，降低了国际高油价对国内经济的冲击。但“史无前例的高油价使中石化炼油相关成本大幅增加，2008 年炼油板块实际亏损 1144 亿元。”中石化在《责任报告》中说。

China Iron Ore Negotiation Dilemma (中国面临铁矿石谈判死胡同?)



再过不到一个星期便是中国钢铁协会和三大矿业巨头谈判的最后时刻。目前看来形势不容乐观。三大巨头已经同日韩铁矿石进口商谈好价格，并且从中国目前铁矿石进口的趋势来看有增无减。外媒分析员纷纷猜测中国钢铁协会别无选择只能认宰。由此显现出崛起大国对资源需求和定价权的无奈。

SHANGHAI/SEOUL, June 24 (Reuters) – With less than a week before the deadline to agree on a price for annual iron ore contracts, it is increasingly clear that China faces two unpalatable choices — buying all its ore on the spot market, or swallowing the same deal agreed by rivals.

A slight but perceptible recovery in both steel and iron ore prices has undercut China's demands for a bigger price cut than the 33 percent that other Asian mills agreed.

To save face, the China Iron and Steel Association may come up with a deal at the same price as miners Rio Tinto, BHP Billiton and Vale agreed with Japanese and Korea mills, but build in wiggle room to benefit if prices fall by pegging contracts to spot prices.

For the moment, however, things appear to be playing into the miners' hands, with spot prices now almost as high as the recently settled long-term contract prices, and the prospect of a longed-for shift toward spot market pricing tantalisingly close.

“With spot iron ore and steel prices on the rise, the miners are unlikely to concede bigger contract price reductions with their Chinese customers than those already confirmed in Japan and Europe,” Goldman Sachs JBWere analyst Malcolm Southwood said.

Spot prices to China have recovered to a four-month high of \$77.50 a tonne including cost and freight, or around \$60 free on board, roughly in line with the price of contracted Australian fine iron ore agreed between Rio Tinto and Asian mills.

“I don't see Rio giving in as they can sell on spot for a better price. Why would you? And while the Chinese can wave their arms all they want, the fact is the (spot) price is going up,” said James Wilson, a mining analyst for DJ Carmichael & Co.

SPOT THE DANGER

If there is no deal by next Tuesday, a deadline set by Rio Tinto, it could stop contractual

sales and instead negotiate prices on a cargo-by-cargo basis — a big gamble for China, which is now importing about half of the world's traded iron ore.

Massive iron ore stockpiles built up after record imports this year will provide some immediate buffer for mills if supplies come to an abrupt halt, but in reality the shift is underway — Rio has sold half its ore on a spot basis this year.

“The Chinese are likely building inventories to aid in their negotiations to drive down the price of iron ore... They don't need 75 million tonnes of inventory to support high levels of industrial production growth,” said FBR Capital Markets analysts.

For a graphic on China's iron ore imports, click: [here](#)

Lead negotiator China Iron and Steel Association is reportedly advising its mills not to overbid in the spot market to further drive up prices, but its position has been undermined by the record iron ore imports and rising steel production.

Small mills, eager to fix production costs and prepare for demand upturn, have already signed private deals, ignoring threats from CISA that it would not recognise the deals and revoke import licenses.

Further pressure came last week when ArcelorMittal, the world's top steel producer, endorsed a long-term contract deal that Vale signed with Asian steelmakers, indicating even Europe, where market conditions are much worse than in China, is preparing for demand recovery.

“Settlement could be a sign of a recovery in demand as ArcelorMittal has been buying little or even none from Vale since October,” Merrill Lynch said in a note this week.

Data from the World Steel Association showed global steel output crept up in May from April and monthly gains could continue as inventories were close to depletion.

NEW DEAL

A failure to win a 45 percent price cut would be a face-losing humiliation for CISA, but in the end it may be forced to approve individual agreements, analysts said.

“They are trying to get the best deal. If they don't look like they're in charge, then of course they'll lose power. So they trying to show ‘we are in charge and therefore we can get the best deal,’” said Scott Laprise, a CLSA analyst.

To save face, it may seek a deal that captures the benefits of spot pricing when attractive and still keeps the long-term supply security of contracts.

“It is asking some terms that had never been seen before... that would allow renegotiation if fundamentals change,” said a source with direct knowledge of the negotiations.

Some analysts predict China may agree a 33 percent cut, but with possible revisions in later quarters, an agreement that would not anger those who have already reached a deal.

“If the Australians and Chinese negotiate a lower price, then others will stand up and say we want a lower price too. That will bring everyone back to square one,” said Wilson at DJ Carmichael.

A Reuters poll earlier this month showed the bulk of analysts thought China will have to accept prices already agreed by other Asian mills, but possibly cut the amount of ore it buys on an annual basis and rely more heavily on the spot market

中国财富分布有集中化趋势 (China's Wealth Distribution more concentrated in upper tier)



Too much Money Floating Around?

It is reported in China that the wealth distribution in China is concentrating on the top tier. According to BCG's Wealth Report Annual 2006, 70% of China's wealth is controlled in 0.4% of the family, which is relatively high compared to other country including USA.

中国在社会财富增长加速的同时，出现了财富向少数人手中集中的倾向。在日前召开的政协十一届常委会上，中国财富的“集中度”正在受到政协常委和委员的热切关注。蔡继明委员说：“中国权威部门的一份报告显示，0.4%的人掌握了70%的财富，财富集中度高于美国。”

“有钱人”是谁

查阅了几组权威数据显示，中国财富的确在以全球最快的速度流入富人钱包。2007年5月，波士顿咨询公司发布的《2006全球财富报告》指出，在中国，0.4%的家庭占有70%的国民财富；而在日本、澳大利亚等成熟市场，一般是5%的家庭控制国家50%—60%的财富。

2008年8月，美林集团与欧洲最大的咨询公司凯捷咨询在北京联合发布的《2008亚太财富报告》指出，截至2007年底，中国共有41.5万位个人资产超过100万美元的富人。从财富平均拥有量

来看，中国百万富翁人均掌握资产达 510 万美元，高于 340 万美元的亚太地区平均值。专家指出，目前中国已经成为全球财富最为高度集中的国家。中国财富向富人的集中度正在以年均 12.3% 的加速度在增长，是全球平均增速的 2 倍。

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