

Macao young  
entrepreneurs

Macao and Hengqin  
draw closer

Zhuhai Airshow  
posts record sales

# Macao 澳門

## Praise and encouragement from President Xi in Macao





# Macao

**DIRECTOR**

Victor Chan Chi Ping

**EXECUTIVE EDITOR**

Alberto, Au Kam Va

**EDITOR**

Eva Lei Sao lok

**PUBLISHER**

Government Information Bureau (GCS) of the Macao SAR  
Address: 15/Floor, China Plaza Building,  
Avenida da Praia Grande, 762 - 804  
Macao, China  
Phone: + 853 2833 2886 Fax: + 853 2835 5426  
E-mail: info@gcs.gov.mo

**PRODUCER AND DISTRIBUTOR**

Macaolink News and Information Services, Limited  
Address: 10/Floor I, The Macau Square,  
43 - 53A, Av. Infante D. Henrique  
Macao, China  
Phone: + 853 2835 5315 Fax: + 853 2835 5466  
E-mail: macaulink@macaulink.com.mo

**EDITOR-IN-CHIEF**

Gonçalo César de Sá  
cesaradesa@macaulink.com.mo

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**REGULAR CONTRIBUTORS**

**MACAO**

Christian Ritter, Fernando Correia, Filipa Queiróz, Hélder Beja,  
José Carlos Matias, Luciana Leitão, Maria João Janeiro,  
Mariana C. de Sá (Writers)  
António Sanmarful, Carmo Correia, Cheong Kam Ka, Eric Tam,  
Luís Almoater, Mércia Gonçalves (Photographers)  
Gil Araújo (Illustrator)

**PEOPLE'S REPUBLIC OF CHINA**

António Caeiro, Loro Horta, Luo Xunzhi, Sacha Matuszak (Writers)

**HONG KONG**

Frank Xie, Louise do Rosário, Mark O'Neill, Thomas Chan (Writers)  
Leong Ka Tai (Photographer)

**TAIWAN**

Ou Nian-le (Writer)

**ANGOLA**

Guilherme Dias (Writer)

**BRAZIL**

Nuno Mendonça, Marco Antinossi (Writers)

**MOZAMBIQUE**

Emanuel Pereira (Writer)  
Alexandre Marques (Photographer)

**PORTUGAL**

António Escobar, Catarina Aleixo, Claudia Aranda,  
José Manuel Fernandes, Miguel de Brito (Writers)  
José Goulão (Photographer)

**TIMOR – LESTE**

António Sampaio (Writer)

**UNITED KINGDOM**

Kirsty Ridge (Writer)

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### Vigor [Chien]

Chien is a complex character, and something of a riddle. It is made up of the ideas 'to establish', and 'person', perhaps referring to the strength and vitality of those who are able to establish themselves in the world.

The character for 'to establish' is, in itself, complicated, combining a clawlike 'hand' holding the stem of a 'writing stick' and two written 'lines' to make 'pen', with the lively strokes of 'to move on'—suggesting the importance of writing as a means to power and influence in ancient China.

From the book "The Spirit of the Chinese Character - Gifts from the Heart" by Barbara Aria with Russell Eng Gon





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By Luo Xunzhi

Photos: Xinhua News Agency and Macao Government Information Bureau

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Photos: Eric Tam

On 18 December, Macao and the neighbouring island of Hengqin drew closer with the 24-hour opening of the gate separating them. It is the first time since the Portuguese settled here in 1557 that the border has been open round the clock.

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By Louise do Rosário

Photos: Eric Tam

Three decades ago, a young girl named Terry Sio scraped together her savings of 5,000 patacas to start a small boutique in Macao. She called her 100 square-foot boutique Rainbow – a name that reflected her dream to pursue a bright, colourful future.

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By I Grenville Cross

Visitors coming to Macao for the first time see a skyline worthy of Manhattan, with skyscrapers shimmering in the night sky and an incessant stream of vehicles crossing the bridges to Taipa. It is a world away from the tranquil scene of fishing boats and low-rise buildings along the Praia Grande waterfront that the English artist George Chinnery would have seen when he arrived in Macao in 1825.

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By Mark O'Neill

Photos: Macao Government Information Bureau and Macao Post

In October, Macao Post achieved a world first – a

series of stamps based on the Magic Squares, a mathematical formula which was created in China and spread to countries around the world. A magic square means a square with numbers: if you add them on any row, column or diagonal, it equals the same number. The squares can have between three and 11 numbers.

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Photos: Eric Tam and Cheong Kam Ka

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## 66 Zhuhai Airshow posts record sales as China moves into world market

By Mark O'Neill

Photos: Xinhua News Agency

The 10th Zhuhai Airshow in November posted record sales and crowds as China moves aggressively into the world's civil and military aviation market. Marking the 65th anniversary of the founding of the PLA air force, the event attracted 410,000 visitors, including 130,000 from the aviation trade; 700 exhibitors signed contracts for 227 different aircraft worth US\$ 23.4 billion.

## 74 Railway from Chongqing opens new Silk Road to Europe

By Louise do Rosário

Photos: Xinhua News Agency

Three times a week, a train pulls out of the main station of Chongqing, southwest China, on one of the longest journeys in the world – 11,179 kilometres over 16 days through five countries to Duisburg in the west of Germany. Most of the cargo on the train, with up to fifty 40-foot containers, are laptop computers. Chongqing is the world's largest producer, with output of 55 million sets last year, 25 percent of global output.

## 82 In Shanghai's marriage market, parents seek spouses for their children

By Ou Nian-le

Photos: Mércia Gonçalves and Xinhua News Agency

It is Saturday afternoon in People's Park in the centre of Shanghai. A crowd of several hundred

middle-aged and elderly people have gathered and hang paper messages on wooden boards and from the branches of trees. Welcome to the marriage market of Shanghai, an institution that is nearly ten years old and evidence of the great imbalances in Chinese society and the widening gap between generations. It meets every Saturday and Sunday between noon and five o'clock, with a peak of 2,000 people five years ago; now the average is 300-400 per day.

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By Frank Xie

It is the largest island in one of the world's most densely populated cities; more than half of its area is country parks and it boasts a large freshwater reservoir and a Buddhist monastery. It has a population of 105,000, just 1.5 percent of the total of Hong Kong. Lantau is an oasis of mountains, water and greenery in a desert of skyscrapers, expressways, container ships and one of the world's busiest airports.

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By Nuno Mendonça

Photos: Courtesy of the Portuguese Language Museum

The Portuguese Language Museum rightly stands in the largest Portuguese-speaking city in the world – São Paulo. It started life as a Brazilian enterprise but its mission embraces the world like the language it celebrates.

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By Maria João Janeiro

Illustration: Gil Araújo

The Tai Ut legend is associated with two large red characters – Tai Ut – on a rock at the A-Ma Temple. In times dating back to the construction of the temple, so the story goes, "lorcha" boats loaded with goods from ports all over China dropped anchor at the inner harbour, next to the temple dedicated to Goddess Tin Hau (also known in Macao as A-Ma). She was Queen of the Heavens and protector of those at the sea, who were extremely devoted to her.

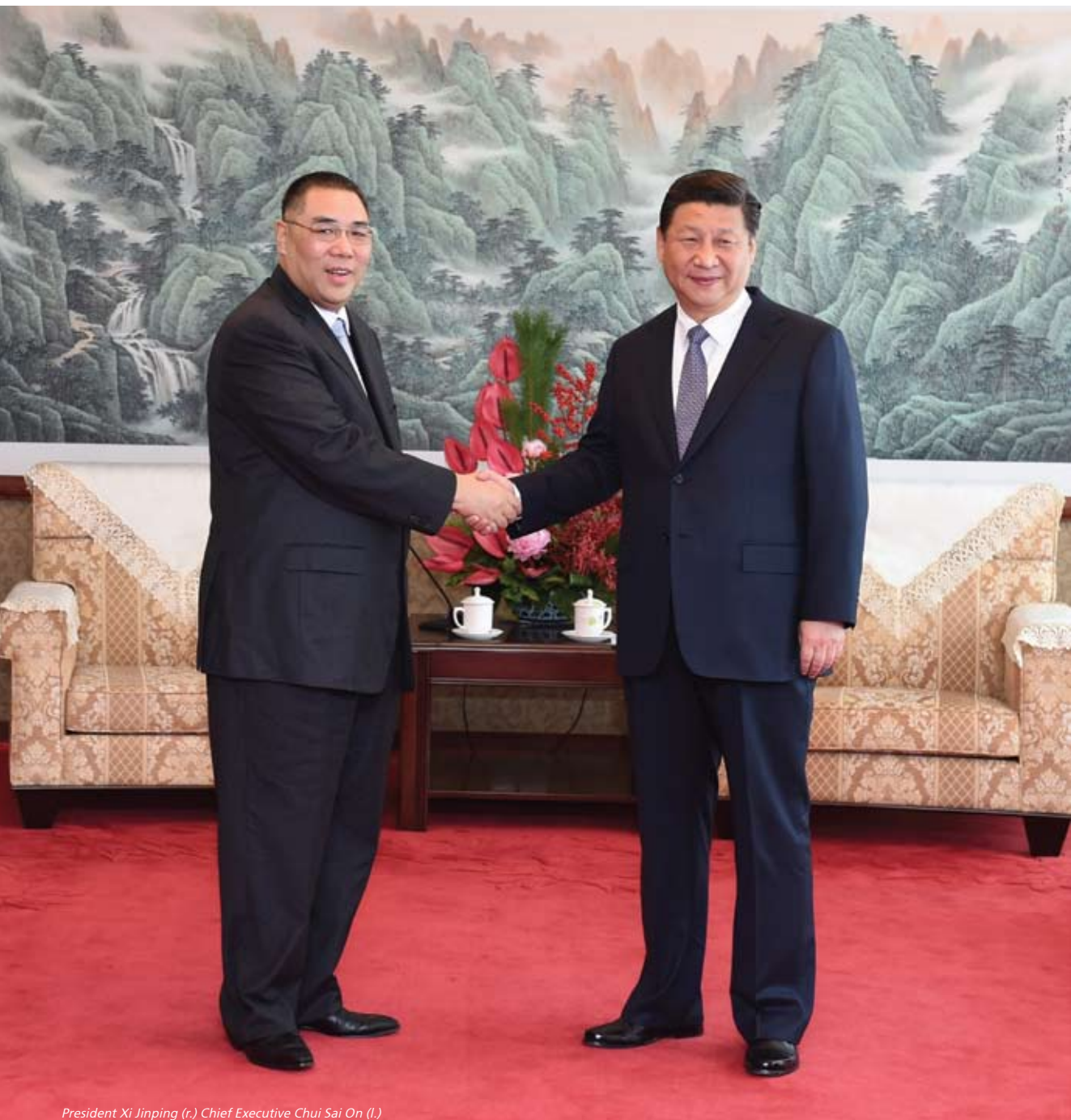


# A Pat on the Back

President Xi praises Macao's achievements, advises diversification







President Xi Jinping (r.) Chief Executive Chui Sai On (l.)

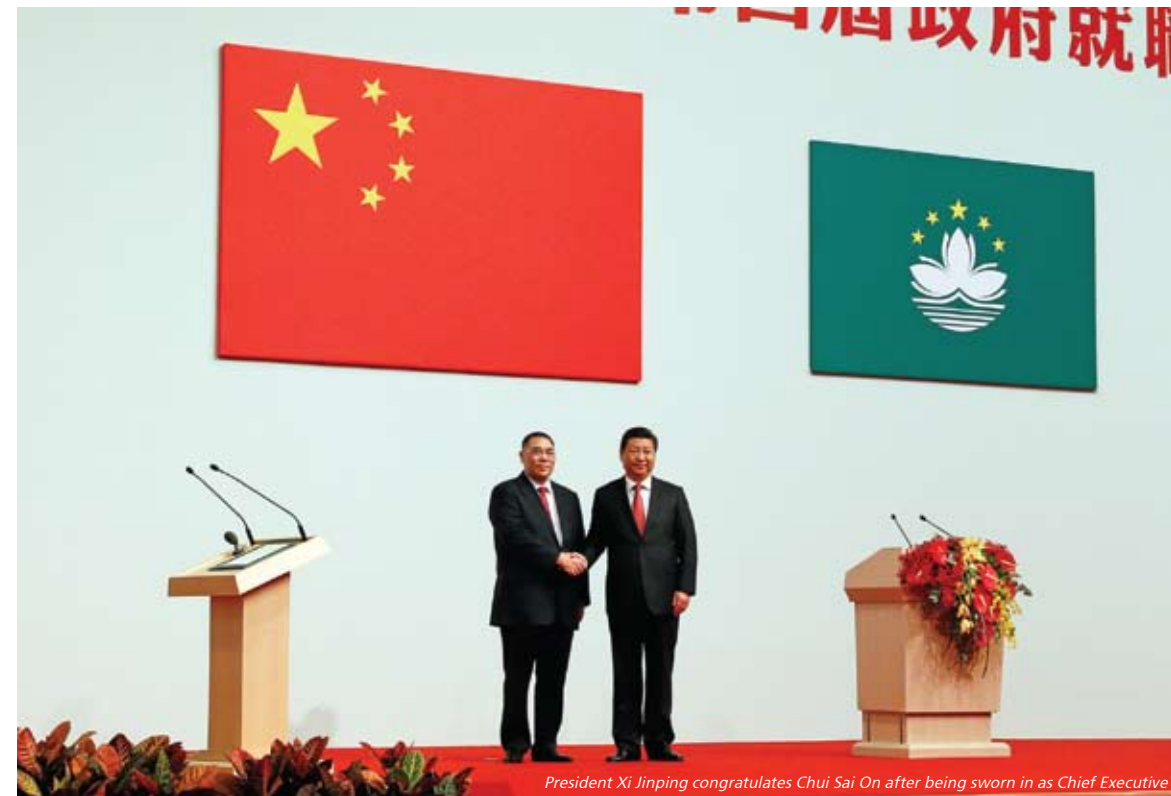
President Xi Jinping paid a two-day visit to Macao to mark the 15th anniversary of the handover and attend the swearing-in ceremony of Chief Executive Fernando Chui Sai On for his second term, together with his new cabinet.

He praised the region for its rapid development in all aspects since 1999, thanks to the implementation of the 'one country, two systems' policy and the Basic Law. "The situation is very good and particularly

beautiful in some areas," he said, and presented as gifts two giant pandas.

He also said that the central government had decided to demarcate the city's maritime area, a critical step needed for the development of its marine resources, including yachting, water sports and receiving cruise liners.

At the same time, he advised the new government to address "deep-seated problems", strengthen and



President Xi Jinping congratulates Chui Sai On after being sworn in as Chief Executive

improve regulation and supervision over the gaming industry and diversify its economy away from over-dependence on gambling.

During his visit, he found the time to visit a public housing estate and the new campus of the University of Macau.

He brought a double message – congratulations for what has been achieved in the 15 years since the handover but a warning of the challenges over the next 15 years, in a region that is the fastest growing in the world; the city cannot rest on its laurels.

### Swearing-in ceremony

On 20 December, the 15th anniversary of the handover, President Xi attended the swearing-in of the Chief Executive and his new cabinet.

The ceremony at the Macao Dome in Cotai was attended by 1,500 people, including community leaders, business people and lawmakers.

Chui Sai On was the first to be sworn in, followed by the ten members of his new cabinet, as well as the 11 members of the Executive Council. After the ceremony ended at 10.30 a.m., Xi met those who had been sworn in, as well as representatives of mainland enterprises based in Macao.

He also visited the Macao garrison of the People's Liberation Army in Taipa. He praised the soldiers for portraying a good image of the PLA and winning the acclaim of local people for their contribution to maintaining the SAR's prosperity and stability.

On Saturday morning, his wife Peng Liyuan visited the Mandarin House, the former home of Zheng Guan-ying, a major reformer of the late Qing dynasty. She was accompanied by Winnie Fok Wai Fun, the wife of the Chief Executive, and Guilherme Ung Vai Meng, president of the Cultural Affairs Bureau.

In the afternoon, President Xi visited the campus of the University of Macau in Hengqin Island, where Rector Zhao Wei showed him round and briefed him on the latest research under way in its laboratories. President Xi met two dozen students and talked with them about Chinese culture and literature; he stayed at the university for an hour, before going to the airport. There the Chief Executive, his wife, government officials and more than 200 primary school students saw off the president and his wife on their return to Beijing.

The new campus is the most tangible example of cooperation between Macao and the neighbouring district of Hengqin. In August 2014, the university



moved from Taipa to a new, custom-built campus on a site of 1.09 square kilometres in Hengqin; it is 20 times larger than the old campus and can accommodate 10,000 students. The campus is under the jurisdiction of the SAR government, which is paying the city government of Zhuhai 1.2 billion yuan for a 40-year lease; it also funded the construction cost of 9.8 billion patacas.

### The message

President Xi brought a mixed message to Macao. He was full of praise for what it has accomplished in the 15 years since the handover but warned that success in the past did not guarantee success in the future. These were the themes of a major speech he gave on 20 December at the Macau Dome. "Our compatriots in Macao are masters of their own house entitled to broad freedoms and democratic rights in accordance with the law. Macao enjoys orderly progress in democracy, fast economic

growth, rising living standards and social harmony and stability.

"Since its return to the motherland 15 years ago, Macao has scored remarkable achievements that make not only Macao compatriots but also people of all ethnic groups in China proud," he said.

Then he gave four pieces of advice for the years ahead. "Efforts should be made to build a diligent, clean, efficient and fair government under the rule of law... We need to strengthen the ranks of public officials, enhance their regulation and improve their ability to perform their duties in accordance with law."

His second theme was the economy. "Continue to make overall planning and actively promote appropriately diversified and sustainable economic development. In recent years, Macao has enjoyed rapid economic and social progress. At the same time, certain deep-seated problems formed over the years have surfaced and development risks have built up to some extent.



President Xi Jinping meets officers of the Chinese People's Liberation Army Garrison in Macao



President Xi Jinping poses for group photo with representatives from various circles in Macao

"It needs to follow a two-pronged approach, improving its own ability of development while strengthening regional cooperation. It needs to come up with greater courage and wisdom to solve difficult problems in its development, strengthen and improve regulation and supervision over the gaming industry, nurture new growth areas for its economy and work for substantive results in its appropriately diversified and sustainable economic development," he said.

The gaming sector has been one of the great success stories of the post-1999 era. In 2013, it generated US\$ 45.2 billion, more than five times that of Las Vegas in the United States. Taxes from gaming account for more than 80 percent of government revenue.

In 2013, the city attracted 29.3 million tourists, up from 7.4 million in 1999, including 18.6 million from the mainland, up from 1.6 million in 1999.

This has helped increase the number of hotel rooms from 9,514 in 1999 to 28,800 in 2013, with the occupancy rate rising from 53.7 percent to 83.1 percent. The vast majority of visitors come to gamble.

But the sweeping anti-corruption campaign launched by President Xi since 2012 is hitting the casinos badly. In November 2014, their revenues fell 20 percent to 24.3 billion patacas, a drop of 20 percent from a year earlier, the sixth successive month of decline. Analysts expect total 2014 revenue to fall about 0.6 percent from the 2013 level.

High-rollers or VIPs account for about two thirds of the casino market; it is these people who are among the most affected by the anti-corruption campaign. Beijing is cracking down on the use of the UnionPay debit cards used by gamblers to bypass currency controls.

So Xi's message is two-fold – assist the mainland authorities in tracking down illegal transfers of money into Macao and attract visitors for reasons other than gambling.

In his inaugural address after the swearing-in, Chief Executive Chui said that Macao was adjusting the scope of its gaming industry, promoting integrated tourism and cultivating new and emerging industries including the convention and exhibition business.





Chinese First Lady Peng Liyuan visits the family house of Zheng Guanying

“Adequate economic diversification is the inevitable choice and long-term strategy for the development of Macao’s economy. I stress the importance of our aim of establishing Macao as a world tourism and leisure centre,” he said.

“The government will continue to give priority to stable economic development and orderly adjustment of the city’s economic structure. We will focus on developing the economy, improving the livelihood of people and actively pursue the proper diversification of the economy,” he said.

Chui promised more efforts to achieve sustainable development and maintain long-term prosperity and stability in Macao.

The major casino companies in the city are developing large and luxurious shopping malls, theatres and performances, the retail industry, boutique hotels and a wide variety of cuisines.

Each year the city hosts many events including an arts festival, an international music festival and a parade through the Latin City.

Ung Vai Meng, president of the Cultural Affairs Bureau, said that his bureau had policies to integrate culture with tourism and promote the development of cultural tourism.

### Portuguese-speaking countries

President Xi also spoke of the importance of Macao as a bridge between China and the Lusophone world.

“It is necessary to make long-term planning, seize the opportunity of the national effort to comprehensively deepen reform and promote appropriately diversified and sustainable economic development of Macao based on its position as a global tourism and leisure hub and a service platform for economic and trade cooperation between China and Portuguese-speaking countries.

“This is important not only for the people in Macao but also for the development of the region and even the whole country,” he said.

For his part, Chief Executive Chui said: “Macao must secure its role as a business platform for commercial and trade cooperation between China and Portuguese-speaking countries, become thoroughly involved in international relations and integrate local development into the nation’s overall growth,” he said.

### Needs of ordinary people

President Xi’s third piece of advice was to pay close attention to the needs of ordinary people. “The MSAR government needs to put people first by learning more about people’s lives and needs and address their concerns and difficulties. It needs to properly respond to diverse demands in society, balance the interests of various sides and foster a more equitable and just social environment. It needs to make sure that people have better access to the fruits of development, improve their quality of life and increase their happiness index.”

Here he was referring to the problems of daily life that have resulted from the remarkable economic growth since 1999.

The most urgent problem is housing. The average monthly wage in 2013 reached 12,000 patacas, compared to 4,920 patacas in 1999.

But the average price of residential space reached 106,341 patacas per square metre in October 2014, according to the Financial Services Bureau. Prices have tripled since 2009, making the city one of the most expensive places in the world to buy property; it means that the average family cannot possibly afford a new apartment and must

look to neighbouring cities in Guangdong or even abroad.

In March, more than 400,000 people competed for 1,900 affordable housing units, with some queuing up outside the city’s housing bureau at 4 a.m.

Perhaps that is why the president chose to visit two families in the Seac Pai Van public housing estate. It consists of 4,672 low-rent housing flats and 4,343 subsidised home ownership scheme (HOS) units.

“How many housing projects of this kind are being built in Macao?” he asked; he also inquired about the management of the complex, official restrictions on the sale of HOS flats and what the government does when the tenants become better off financially.

He said that, while Macao’s economy and livelihood had improved significantly over the last 15 years, there was still much room for improvement. “I hope Macao residents and the government will work hard together.”

In his inaugural speech, Chief Executive Chui said that he fully understood people’s expectation for quality of life and healthy growth of the younger generation. “We are accountable for prioritising the enhancement of people’s well-being, expediting the development to make Macao a liveable city with a favourable working environment,” he said.

President Xi Jinping during his visit to the University of Macau in Hengqin island





## Improve education

The president's fourth strand of advice was to improve education. "We need to strengthen the education and upbringing of your people to ensure that the fine tradition of loving the motherland and loving Macao will be carried forward from one generation to another," he said.

He sounded a similarly mixed message in a speech on 19 December at a welcoming banquet in his honour at the Macao Dome.

"The practice of 'one country, two systems', an undertaking with no precedent, will not be plain sailing... Macao has its own share of problems to handle and faces numerous difficulties and challenges that must be properly managed.

"Opportunity waits for no-one. Macao compatriots should make the best of the institutional advantages of the 'one country, two systems' principle and seize the opportunities presented by the development of the mainland."

He said the SAR should deepen its cooperation with the mainland, especially Guangdong province and the Pearl River Delta.

"Macao needs to expand its development space and gain greater impetus for its development through regional cooperation and strive for common development and progress with the mainland," he said.

At midnight on 18 December, the day before the president's arrival, Macao's border with the neighbouring district of Hengqin opened 24 hours a day, for people and passenger cars. It was the first time since the Portuguese arrived in Macao 450 years ago that the border had been opened permanently.

This island, whose land area is three times that of Macao, is the place where it can expand most easily. Xi's message was that the city must work with Hengqin and the other neighbouring areas of Guangdong to maximise economic advantages and use their complementary strengths. In reality, it involves both cooperation and competition between them.

## Gifts

President Xi said that the central government would give two giant pandas to Macao as an anniversary gift.

Five years ago, Beijing gave two pandas - Hoi Hoi, a boy, and Sum Sum, a girl - to mark the 10th anniversary of the handover. They arrived from their native Sichuan on 18 December 2010.

But, on 22 June 2014, the government announced the death of Sum Sum of acute renal failure and related ailments; it shocked and saddened local people.

Chief Executive Chui said that Macao people loved giant pandas. "So we are extremely grateful to be given a pair," he said.

The other gift was the decision to demarcate the city's territorial waters. Since 1999, Macao has had no authority over its waters; this has belonged to Guangdong province.

The negotiations between the central and local governments are due to be completed before the end of 2015. This will greatly facilitate water-related tourism, including yachting, cruise ships and water sports, involving cooperation with the hundreds of islands that are part of Zhuhai.



Chinese First Lady Peng Liyuan



President Xi Jinping says farewell to Chief Executive Chui Sai On





# Young and talented

Macao magazine went to meet six young people who were born or brought up in Macao, studied here or abroad, established businesses, created brands and are changing the city's economic landscape. They are young business people, creative and entrepreneurial, who are diversifying the economy by seizing the opportunities offered by Macao.

The group of people consists of three men and three women, all in their 20s and 30s, committed to offering their knowledge, skills, creativity and innovation and providing quality services in areas as diverse as health, fashion, IT and the restaurant business. Even if they learnt their specialisations abroad, they have returned to apply their knowledge in the city they are from. They share an affection for their city and believe that there is a lot of room for Macao to grow and evolve; they want to take advantage of and develop the many business opportunities that the city offers.



Maggie Chiang, Director and Executive Chef of Bistro Maquette, Founder and Lecturer at Mag Kitchen, Creative Director of La Magie



Maggie Chiang

**“Even when I sleep, I dream of ideas for recipes and new dishes.”**

Cooking and baking are Maggie Chiang's passions. After setting up a cookery blog, a baking school and cake factory and opening a bistro, the chef is preparing to launch La Magie, a brand of cakes and desserts.

The day starts very early and ends late into the night for Chiang. Sitting in unique vintage chairs in her restaurant Maquette, the Macao-born-and-raised chef tells us that cooking and baking started out as a hobby. As a girl, she devoted all her free time to courses and workshops. Her passion led her to follow the celebrity chefs who came to Macao, Hong Kong or Taiwan. She did it because she loved to learn, create and re-invent.

“I never thought about turning cooking into a professional career. Before, in Asia, the work of a chef was not considered appropriate for women,” Chiang explains. She now creates appetising dishes inspired by French and Italian cuisine such as “Traditional French Duck Confit” or “Creamy Mushroom Risotto with Parmigiano Reggiano”, to which she adds a personal touch. As a cookery career was denied her by convention,



she started out studying Strategic Management at the University of Macao and had a successful career in marketing, advertising and public relations. She never stopped doing what she loved, however, reinventing recipes and adding flavours. In 2006, she started a cookery blog called Mag Kitchen, which quickly became a must-see for thousands of followers. "It suggested recipes and gave cooking advice," says the chef. Her followers were mainly from Hong Kong and Macao.

Given the success of the blog, the opportunity arose to offer baking classes. This was followed by a period in which Chiang worked seven days a week in order to continue with both her career in marketing and advertising and the cookery, which took up all of her free time. In 2010, she opened her own school, the Mag Kitchen, an experimental space where she produces mainly cakes and pastries. By word of mouth, she started to get students from companies that wanted her

to teach their staff. After six months, she could not keep up with the demand and left her marketing job to focus full-time on Mag Kitchen. Over two years, more than 1,000 students have attended the school. "I gave three lessons per week and each session had at least ten students."

Chiang provides an addition catering service for events, organises private dinners, and supplies cakes and pastries.

In 2012, she decided it was time to "learn more". "I left everything and went to Italy for a course and an internship." She also went to Paris, visited the wine region of Provence and, back in Italy, Torino in Piemonte. She learnt about their cuisine and got a "taste for the voyage of discovery". She also absorbed European culture, customs, architecture and design, collecting elements that would form the basis of her opening of Maquette. The restaurant opened in May 2013 on Lou Lim Leok Road in Taipa.



### Making omelettes without eggs

Back in Macao, the first major challenge facing the creative chef was how to reproduce the same flavours and sensations with the very different ingredients available in Asia. The process took Chiang on a voyage of experimentation and recreation, with delicious results.

"I knew the recipes, but, as the ingredients and the circumstances were different, I had to try things out at home and make adjustments." She says that it is part of her personality to experiment and not give up until she gets what she wants. "I experimented, made changes and added my own ideas."

After setting up Mag Kitchen and Maquette, she decided to create a cake and pastry brand, La Magie, which she has been working on since October 2014. "We are creating new things every day, we are developing our website for people to order online," she says.

According to Chiang, the city now offers many business opportunities. "The government is helping a lot and the economy is on the right course. This is a good time for young people to start a business and have a dream. If they have an idea in mind, they can do it ... it is much easier today than before. They can apply for government grants."

Chiang herself preferred to use her own savings and expand as her customer base grew. "When I started with cookery workshops, it was just me on my own. I had a job, I saved money and started to invest." At

first, no-one took it very seriously. "They thought it was just a hobby. I think it was my passion that drove me forward and allowed me to grow step by step."

Taking on staff is still the biggest challenge for the entrepreneur. "Macao residents do not want to work in the kitchen." She says that the business only stabilised when she received authorisation to import labour, whom she teaches and trains herself.

For beginners who want to start a restaurant, Chiang warns that "starting a food business is one of the most difficult journeys, because you have to devote a lot of time, a lot of energy, ideas and creativity. For those who only think about making money and making a profit, it's not a good idea. I like to cook, so it's a pleasure. But it takes a lot of passion, a lot of energy and a lot of strength to deal with all these challenges every day".

Customers are now more open to trying different and Western-inspired foods, such as those on the Maquette menu. People in Macao are earning better wages and go out to dinner more, says Chiang. Alongside this is the expansion of casinos and hotels, meaning there are more expats in Macao, who are more open to the food Chiang makes.

Chiang makes regular appearances on TV, as well as all her other endeavours. "From the time I wake up until night-time, my life revolves around food, cuisine and baking. I think that, even when I'm sleeping, I'm dreaming of new ideas for recipes and new dishes," she says with a laugh.







Joe Liu



澳動傳科

**Joe Liu, Co-Founder and Director of Mome (Media and Marketing)**

## “Our aim is to be the number one visual platform in Macao”

**Joe Liu is co-founder and director of Mome, a company that creates content and offers an innovative advertising platform of audio-visual products for television, mobile phones and the Internet. The aim is to revolutionise the industry and promote Macao.**

The Mome company office exudes good taste, creativity and a sense of humour, with its modern design, fun décor and large open spaces leading onto an expansive balcony.

The advertising company provides a media platform for broadcast advertising and promotional content for companies or individuals with projects of interest to the community.

“I always have a very keen interest in architecture,”

explains Liu, director of the company and the designer of the office and co-founder of the company together with business partner and childhood friend Joseph Chan.

Liu was just 13 when he left Macao to go to boarding school in the UK. There he later completed studies in Urban Planning Design at University College, London, after starting out on an architecture degree. “I think architecture ends up being confined in terms of



scale. We look at a building and a particular object, while in Urban Planning Design the topic becomes broader and more comprehensive. I really like to understand the environment, how a city is planned, the sociological aspects, how people relate to space and the buildings that surround them.”

Liu’s stance is evident in the way he designed the Mome office, which he created to “make people feel good”. “I think place has huge implications on people’s mood. For example, this office and the way it is designed changes the way people work, helps them to communicate with each other and helps create team spirit. The way people interact is greatly influenced by the environment. Here we have a wide, open area with the sun streaming in; we feel more comfortable with each other, much more so than in a conventional space that is more closed off and more rigid,” he explains.

Liu believes that this concept applies not only to the creative industries – usually full of younger people open to new concepts - but also to more conventional companies. “It is important that companies consider a new way of living and working and rethink the office space in order to make it less rigid and more comfortable, especially here in Macao, where workforce restrictions are so great.”

The idea of creating the company came up about two years ago. “I always wanted my own business, a stable one that could grow gradually,” says

Liu, for whom setting up such a company made perfect sense, given local market needs. “In terms of marketing, advertising and media, Macao is still quite conservative and retrograde compared to anywhere I’ve been in Europe, Hong Kong and some places in Asia,” he says. The young entrepreneur wants to concentrate on the Macao market rather than attract international clients.

**“The future is watching TV where I want and where I am”**

The company is focused on providing a media platform to spread advertising content, explains Liu. “Right now what is still missing in Macao is an efficient media platform, because there are not many options. We have the local TV channels, but everyone ends up changing the channel and watching TVB (Hong Kong) or other television channels from outside, which are not focused on Macao.”

Currently, says Liu, the largest and most efficient media platform available in Macao is the Chinese-language newspaper Macao Daily News, which most of the population reads every day. It is “a platform on paper, a newspaper. Why are there no stronger audio-visual media? Why is there no stronger way of bringing people and different businesses together?” the designer asks.





It is in this context that Liu and his partner Joseph Chan found their niche market and decided to launch Mome - Media and Marketing in 2013. "I wanted to try and create a media platform that can actually be seen throughout the city, no matter where people are. The future is mobile phones and the Internet. We do not need to go home to sit down to watch TV. Wherever I go, I can watch it."

Mome produces audio-visual content to be seen and broadcast by audio-visual media, such as TV, phones and the Internet. The company is divided into two areas, one dedicated exclusively to marketing consultancy, a concept that includes all services related to advertising and promotions, such as company branding, market research, advertising and promotional campaigns, ideas for product launches and media buying. In this area, Mome has customers such as casinos, the F&B chains, telecommunications companies and government organisations. The other area of Mome focuses exclusively on the production of content for media - TV production and commercials. Mome also produces applications and content for mobile phones and the Internet and conducts digital marketing campaigns. The teams working on marketing and production of content and software are located in Macao, Hong Kong and Guangzhou.

### Not a traditional television channel

In television, Mome's aim is to be "the number one visual platform in Macao", says Liu. "We are not a traditional television channel and don't have our own TV frequency. So we decided to first introduce our TV screens and television station in very busy places, with many people passing through every day."

Mome's TV screens can be seen throughout the network of Transmac buses in Macao, broadcasting a variety of content including commercial and institutional advertising and entertainment programmes and cultural items produced by Mome. "Over 500,000 people get on or off the bus every day. We think this is a huge amount of people, almost the entire population of Macao, so we started with our visual platform on buses," says Liu. The population of Macao was 631,000 in December 2014.

Mome now intends to expand to other bus networks and taxis, as it increases its presence on the Internet, as well as content and applications for mobile phones. The aim is for this content to be shared by all networks, including mobile phones, TV and the Internet.

For now, Mome TV does not include news, but there is a focus on producing programmes directed

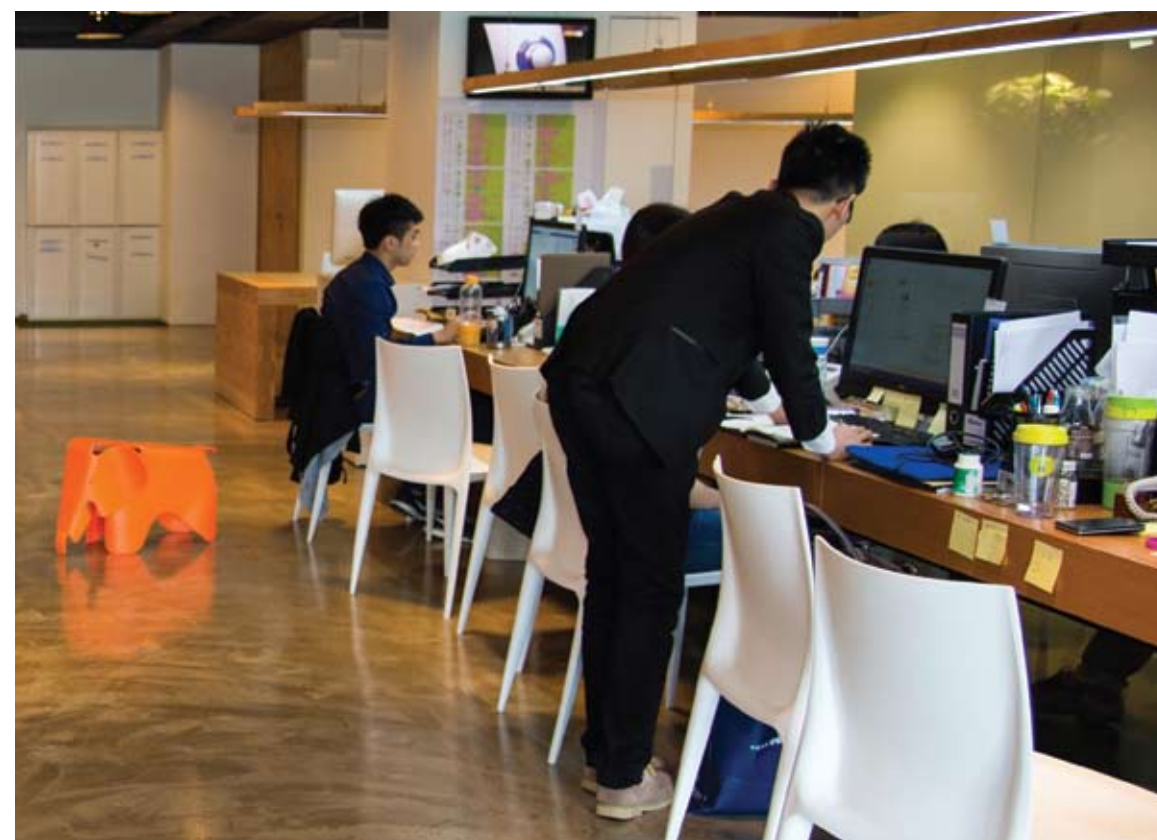
at the local population and promotion of local organisations and products. "The programmes are filmed in Macao, with people from Macao," says Liu. They include fitness programmes, food shows, commercial films that promote small local businesses, neighbourhood shops or non-profit organisations, such as Anima - Protection Society of Macao Animals, which promotes adoption of abandoned animals. "We promote cultural events, announce what is happening in the city, tell people what's happening today, what show is on. This is our phase one, which is very focused on programmes for the local population. But there are more and more categories that are emerging. A news section is likely to be included in phase two of Mome. At the time a news team is likely to be considered to provide news coverage and live streaming programmes. The next step may also include multi-lingual programming."

### Synergies to promote Macao

One of Liu's concerns is staff recruitment. "We prefer people from Macao and want to forge a strong Macao culture and Macao branding." The company recruits from local universities or other companies in the area, provides training and creates conditions for each person to gradually take on responsibilities. Regardless of this, every project is created and

carried out "as a team". Liu believes that attracting and retaining staff remains a major challenge for any business, small or large. It is therefore no longer enough to offer a good salary. "It is important to provide a good working environment, because nowadays people increasingly value quality of life." Mome TV "is an open platform" for creative industries and film industries and television ... here artists and producers can show their worth and make themselves known", says Liu. "I hope this platform will make it possible to bring these people together. We want to create a brand that everyone learns to recognise and like," he explains.

The young entrepreneur and designer is involved in many other activities besides Mome. He plays golf and has even founded another related business, PGM - Professional Golf Macau - which provides equipment for professionals or beginner golfers. In the near future, the designer intends to make use of synergies created by the companies he works with to promote Macao. "I think there is plenty of space to develop ideas and businesses. Macao is my home, I grew up here, live here, work with the people of this city and I believe in the development of this city. I believe that having knowledge of how the territory works and at the same time having global creative thinking can give Macao a different dimension in the future," he concludes.







Keith Fong



**Keith Fong, authorised SCAE (Speciality Coffee Association of Europe) Trainer, Founder of Bloom Coffee House, Single Origin Coffee and Communal Table**

## “People are changing their mind-set on coffee”

**Keith Fong, a local man born and raised in Macao, is known for being at the forefront of promoting the habit of drinking coffee from different sources. Coffee is no longer seen as “a bitter and boring drink”.**

Fong started in 2010 by founding the Bloom Coffee House, an importer of coffee beans. It roasts and packages coffee under its brand name, which is distributed to a variety of outlets in Macao, and also functions as a training academy certified by the SCAE (Speciality Coffee Association of Europe). The high quality of the beans, of the roasting and preparation is what distinguishes Bloom coffee; this is Fong’s number one priority. Everything began

because four years ago Fong realised this kind of business did not exist in Macao, he tells us. The company imports coffee beans from different places - Africa, especially Ethiopia, where coffee is “the most aromatic and dynamic”, says Fong. But it also comes from Brazil, Central America and Indonesia. The coffee is roasted in Macao. For the last four years, Fong has focused on supplying the local market of more than 600,000 inhabitants and there is



still room to grow, he says. The brand has also attracted customers in Hong Kong, where Fong says there are two or three coffee shops that use the brand.

In 2012, the company expanded to create a flagship Single Origin coffee shop, by choosing a location outside the centre, in a non-tourist area but well rooted in the community, on Abreu Nunes Street (Rua de Abreu Nunes), also known as Thai Street (Rua dos Tailandeses). The shop soon attracted the attention of neighbourhood residents, not only because of its exterior and interior design, but also by the equipment and the care of the employees - known as “baristas” - in preparing each drink, whether it be an espresso or cappuccino. Each cup is accompanied by a card explaining the origin of the beans.

“The barista is the person who makes coffee here at Single Origin and is also the employee who explains the product they are serving to the customer. We always want to communicate with the customer and make this moment an experience, by asking him what he wants, perhaps giving him something he has never tried before and explaining the product. We think that this kind of approach will attract more people who want to know more about coffee,” explains Fong.

### Drinking coffee is fashionable

Word-of-mouth is still the main promotional and marketing tactic. The brand also uses the Internet and social media like Facebook. “This is the most convenient way to communicate, because our audience uses these tools.”

In early 2014, Fong opened a third space, Communal Table, where he wants to attract a younger crowd and introduce them to the pleasures of coffee. “It is a place for light meals but with high quality coffee,” he explains. At Communal Table the customer segment is different, he says. In Single Origin, customers are “coffee drinkers who are looking for quality coffee, know what they want and know how to enjoy it”. At Communal Table, there are potential coffee drinkers of the future.

There are still many misconceptions about coffee. “There are lots of people who think coffee is a bitter drink,” says Fong. In Macao, people make coffee at home, because it is believed that it takes a lot of work and time. He therefore decided to create a place where these people might change their minds when they experienced the authentic taste of quality coffee. This is how Communal Table came to be established.



Attitudes are beginning to change, though, and the coffee drinking trend is growing among Macao residents. "The number of coffee drinkers is increasing and more and more cafes are opening in Macao," says Fong.

Before specialising in coffee, Fong studied in Macao and went on a six-month exchange to Finland. The habit of drinking coffee in Macao is an old one, inherited from the Portuguese Western presence, but the coffee there before was not good quality, according to Fong. It was while he was abroad that he realised the potential of coffee. "It's a way of life. Western coffee shops are totally different from local cafes here in Macao."

He learned his trade and got certification from the Speciality Coffee Association of Europe, based in the United Kingdom, where Fong travels regularly to update his knowledge and skills.

### **"We are creating a business and a profession: barista"**

According to Fong, as with other entrepreneurs, setting up a business in Macao is not easy; it means facing two major challenges - the cost of renting business space, which is always increasing, and finding staff to meet demand.

"Communication is key in this business. The barista

needs to know everything about coffee. It may take two to three years to train a professional barista. When we started the business, these kinds of professionals were not available in Macao. The first two years we focused on training. I think I can say that we are creating a new profession in Macao, not just a new business," he says.

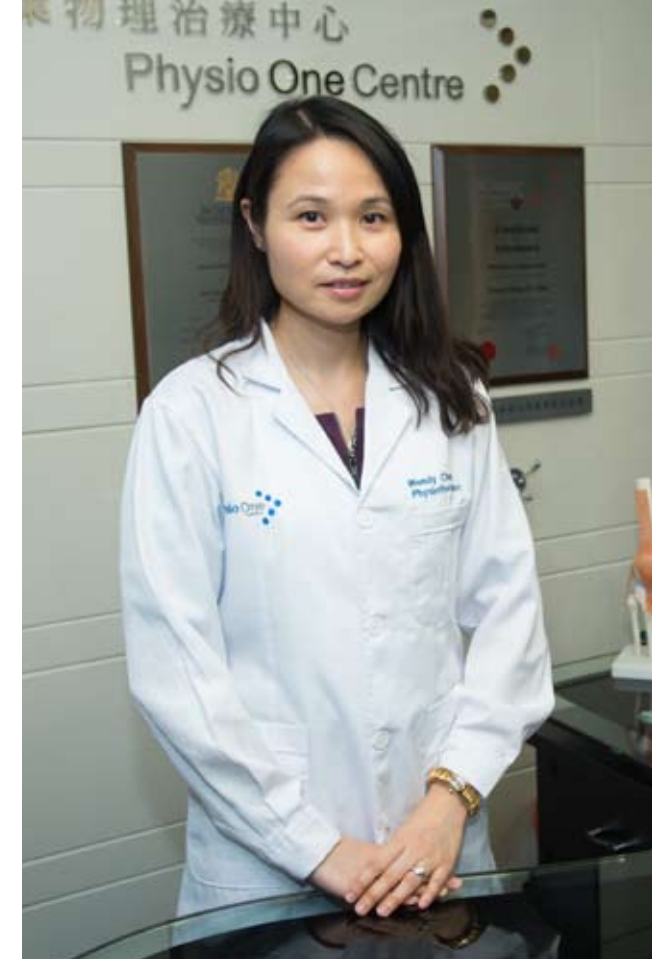
So far the company has sought to recruit only locals to the profession, to serve the public which is also primarily local. "We believe that we are developing a local business. Macao residents are our main focus for this type of business, so we need to employ people from here. But it is very difficult to recruit residents of Macao, because they have many job opportunities outside these small businesses."

Fong now wants to promote this profession and equate it to that of a chef. But it will take time, "perhaps another two or three years" before this profession can become a real career option in terms of skills and wages, he adds. The aim in the meantime is to continue to expand the business. "We have some new ideas and concepts about coffee that we want to implement."

They include offering a wider range of roasted coffees - so that people can enjoy more and understand the differences - as well as holding workshops to show how to prepare coffee at home as well as exporting the brand's coffee beans to neighbouring regions.



**Wendy Chan,  
registered physiotherapist,  
Founder of PhysioOne  
Centre, vice president  
of the Macao Physical  
Therapists Association and  
member of the Canadian  
Physiotherapy Association**



Wendy Chan

## **"What we do is to offer healthcare to international standards"**

**Physiotherapist Wendy Chan believes that Macao has seen great advances in recent years, with more professionals entering the healthcare sector, and the public is more open to treatment other than traditional Chinese medicine. But the available services are still not extensive enough to meet the needs of the ageing population.**

Wendy Chan was born in Macao in 1988. At the age of 13, she moved with her family to Toronto, Canada, where she stayed until five years ago, when she returned to Macao; she is married with two children.

"I went to high school and university there, did two degrees, the first in psychology at the University of Toronto, the other in physiotherapy at the University of Western Ontario," she explains. On her return to

Macao, she opened the PhysioOne Centre in Ferreira do Amaral Street in the city centre, which has been open to the public since December 2012.

She gained ten years' experience in Canada before moving back to her birthplace in 2010, following an invitation from her father, owner of the Tai Ping electronics stores.

Until then, the physiotherapist had never thought of returning. "It wasn't in my mind, because I liked





Canada and the life I had there. My friends were there and my parents spent their lives travelling to and from there. But my father wanted me to come back and tried to persuade me from the time I graduated. I never thought about coming back until I started having children; that was the turning point. Then I realised how important it is to have family around. When the family was around, the kids loved it; watching them leave again broke my heart." Returning to Macao was not an easy process. Back in her native land, Wendy felt like an immigrant. "I felt a culture shock after being away for so long. I always came here for vacations, but it was not like living here. We had to make so many adjustments, both in personal terms and professionally. We had to start networking all over again, meeting new people, new businesses and finding out about everything involved in getting a licence to open the

clinic. It takes patience, because things here take time."

The clinic's equipment was all imported from the United States. Finding good physiotherapists was another challenge to overcome. "When we started it was just me and physiotherapist Yonnie Wong, who has followed a similar path to mine. She moved to Sydney, Australia when she was 15 years old. We have a lot in common, she was a great help with setting up the clinic."

A third physiotherapist, Kevin, trained in Queensland, Australia and completes the team of clinical specialists. "We are all from Macao and all trained abroad. All of our therapists have international certification."

### English is a calling card

In the meantime, a lot has changed in Macao. In terms of physiotherapy, Chan believes that Macao has seen great advances in the last five or six years. "You see a lot more clinics like this that have opened, which is a good thing, because it is really necessary to have more people to provide quality services." On the other hand, she adds, "There are many more expats in the city and language and communication is a problem for them. So, when they find us, they are very happy, because we can speak and communicate in good English; they trust us, because we have experience abroad. What we do is offer a service with international standards."

In October 2014, the Council for Medical Affairs announced the proposed creation of a Registration Scheme for Health Professionals, which provides 15 categories of professional, including physiotherapists, and establishes a licensing scheme for the activity. "Very soon the Government will formalise the certification and registration of health professionals, including physiotherapists; this process is an important step for us. So far, in the absence of formal procedures we have had to rely on standards and guidelines from abroad," she explains.

Chan is also vice president of the Macao Physiotherapists Association and a member of the Canadian Physiotherapy Association. "We give our opinion to the government on future policy." The specialist says that there are currently around 100 physiotherapists in Macao, according to the association's statistics - the same number as members

of the organisation. Most got their certification in Taiwan, some in Hong Kong and only a few have training from English-speaking countries such as the UK, Canada, Australia and the United States.

To raise awareness of the clinic's services, word of mouth prevails, more than other marketing or promotion activities, explains Chan. The clinic is on the Internet and social networks. "There are many expatriates who find us through the Internet. This is the primary way for people who do not have references and are looking for this type of service." The PhysioOne clinic also advertises. "But, compared to other clinics, this is minimal. We are not here to sell products, we provide health services, and the traditional advertising process does not fit what we do. Word of mouth and a good reputation is more important," she explains.

The clinic has gained renown through friends and family of patients who have passed on the name to one another. Patients are also referred to the clinic by doctors and professionals from Macao and Hong Kong. "We have six or seven doctors in Hong Kong that refer their patients, by which I mean people from Macao who go to Hong Kong for treatment and the specialists then send them to us."

The clinic offers comprehensive services. It treats sports injuries, fractures, post-surgery, rehabilitation and spinal injuries, among other conditions. The therapists also deal with children with developmental delays and with autism, and provide geriatric services to people with diseases like Parkinson's or degenerative diseases.

### Physiotherapy wins people over

Chan believes that more and more trained people are returning to Macao. "When we first created the association in 1999, only 20 people were members. In 14 years, that number has grown to 100. We are seeing more people interested in entering the profession because there is a lack of physiotherapists. Macao's population is ageing very quickly and there is a real need for services."

Another aspect that Chan believes is changing is knowledge and people's openness to this type of service. "As the years go by, the general public is becoming more receptive to physiotherapy as part of general healthcare. Around ten to fifteen years ago, people probably had no idea what physiotherapy was, but now, with media coverage and improved levels of education, they are more accepting. Traditionally the Chinese population has been more receptive to traditional Chinese medicine. But now even older people, aged 80 or more, are more receptive, and of course we have the younger generations that come to us, expats and business people. We have some famous people too."

Chan believes it is too early to think of growing in size and space, because the clinic has barely opened. To grow, the key issue is to have certified staff. Expansion can only be done by increasing "the quality and diversity of services" she says. But to do so, "We need good, qualified physiotherapists... We can only be a good clinic if we have good professionals," she concludes.







Mark Leong (l.) and Ken Wong (r.)

# Soft Fabrique

Ken Wong, Sales Director of SoftFabrique, Mark Leong, Technical Consultant of SoftFabrique

## Objective: Expand software “made in Macao” to China

The two young men who founded SoftFabrique have created many computer applications for mobile phones and tablets that are used every day in Macao.

The talented Ken Wong and his business partner Mark Leong, both born and raised in this city, are founders of the SoftFabrique company and creators of software for mobile devices like mobile phones and tablets (mobile apps). They were talking about them even before they finished their course at the University of Macao. That is when they won a competition that earned them a prize of 70,000 patacas and free office space in the Macao New

Technologies Incubator Centre (Manetic), located in central Macao, to start a new company. With this financial boost, won through the talent and skills of two young friends, the team launched the company in 2010. Since then, their clients have mainly been MSAR government departments and services and private companies asking them to create apps. Today, many of the applications offered by

government services are designed by Wong; one example is the app for tourists or visitors to Macao, “Step Out, Macao”, which takes visitors on a tour of the protected and UNESCO world heritage monuments. It was they who also designed “Taking a walk through the Streets of Macao” and the “Macao Nature Tour”. There are also applications with information on the city’s car parks, the weather, schools, bank holidays, movement at the borders and a government news portal. The weather application is the most popular, available in three languages - Chinese, Portuguese and English - and has been downloaded 100,000 times, says Wong. Neither of the business partners studied abroad. The concept of apps was acquired at the university, while they created and developed the technology themselves, through research and on Internet forums. The company no longer receives financial support and now employs six people, including Wong and Leong. The team works together on all processes

and shares the design of the creative aspects and IT implementation. Recruiting people is difficult; people with training are expensive and want high wages, and the company has not yet reached the economic conditions needed to pay high wages. “We have hired staff in the last two years, but they resigned as soon as they found work in government or in casinos because they offer higher wages,” explain Wong and Leong. In Macao, it was the customers who found them and came to the company through a newspaper advertisement. “The IACM (Institute for Civic and Municipal Affairs) came to us, loved our work and then mentioned us to other government departments.” Most private clients came through the website or were recommended by friends and acquaintances. The company is part of Business Network International (BNI), which acts as a promoter and driver of a network of contacts. “We have regular meetings which people from different companies go to. They offer business opportunities and a chance to exchange information.”

### Growing in mainland China

The two young entrepreneurs believe that human resources and expensive rents are the biggest obstacles to the expansion of businesses, be they small or large. The solution is to “share” human resources - as they do with the designer - with other companies or negotiate rents with landlords. Despite this, Wong is very positive about the company’s growth potential, given the number of institutional and private clients interested in these apps. Their greatest desire is to expand to mainland China. To do this, they need to understand the local culture and business environment. “We need a partner in China in order to expand there,” explains Wong. “It would be very convenient, because the business environment there is different from that of Macao, the laws are different, the culture is different. We think that some of our products are useful in Macao but, as they stand, they do not fit the needs of mainland China.” Until an opportunity arises to conquer the overseas market, the designers are committed to focusing on the local market, where they have their hands full dealing with all the requests they have.







Barbara Barreto Ian

Cocoberryeight 

**Barbara Barreto Ian, Fashion Designer, Founder and CEO of Cocoberryeight, the made-in-Macao women's clothing label**

## “Cocoberryeight started in my dining room”

**The creative industries still have a lot of room to grow, says designer and businesswoman Barbara Barreto Ian who, two years after launching the Cocoberryeight clothing brand, is preparing to open a fashion and couture school.**

“My clothing brand Cocoberryeight started in my dining room in 2012, just after I had had my daughter Carlota,” Barreto Ian, a mother of two young children and model for her own creations, tells Macao magazine. Today the brand sells online in Macao and especially in England and the United States. It started when the designer was very young. Barreto Ian was born in Macao in 1983 and lived in the territory for 12 years. She left to study

abroad and returned four years ago. In 2012, just two years after her return, Barreto Ian launched Cocoberryeight at the same time as the online store, where the designer poses whilst wearing the clothes from her collections. It was an accident that she chose to settle in Macao on her return in 2010. “I came to spend the holidays with my son to see my father in the late summer and I ended up staying,” she says.

Her path in fashion began in Barbados in the Caribbean, where she took a course in fashion design. Then she moved to the UK and did a Foundation Diploma in Art and Design in Kingston, outside London. After that, she studied Fashion Design Womenswear at the London College of Fashion. Not satisfied with these qualifications, Barreto Ian continued and did another Foundation Degree (FdA) in Journalism at the London College of Communication, part of the University of the Arts London. Today Barreto Ian works in both professions for which she studied abroad: “I’m involved in both fashion and journalism.” She believes that there is now much more on offer in Macao in terms of courses and schools, so that young people do not feel as much pressure to go abroad to study as they did ten or 15 years ago. The designer recognises, however, that the experience of being away from home and living abroad makes it possible to gain skills that are not acquired without this experience. “Maybe at the time it was more important to study abroad than it is today. There are already more courses available in Macao. The truth is that the preparation that a course abroad gives you is, in principle, greater than that offered

by a local education. The experience of living away from home is also a great bonus.” The fashion designer and journalist has no doubts about the business opportunities available in Macao. “There are an increasing number of good opportunities. But, of course, it depends on the business area. The creative industries still have a lot of room to grow. In terms of business, I think that, with the growth and development experienced in Macao, we all have to be more creative in this area.” The designer recently moved her studio to the Macao Design Centre, housed in a former industrial building on Travessa da Fábrica in Areia Preta, which has been refurbished and offers workshops for artists and designers. For Barreto Ian this change to the north of the city has a big advantage - the rent, which is more affordable than in commercial spaces. The designer believes that this space will also be conducive to the creation of synergies between the different creative artists and arts in Macao. “The space itself is one of the first great creative spaces in Macao, where all kinds of creative fields come together in one place. I think this is an added bonus. Being involved in the project







is very exciting. I hope to have the opportunity to come to know and partner with others in different creative arts. It will be a space that will involve and integrate us into Macao's creative sphere." The difficulties encountered to date by Barreto lan to expand the brand are "more related to renting work and sales space at an affordable price to justify the rent. Another difficulty is always financing. It is not easy to create collections with reduced funds as well as marketing the collection".

### Wearing the Cocoberryeight brand

The brand is expanding on the Internet with sales through the brand's online store. "We currently sell in Macao and are continuing with international sales online. I have been working with a lifestyle website focused on women in Hong Kong, but this is still a market to explore now that the company is growing." The designer started online sales as soon as she launched the brand. "I've always been very focused on the international market and increased sales opportunities," she explains. "My customers are

young. I sell a lot to England and the United States. In Macao, I make a lot of individual and customised items." For now, the brand does not have a flagship store in Macao, and its presence is exclusively online. One way Barreto lan makes her brand known is by wearing it herself. "The brand is young, so that attracts a certain group of people. I mostly wear my own clothes; that promotes the brand on a daily basis, particularly at events. Working with people in the arts helps to promote the brand a lot. I use Internet marketing a lot as it is the most effective and cheapest way to reach more people, not only in Macao but around the world." The marketing and brand advertising is also done online and through partnerships with other entities. "I worked with the lao Hin art gallery, Hard Rock Cafe Macao, the Greens Kitchen & Juicery and now with some websites in Hong Kong. I attended the 2014 Fashion Asia Awards (in Chongqing, China), where I found out a lot about the fashion industry in Asia and I also promoted my own brand." Soon Barreto lan will launch a new project: a small fashion and couture school in Macao.

# 澳 門 體 育

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- 夏季活動** Actividades de Verão Summer Activities (July - August)
- 世界步行日行山樂** Passeio na Montanha do Dia Mundial da Marcha World Walking Day Fun Hiking (2/10)
- 世界步行日歡樂跑** Corrida em Condições do Dia Mundial da Marcha World Walking Day Fun Run (1/10)
- 澳門銀河娛樂國際馬拉松** Galaxy Entertainment Macau Galaxy Entertainment International Marathon (6/12)
- 第62屆澳門格蘭披治大賽車** 62<sup>nd</sup> Grande Prémio de Macau The 62<sup>nd</sup> Macau Grand Prix (11月)
- 澳門國際龍舟賽** Regatas Internacionais de Barcos Dragon Boat Race de Macau (13, 14, 20/6)
- 澳門高爾夫球公開賽** Open de Golfe de Macau Macau Golf Open (15-18/10)
- 全澳長者運動日** Jogos Desportivos para Idosos de Macau Elderly Sports Day (13/9)
- 澳門國際龍舟賽** Regatas Internacionais de Barcos Dragon Boat Race de Macau (13, 14, 20/6)
- 自由波地球類比賽** Torneios de Modalidades de Bolas dos Campos Livres "Free Sports Grounds" (5月-10月)
- 世界挑戰日** Dia Mundial do Desafio World Challenge Day (27/5)
- 全澳殘疾人士運動日** Jogos Desportivos para Pessoas com Deficiência de Macau Sports Day for the Disabled (12/4)
- 澳門婦女體育嘉年華** Festival Desportivo das Mulheres de Macau Macau Women's Sports Festival (21-22/3)
- 大眾體育健身興趣班** Classes de Recreação e Manutenção do Aparelho para Todos Sport for All Fitness and Maintenance Classes (每兩個月一期)
- 大眾康體日** Dia do Desporto para Todos Sport For All Day (每月舉行一次)
- 體育健康諮詢站** Estação de Desporto e Saúde - Postos de Atendimento e Informação Sport-Health Advisory Station (每周舉行一次)
- 親子運動日** Dia de Desporto em Família Family Sport Day (28/6)





## Blurring Boundary

Macao, Hengqin draw closer  
with 24-hour border crossing

*The first visitor goes through the 24 hour Hengqin – Macao border crossing*



On 18 December, Macao and the neighbouring island of Hengqin drew closer with the 24-hour opening of the gate separating them. It is the first time since the Portuguese settled here in 1557 that the border has been open round the clock.

The move will have a far-reaching impact, including the migration of thousands of Macao people to live over the border and the development of non-gaming attractions which the city needs but for which there is no land. It is, in some respects, a tripling of the size of Macao.

December 18 was chosen to mark the 15th anniversary of the return of the city to the mainland two days later. President Xi Jinping came in person to mark the anniversary and swear in Chief Executive Fernando Chui Sai On for his second five-year term. On 20 November, Tam Chon Weng, the government spokesman, said that the Lotus Flower Bridge checkpoint between Cotai and Hengqin would be open for 24 hours for travellers and passenger vehicles, including Macao residents, non-local workers, students and visitors from the mainland and passenger vehicles of all sizes with both Macao and mainland licence plates.

In addition, the main border gate with Zhuhai will open one hour earlier at 0600 and close one hour later at 0100.

Tam said that this was something which Macao

had been looking forward to for years. "The new crossing arrangements will facilitate crossing and exchanges between the people of Macao and the mainland," he said.

Niu Jing, director of the Hengqin New District Management Administration (HNDMA), forecast that, by 2020, it will have a population of 200,000, of whom one third will be Macao residents; in 2009, only several thousand people, mostly farmers and fishermen, lived there.

The next step will be for drivers of cars with Macao number plates to enter Hengqin freely and go around the district. Near completion is a new checkpoint and customs area on the northern tip of Hengqin, at the end of a bridge linking it to the rest of Zhuhai.

Only if Macao drivers wish to cross the bridge will they need a Guangdong province licence plate.

The HNDMA has an ambitious plan to make Hengqin an 'ecological island', with 70 percent reserved for ocean, forests and wetlands and low-carbon materials in all the building projects. It will have no heavy industry.

It will develop leisure and tourism: business and financial services; culture and creative industries; health and traditional Chinese medicine; research and development in education and technology; and hi-tech.

*Future Hengqin and Wan Chai (Zhuhai) border*



### Room to expand

Hengqin has 106.5 square kilometres, three times the land area of Macao, and 200 metres away across a narrow stretch of water at the closest point.

Since the State Council designated it a special zone in April 2009, development has moved at a rapid pace. In early 2014, the world's biggest marine theme park, the Chimelong Ocean Kingdom, opened on 132 hectares on the southern tip, with an investment of 20 billion yuan. It is attracting thousands of visitors, domestic and foreign, every month.

In August 2014, the University of Macau opened its new campus on the east of the island, on an area of 1.09 square kilometres; the Macao government is paying 1.2 billion patacas for a 40-year lease. It is 20 times larger than its previous campus in Taipa and can accommodate 10,000 students, all living on site.

These two major projects are up and running. In addition, major roads have been built around the island, as well as ancillary roads, and power, gas and water and telephone connections laid down.

According to the Southern Metropolitan Daily of Guangzhou, Hengqin will be connected by rail to a line that links the urban area of Zhuhai with

Guangzhou and cities on the western side of the Pearl River and will also be linked to Macao's light rail system.

Close to completion, in the northeast of the island, is the Shizimen Central Business District, with a total investment of 36 billion yuan. Office blocks have been built and China's major banks have taken space in them.

According to preferential policies approved by the State Council in July 2011, financial institutions in Hengqin can set up offshore foreign currency business and trust funds and do currency conversion for individuals.

Residents of Macao and Hong Kong who work in the island need only to pay income tax equivalent to what they pay at home.

North of the bridge, not physically in Hengqin but part of the plan, is a large exhibition and business centre, complete with five-star hotel and office space.

The HNDMA has set aside an area of 4.5 square kilometres as a joint Guangdong-Macao industrial zone. The Macao government has proposed 33 projects in the park, with a total investment of 140 billion yuan. It has asked for a further 10 square kilometres, which will have to be reclaimed from the sea.





According to the HNDMA, a total of 6,500 companies have registered in the district, with a total registered capital of 320 billion yuan. It said that total investment in 2014 was 24 billion yuan.

All these developments may prove to be a mixed blessing for Macao. On the one hand, Hengqin is providing firms in the city with new space and opportunities that they do not have at home.

On the other hand, once all the infrastructure and facilities are in place, it will also be a competitor. The large exhibition and convention centre, for example, will compete with venues in Macao that are trying, in accordance with official policy, to diversify away from gambling.

And the 24-hour opening makes it more convenient for gamblers to stay in Zhuhai rather than in Macao; they can leave the tables at any hour of the night and be able to reach a cheaper hotel in Hengqin conveniently.

## Moving to Hengqin

Property is the sector most immediately affected by the 24-hour opening. Under construction on the east coast of the island, facing Taipa, are dozens of apartment blocks mainly aimed at Macao residents.

One of them is Jin Hai Wan, a development which combines a dozen blocks with 40 villas, a clubhouse and commercial area. "We have sold 80 percent of the first nine blocks, at 38,000 yuan per square metre," said Ye Shaoming, a sales representative for the firm.

"Of the buyers, 90 percent are Macao people, with the remaining 10 percent from Hong Kong and the mainland. You can obtain a loan for 70 percent, with 30 percent as the initial payment," he said. The price for the newest units is 42,000 yuan per square metre.

One of its main selling points is the fact that it is directly opposite the border gate that is now open 24 hours a day.

Its prices are less than half those of Macao, where the average price per square metre of residential space rose by 9.2 percent in October to 106,341 patacas per square metre, according to the Financial Services Bureau. Property prices here have tripled since 2009.

Since the news of the 24-hour opening came, there has been a rush of interest from Macao people. The number of them visiting property sites in Hengqin has increased by 50 percent; the developers have started to sell their units, in advance in Macao.



Xu Yihan, a consultant to Hesheng Real Estate Company, said that, on hearing the news, owners of units in the Hengqin New Garden complex raised their prices from 29,000 to 30,000 yuan per square metre in anticipation of strong demand.

It is typical of prices in Hengqin which have risen dramatically in the last five years. An apartment in Jinxin Garden cost 2,000 yuan a square metre in 2003, with most units empty; the price rose to 4,000 in 2010 and has now reached 26,000 yuan. Prices of the newest apartments are even higher, at 39,000-42,000 yuan per square metre. One of the most desirable sites is K2 Lai Chi Wan, with a total of 320,000 square metres, including a kindergarten and a primary school and with 11 different kinds of apartment. It is under construction, with an expected sale price of 40,000-50,000 yuan per square metre.

These increases reflect the rapid development of Hengqin and the sharp rise in property prices in Macao. Prices in the district are the highest of any in Zhuhai.

All this is not good news for potential buyers in Macao. It means that Hengqin has become a part of the Macao property market, attracting investors from outside who are speculating on rapid price increases. This carries the risk of a bubble.

Guan Haijing, deputy president of Hengqin Huiji Investment Company, said that the main buyers for apartments in the district in the first phase would be Macao people. "But its population is limited and some have bought already. At a later stage, there will be a large supply of property. The sale of all of

these units will be difficult."

Another downside is that, while the property sector has grown quickly, the ancillary facilities – including shops, markets, restaurants, banks, schools and hospitals – are not yet in place.

Ye of Jin Hai Wan said a primary school would be built opposite the development, with teachers hired from cities in Guangdong province. It will follow the mainland and not the Macao curriculum; residents from the city will have to decide whether to send their children there or to a school in Macao.

## Other beneficiaries

Other beneficiaries of the opening will be the more than 70,000 migrant workers in Macao, a majority of them from the mainland.

They are even less able than local residents to buy property in the city; most live in cramped apartments and dormitories. The opening of the border means that they or their employers can rent space in Hengqin for them to live in; it should be cheaper and more spacious.

As of the end of 2013, there were 73,476 imported workers in Macao; the number will continue to rise with the opening of 17,000 new hotel rooms over the next three years. The population is expected to reach 700,000 by 2016, up from 610,000 at the end of 2013.

The opening to Hengqin should also serve the Macao population as a whole, giving them a new place to go at the weekends and escape the overcrowding of the urban area. ■



# Queen of High Fashion

From small boutique to empire of luxury brands





Three decades ago, a young girl scraped together her savings of 5,000 patacas to start a small boutique in Macao.

Terry Sio, then a humble factory clerk, called her 100 square-foot boutique Rainbow – a name that reflected her dream to pursue a bright, colourful future.

Today, the small rainbow has become a premier international luxury brand retailer located in mainland China and Macao. Their brand portfolio comprises the retail rights of over twenty globally renowned luxury brands, including Giorgio Armani, Emporio Armani, Bally, Escada, A. Testoni, Cesare Paciotti, Rene Caovilla, Roberto Cavalli, Just Cavalli, Jimmy Choo, Jil Sander and Versace. Through their mono and multi-brand stores, the Group offers a variety of apparel, footwear, handbags and accessories.

As one of the leading luxury fashion brand retailers in China, Rainbow always strives to target local demand, seek new business opportunities, and develop new markets. Experiencing exceptional economic growth in recent years, China has witnessed a surge in demand for luxury goods. The Group sees tremendous development potential in China's second and third-tier cities and has actively sought to enhance its presence in these cities.

### The group has 159 shops, with 36 in Macao

Sio's dazzling achievements have won her numerous awards. Among them are the Medal of Industry and Commercial Merit from the Macao government in 2006 and one of the 25 Influential Chinese in Global Fashion, according to Forbes magazine in 2011.

She also sits on many industry and business associations in Macao, helping the city to upgrade its fast-growing retail sector.

The little rainbow girl has come a long way but she is not resting on her laurels. Sitting in her headquarters office in downtown Macao, Sio outlines ambitious plans for the future. Rainbow's shops are already everywhere in Macao, in the glittering shopping malls inside Sands, Wynn, MGM, Galaxy, Dreams of the City and other prime retail areas.

It will further set up a 30,000-50,000-square-metre shopping mall in Hengqin, the newly developed commercial area in Zhuhai adjacent to Macao.

Sio is placing high stakes on Macao because

she believes the city's retailing industry is at the threshold of more phenomenal growth.

"Macao has great potential to develop into a shopping paradise, with expansion in terms of the volume and range of products consumed. The growth will be beyond our imagination. At the moment, mainland Chinese come to Macao for the casinos; shopping is secondary. With more choice of goods, though, they will buy more," she said.

Her company's recent growth figures support such an upbeat prediction, a year-on-year growth in revenue of 32 percent and 23 percent in 2008 and 2009 respectively.

### Starting young

Sio, born to a humble family in Macao, started work young, on graduation from secondary school in 1979. In 1980, Sio, a factory clerk, passed by a boutique in downtown Macao one day. She studied closely the store's decoration and clothes displayed. "I could have a shop better than that," she said to herself. Soon, she had saved enough to start her own business and sowed the seeds of a fashion empire.

Sio slowly built up her retail business with similar persistence and hard work. The business world was then dominated by men but Sio stayed strong in negotiating hard deals. "Women can use their softness to counter hardness; it is how hard rocks come to be eroded by mere drops of water over time. In posturing, you could look accommodating, but inside you maintain your principles and your ideas. This is about being soft but not weak," she said.

As Rainbow grew to represent more luxury brands in Macao, Sio started to set her sights on mainland China. "Many brands wanted to expand in China. I was happy to help them develop the mainland market, on the back of my success in Macao," she said.

Sio, like many investors lured by the potential of Shanghai, first went to the city to set up shop but quickly changed her strategy. "Shanghai may be a prosperous city, but the cost of doing business was very high." Competition was also great, as many international brands wanted to develop their businesses themselves, not via representatives like Rainbow.







Sio moved to other second-tier cities, such as Dalian, Chongqing and Xian. "Developing those markets was not easy. Transport links were not well developed and it often took a whole day to fly from Macao to those cities. Customers there did not know the brands well. We had to do a lot of work on brand recognition." Sio has different work teams to study closely the cultural and consumption characteristics of individual Chinese cities. In the month of January in 2014 alone, Rainbow opened five shops in Chengdu, the provincial capital

of Sichuan province. They are A Testoni, Escada, Armani Jeans, Emporio Armani and Giorgio Armani. While expanding Rainbow's presence in China, Sio has kept up vigilantly her business on the homefront. Macao's recent explosive economic growth has presented both an opportunity and a challenge. Major luxury retailers from Hong Kong and elsewhere have rushed to share the city's bigger retail pie. Sio quickly responded with ambitious expansion of her retail network.

"Macao is evolving into a major metropolis. Our group has to keep up with the pace of change. It's all very demanding and yet exciting for us. I won't sit and wait for more competitors before launching my offensive. I have to prepare myself today, right this moment. It would be nice if I could take my time and to have my business grow slowly, but circumstances do not allow that. If you do not grasp the nettle and act fast, you'll be overtaken by others eventually. Macao is my hometown. I cannot afford to fail."

In 2014, Rainbow opened new shops in the casino-hotels MCM, Four Seasons and Sands Cotai. In 2015, there will be ten more new shops to be set up in new upmarket retail space in Macao, bringing a few new brands onboard as well.

"Each brand is like a child of my own. You cannot favour one against another. Once we secure the distribution rights of a brand, we do our best to promote it. Each brand will have a designated team to follow the business closely. It's all a matter of responsibility and professionalism. All the brands we manage have confidence in us. We take great care to maintain the high standards Rainbow is known for."

Many international brands have approached Rainbow for its quality management but Sio said the group stresses quality rather than quantity. "In the past, we grabbed as many brands as possible because we were small and felt insecure. Now, we'll concentrate our resources on the best brands and phase out the less promising ones," she said. Rainbow will move into establishing more multi-

brand stores. It is also keen on the management of shopping centres with high-end fashion boutiques, top restaurants and high-end supermarkets.

Sio said she wants to keep her retail empire to under 200 shops, to ensure quality management. "I am not going to impose too much pressure on myself and run 300-400 shops. I do not need to find another high mountain to climb. In the past, making more and more profit was the sole priority. Today, I need to think about consolidating the group well and to maintain our competitiveness. I also have to consider the welfare of our several thousand workers."

Getting qualified staff to man the shops is a challenge. "Macao has a small population of 600,000 and yet there is great demand for manpower for all kinds of business."

Sio said training sales staff is no simple matter. "Their attitude is crucial, as they are the face of the brands we represent. We cannot give them too much pressure and yet we have to train them properly. I try to set a good example to the staff. I hope to influence them with my passion and commitment to my job."

How does Sio balance her demanding career with her role as mother and wife?

"Family is important to me. It is where I can relieve the pressure of work. When the going gets tough, I remind myself that my family members are on my side. To me, work and play are inseparable. Going to a business-related party is like entertainment for me. At this stage of my life, I want to give back more to society and to spend more time with family and friends," she said. ■







George Chinnery's self portrait

# Immortalised in Paint

## George Chinnery leaves lasting legacy of Macao

Visitors coming to Macao for the first time see a skyline worthy of Manhattan, with skyscrapers shimmering in the night sky and an incessant stream of vehicles crossing the bridges to Taipa.

It is a world away from the tranquil scene of fishing boats and low-rise buildings along the Praia Grande waterfront that the English artist George Chinnery would have seen when he arrived in Macao in 1825.

More than any other painter, he created the images that define in the popular imagination the city during the 27 years he lived here.

"His paintings are not only works of art but important historical items for the research of Macao culture and social change," said Ung Vai Meng, President of the Cultural Affairs Bureau.

Chinnery (1774-1852) was pre-eminent amongst the Western painters of his day living in the Orient. Working as a portraitist and watercolour painter, he sympathetically recorded the ways of life of the ordinary people. As well as the rich and famous, he painted Tanka women, coolies, ear cleaners, boatmen and street urchins, with all of whom he empathised.

Chinnery was delighted by the scenery and architecture of Macao, particularly the churches

and the seafront, and through his art he provided a crucial commentary of the time. He had many pupils and imitators and his influence endured long after his death. Nowadays, his works are highly prized by collectors, not least for their attention to detail.

### Early life

Chinnery was born in London on 5 January 1774, the fifth son and sixth child of William and Elizabeth Chinnery. He spent his formative years at the family home in 4 Gough Square, just off Fleet Street, an area of the city famous for its lawyers and journalists. From an early age, his artistic prowess was apparent. He exhibited portraits at the annual exhibition of the Royal Academy while still a teenager, which was no mean feat.

Although rumour has it that Chinnery studied under the portraitist Sir Joshua Reynolds (1723-1792), first President of the Royal Academy, this seems unlikely, having regard to his own youth and the date of Reynolds' demise. What is true is that he studied the works and techniques of Reynolds and honed his skills at the Royal Academy Schools, where his contemporaries included such future greats as JMW Turner (1775-1851) and Thomas Lawrence (1769-1830).





St. Francis Fort

Throughout his working life, Chinnery's output was prodigious. His many oil paintings, watercolours and sketches are testament both to his energy and his resolve to record his impressions of every facet of life in Macao. But, even before coming to Macao, he had achieved considerable success away from home. Having made his mark as an oil portrait painter in Ireland in his early twenties, Chinnery left England for the east in 1802, aged 28, never to return. He went to Calcutta, then the capital of British India. During his 23 years in India, his portraits of eminent personages, including his magnificent likeness of the Marquis of Hastings, the Governor-General from 1813 to 1823, and his vivid depictions of rural and urban scenery in Bengal and Madras, established him as one of England's most significant

artists of the age. Notwithstanding the demand for his services, Chinnery was, paradoxically, chronically short of money.

In later years, Chinnery was on bad terms with his wife, Marianne, whom he tried his best to avoid. He described her as "the ugliest woman" he had ever seen. It seems likely that his fear that she was about to join him, together with his indebtedness, prompted his decision to leave India for China in 1825. In later years, whenever rumours reached him that Marianne was on her way to join him in Macao, Chinnery would speedily decamp to Canton, from which, under what he called "an admirable arrangement", foreign women were banned. In fact, Marianne never travelled as far as Macao, to Chinnery's great relief.

### Settles in Macao

Chinnery first set foot in Macao in September 1825, and stayed there for the rest of his days, apart from short visits to Canton and, latterly, after it became a British colony, to Hong Kong. His reputation had preceded him, and the great and the good were soon lining up at his door to have their likenesses immortalised for posterity. He painted the portraits of East India Company officials, military men, taipans and visiting dignitaries, as well as their family members.

One of his most famous portraits was that of Howqua, the English nickname of Wu Bingjian, who became one of the richest men in China in the 19th century, with assets estimated at US\$ 26 million. He

made his fortune from the trade in Chinese silk and porcelain. Chinnery's painting of Howqua in 1830, with a thin, gaunt face and rich, colourful clothes, has immortalised him.

Chinnery's portrait of Dr Robert Morrison, the first Protestant missionary to China, and his assistants, translating the Bible into Chinese was widely praised. It was much appreciated by Morrison himself, who called it "glorifying, as a work of art". Chinnery also found that his fame ensured that there was a steady and lucrative demand for his own self-portraits.

He lived on the Macao peninsula, at 8 Rua Ignacio Baptista, where he also had his studio. He was good company, and as a famous personality he had many friends and acquaintances, who appreciated his jovial temper and his gifts as a raconteur. From the studio, Chinnery arranged commissions, sold paintings and taught pupils, some of whom later achieved prominence in their own right.

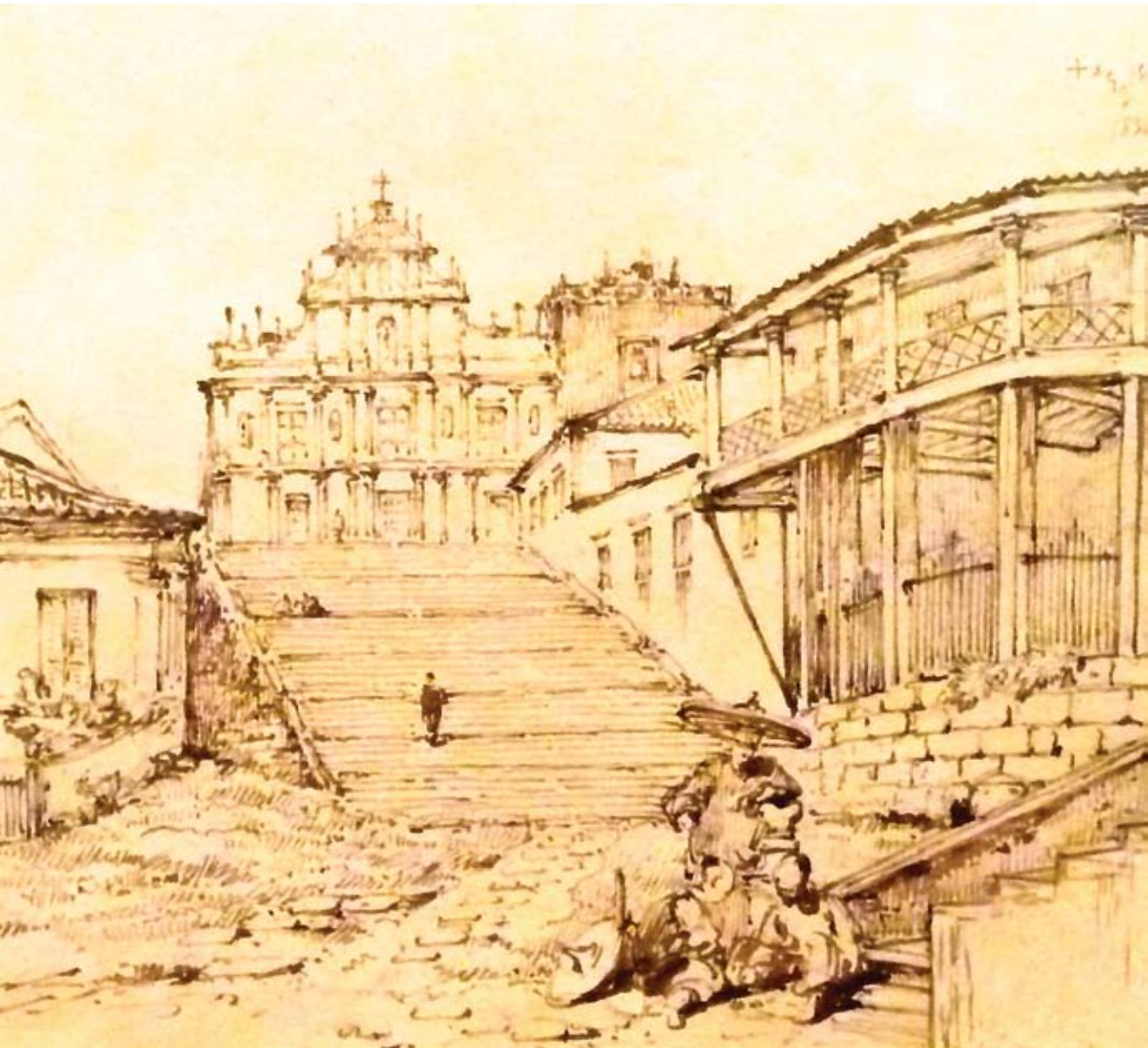
These pupils included Thomas Watson (1815-1860), William Prinsep (1794-1874), and Marciano Baptista (1826-1896). None, however, ever emulated the accomplishments of the master. After Chinnery's death, a street near St Lawrence's Church, in the area where he once lived, was re-named as "Rua George Chinnery", a tribute he would greatly have appreciated.

### Meticulous draftsman

Chinnery planned all his works with the greatest of care, and with an eye for detail. Every picture was preceded by preparatory drawings in his notebooks, sometimes in pen and ink over pencil, many of which have fortunately survived. Seated at his easel, with pen or pencil in hand, Chinnery was a familiar figure on the Praya Grande, in Leal Senado square, at Monte Fort, in Camoes Garden and at St Paul's ruins. The scribbles he made on the edges of his drawings were a puzzling feature, but these were simply pencilled notations he made for future reference.

His scribbles were based on a shorthand system taught to him by his grandfather, William Chinnery, a calligrapher. The system was originally invented by Thomas Gurney, for the use of court reporters, journalists and others. Sometimes the scribbles indicated little more than that the drawing was complete, together with the date.





*Ruins of St. Paul*

In Macao, he used to rise early in the morning and take his sketch book with him; he was always on the look-out for new themes and images. He wrote in his diary that he had "a fixed principle of adding seven new ideas every morning to his stock ... it is proof of the advantage of even the slightest sketch". One day, he noted that he had filled his sketchbook before nine in the morning, which he called "the effect of going to bed at eight". Chinnery continued to work until the very end of his life. The door of his studio was always open, particularly to young painters eager to learn from him and to visitors hoping to meet the great man. "I can never be wholly destitute," he wrote. "My

beautiful art will always secure me a livelihood and a name." It was this passion for work that sustained him in good times and bad.

### Final years

While still in India, Chinnery was active in the Star in the East, the oldest lodge for freemasons in Bengal, and some of his portraits were of fellow freemasons. It may be more than just coincidence that Chinnery made his only visit to Hong Kong in 1846, the year that Hong Kong's lodge was established. Although he stayed for six months, his sojourn in the new colony was less than happy, and he was ill for much



of the time. Although he had what he called "the power of doing but very little", Chinnery managed to produce some fifteen views of Hong Kong, to satisfy local demand, including an oil painting of Victoria Peak.

Chinnery died of a stroke at his home on 30 May 1852. He did not leave a will, and nobody claimed his belongings, which included cases full of paintings and sketches, which were sold by judicial order. In late July that year, a grand auction of the contents of his studio was held in Macao, attended by the cream of Hong Kong society. A regatta and a ball were held at the same time.

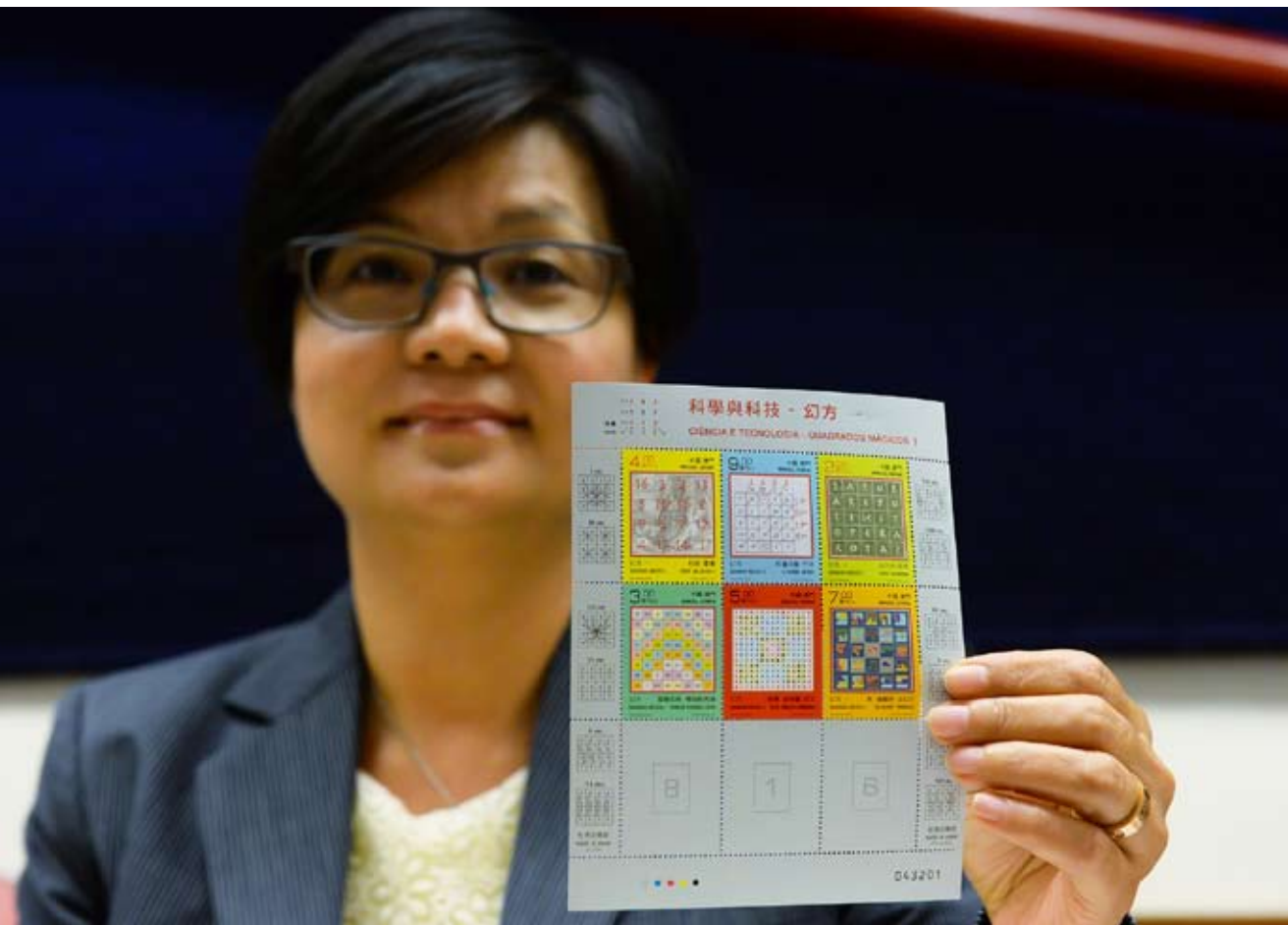
Chinnery was buried in the tranquility of the Old Protestant Cemetery, close to where Robert Morrison and other friends and sitters lay in rest.

Some years later, after funds had been collected, a granite memorial was erected to him in the graveyard, next to the wall of the Camoes Garden at the north end of the avenue.

In 1974, on the bicentennial anniversary of Chinnery's birth, a plaque was unveiled at the memorial by the Governor of Macao, General Jose Nobre De Carvalho. The plaque bears a dedication: "For the life of one who, journeying far from the land of his fathers, found in this city a haven of refuge from the besetting tribulations and worldly cares of his earlier years." ■

1 Grenville Cross is a lawyer and academic, whose interests include historical research and writing





Macao Post director Lau Wai Meng showing the magic square stamps

# Stamp of Approval

## Macao Post creates world first – stamps with magic squares

In October, Macao Post achieved a world first – a series of stamps based on the Magic Squares, a mathematical formula which was created in China and spread to countries around the world.

A magic square means a square with numbers: if you add them on any row, column or diagonal, it equals the same number.

Last October 9, World Post Day, Macao Post issued 200,000 sets of six stamps, costing from two to nine patacas, and a souvenir sheet costing twelve patacas. It will issue a further three in the series in 2015, costing one, six and eight patacas. The nine stamps together also form a Magic Square.

“No other stamp administration in the world has done a series like this devoted to the Magic Square,” said Carlos Alberto Roldão Lopes, who was director of Macao Post from 1990 until 2010.

The souvenir sheet, designed by Carlos Gonçalves, has an image of how the squares began – a turtle. The story goes that, in ancient times, there was a terrible flood. Farmers offered sacrifices to the gods of one of the swollen rivers, the Luo, to try to calm the floods. To their amazement, a turtle emerged from the river with a magic square pattern on his shell.

The shell had nine small quadrangular contours with a series of dots inside, representing the numbers from one to nine; each row, column and main diagonal of the diagram contained 15 dots. This diagram became known as Luo Shu.

Another animal which bore the dot patterns on his back was a dragon-horse that emerged from the Yellow River; it had 55 dots in five sets.

These two legends are the origin of the Magic Square in Chinese culture. Its influence spread into mathematics, literature, religion and other fields; it was seen as positive and auspicious.

### Literary magic

One of the most famous examples in the literary world was a work by Su Hui, a poet of the fourth century AD. The story goes that she was separated from her husband, a government official named Dou Tao who was sent to the deserts of the north to defend China against the barbarians; before he left, he swore that he would not marry another woman.

But, once he arrived in his new location, he took

a concubine. Deeply sad but not willing to accept this, Su composed a poem of 841 characters which she wove into a piece of brocade and sent to him. It can be read forwards or backwards, horizontally, vertically or diagonally - a total of 2,848 ways. When Dou read it, he was so moved that he left his new lady in the desert and returned to Su.

This was the first magic square poem in Chinese and, to this day, remains one of the most complicated. This remarkable composition is remembered in the five-pataca stamp; it reprints 15 lines in 15 columns taken from the central part of the full poem.

### Magic Square spreads

The magic square also appears in India and Arabia. The first appeared in India in the first century, designed by a mathematician named Nagajuna. It was probably the Indians that passed the concept to the Arabs, who conquered large parts of their country in the seventh century. An encyclopedia published in Baghdad in about 983 AD contained magic squares of five and six. The Arabs used the squares to help them make astrological calculations and predictions. It is from the Arabs that the squares spread to the West.

In 1300, a Greek Byzantine scholar named Manuel Moschopoulos wrote a mathematical treatise on the subject of the squares. He treated them only as a mathematical concept, without the mystical elements the Arabs had added.

In the 1450s, Luca Pacioli of Italy owned a large collection of examples of magic squares. They began to acquire mythical and philosophical properties; certain numbers are said to be ‘solar’ or ‘lunar’, bringing with them the characteristics associated with the sun and the moon.

In 1514, a German artist and polymath, Albrecht Dürer made a famous woodcut Melencholia I, which features a magic square of four on the wall behind the “brooding genius” that became the archetype of this kind of sculpture in later years; the magic sum is 34. This is featured in the four-pataca stamp.

Why did Dürer include this in his woodcut? The square of four is the square of Jupiter, which was considered auspicious and associated with good humour. The genius in Dürer’s work is suffering from melencholia; the square of Jupiter brings the influence of his planet and helps to alleviate his depression.





The two-pataca stamp is the Sator Square. It is composed of a Latin palindrome with five words that can be read forwards, backwards, upwards or downwards. The five words are Sator, Arepo, Tenet, Opera and Rotas. The oldest inscription of these words was found in the ruins of Pompeii, destroyed in AD 79 by the eruption of Vesuvius. There is a Sator Square in a museum at Conimbriga, near Coimbra, in Portugal.

The nine-pataca stamp is based on a methodology created by a French mathematician Simon de la Loubère; he learnt it during his time as his country's ambassador to Siam, now Thailand. This is one of the most popular methods to create magic squares using odd numbers. De la Loubère filled the cells of the diagonals in number sequential order and moved upward and to the right.

### Origin of the set

The set is one of a series of stamps devoted to science and technology, which was the creation of Roldão Lopes. He said that the idea came to him during research of Chinese culture and Luo Shu in particular.

"When I found Luo Shu, I realised that it was the oldest magic square and one of the most important. I saw it as a mathematical issue. As such, it was hard to make it attractive and to sell as a stamp," he said. He and his team worked for five months to create the nine stamps of the series, which blends China and the west, science, literature and art.

"The market demand has been excellent. The demand was more than the supply. The set has attracted favourable comments in the foreign media," he said.

On its science page, The Guardian newspaper of London devoted a long article to the series. "Magic squares have long fascinated soothsayers, herpetologists, mystics, architects, soldiers, artists and mathematicians," it said.

"Each stamp in the Macao series features a magic square. The stamps have a monetary value of between 1 and 9 patacas. The first row of the sheet has the 4, 9 and 2 pataca stamps, the second row has the 3, 5 and 7 pataca stamps and the third has the 8, 1 and 6. In other words, the stamps are themselves arranged in a magic square, which is none other than the Luo Shu! Amazed that no postal service ever thought of this before," it added. ■



# 鄭家大屋

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**Parade through Macao-Latin City  
in commemoration of the 15th  
Anniversary of Macao Handover**



















**2014/12/24 Pair of giant pandas to arrive in May**

The Civic and Municipal Affairs Bureau (IACM) hopes the pair of giant pandas given by China's President Xi Jinping to Macao will arrive in May.

IACM Administrative Committee member Leong Kun Fong said the pair will be living together with panda Hoi Hoi at the Seac Pai Va Pavilion.

He hopes to receive a pair of younger pandas, because they are more playful and easier to reproduce.

The pair will come from the Chengdu Research Base of Giant Panda Breeding in Sichuan Province.



**2014/12/28 Macao receives almost 29 million visitors from January to November**

Macao was visited by 28.9 million people in the period from January to November, an 8 percent increase year on year, reported the Statistics and Census Bureau.

Visitors from mainland China (19.6 million or 67 percent of the total), South Korea (507,100) and Japan (274,900) rose in annual terms, while visitors from Hong Kong (5.8 million) and Taiwan (875,600) fell year on year.

In November, 2.8 million people entered Macao, an annual increase of 15 percent.

In November the number of visitors from mainland China increased by 28 percent to 1.9 million people, who were mostly from the provinces of Guangdong (898,300) and Fujian (78,100).



**2014/12/30 Guangdong free-trade zone to forge links with Hong Kong and Macao**

A free-trade zone destined for Guangdong province will play a major role in deepening cooperation with Hong Kong and Macao, Xinhua news agency reported.

The State Council gave the go-ahead earlier this month for Guangdong, Tianjin and Fujian to set up free-trade zones in their jurisdictions, a little over a year after it gave green light to one in Shanghai.

The Guangdong zone will cover 116 sq km, taking in parts of Guangzhou's Nansha New Area, Qianhai and Shekou in Shenzhen as well as Hengqin island in Zhuhai.

Qianhai would work with Hong Kong on financial measures; Hengqin would explore cooperation with Macao; and Nansha would take advantage of its central location in the Pearl River Delta, the report quoted Li Zhijian, a researcher involved in the zone's planning, as saying. Fujian's zone will focus on cooperation with Taiwan to attract more foreign investment and help businesses in the province head offshore.



**2014/12/30 Secretary Leong Vai Tac looks at Macao's economy with caution and optimism**

The Secretary for Economy and Finance Leong Vai Tac has said that his cabinet is looking at Macao's economic development in the coming years with both caution and optimism.

He believes the city's economy will continue to develop favorably, but recalled the central government's advice that Macao's top officials should be prepared to face the unexpected.

"We must bear in mind that the country's leaders have frequently warned us that we need to be prepared to face any adversity even in times of prosperity," he said at an inauguration ceremony of new board of directors of the Association of Macao Convention & Exhibition Organizers.

Leong promised that the government will continue to take appropriate measures to deal with any adversities, and will seek to maintain the stability of the local economy.

He acknowledged a need to provide long-term measures to ensure the improvement of Macao's economic outlook, while reinforcing its competitiveness.



**2014/12/31 GDP dips 2.1 pct in Q3 – first drop in 5 years**

Macao's gross domestic product decreased by 2.1 percent year-on-year in real terms in the third quarter, the first negative quarterly growth in five years, the Statistics and Census Bureau (DSEC) has announced.

According to a DSEC statement, the economic downturn in the third quarter "was triggered by a substantial decline in exports of services, of which the continuous decrease in exports of gaming services widened further to 12.3 percent and other tourism services decreased by 0.7 percent."

However, private consumption expenditure and government final consumption expenditure increased by 7.2 percent and 8.1 percent respectively, while private investment surged by 41.5 percent, "indicating that domestic demand remained vigorous," the statement said.

The statement also pointed out that merchandise exports – mostly re-exports – increased by 11.4 percent.



**2015/01/02 Macao annual gambling revenue falls for first time since 2002**

Gambling revenue in Macao, the world's biggest gaming hub, fell in 2014 for the first time since casinos were liberalised in 2002.

Revenue fell 2.6 percent in 2014 to US\$44.1 billion - almost seven times that of Las Vegas – according to data released by Macao's Gaming Inspection and Coordination Bureau.

December registered a record 30.4 percent on-year drop which constituted the seventh straight monthly decline.

At the end of 2014 there were 35 casinos in Macao operated by six concession holding companies, 20 by Sociedade de Jogos de Macau, six by Galaxy Casino, four by Venetian Macau, three by Melco Crown Jogos (Macao), one by Wynn Resorts (Macao) and one by MGM Grand Paradise, with a total of 5,697 gambling tables and 12,584 slot machines.

Macao, a special administrative region since December 1999, is the only place in China where casino gambling is legal.



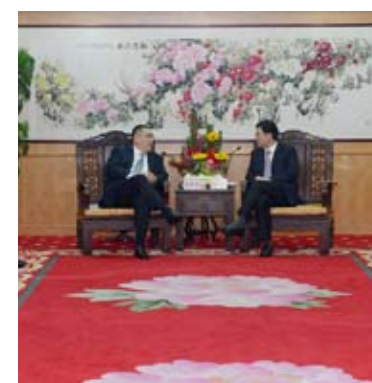
**2015/01/05 Alexis Tam gives Health Bureau one year to improve**

Secretary for Social Affairs and Culture Alexis Tam Chon Weng said that he will keep his promise that the local health care system will be fully reformed, saying he has given the Health Bureau (SSM) one year to improve the system.

Tam's pledge came while he visited the public Conde de Sao Januário Hospital Centre, saying he understood that the system has its flaws and was yet to be on par with international standards, adding that he also understood the challenges faced by hospital staff.

Tam added that the bureau was expected to hire 529 additional health professionals this year.

SSM Director Lei Chin Ion said his bureau would follow Tam's directive, adding it would be done no matter how tough the challenges he and his team face. He also said the hiring process for health professionals would be simplified and the bureau would allocate existing staff to where they are needed if it can't hire enough new ones in the short term.



**2015/01/06 Macao Chief Executive calls for cooperation with Zhongshan**

Macao's Chief executive Chui Sai On, called for cooperation with the Chinese city of Zhongshan, in Guangdong province, as a priority in two-way relations, according to a statement from the Government Information Bureau.

Following a meeting with officials from Zhongshan municipality, Chui said regional cooperation had been addressed with the central government and that work, including the Framework Agreement on the creation of new areas of Cuiheng in Zhongshan and joint construction of a pilot zone for general Guangdong/Macao cooperation in Cuiheng, "had been met positively."

Chui Sai On said that Macao would ask the central government in Beijing, together with Guangdong, to include the work in the Framework Agreement on Cooperation between Guangdong and Macao.

Zhongshan authorities said they would ask the central government for support to build a Guangdong/Macao pilot area for general cooperation, covering an area of about five square kilometres, in order to boost the industrial diversification of Macao and the development of Zhongshan.



# Gaining Height and Speed



Zhuhai Airshow posts  
record sales as China  
moves into world market



The 10th Zhuhai Airshow in November posted record sales and crowds as China moves aggressively into the world's civil and military aviation market.

Marking the 65th anniversary of the founding of the PLA air force, the event was held from 11-16 November at Zhuhai airport. It attracted 410,000 visitors, including 130,000 from the aviation trade; 700 exhibitors signed contracts for 227 different aircraft worth US\$ 23.4 billion.

The show was opened by Vice President Li Yuanchao; also in attendance were General Ma Xiaotian, commander of the Air Force, and General Zhang Youxia, head of the PLA General Logistics Department.

The China International Aviation and Aerospace Exhibition is the only international aerospace trade show endorsed by the central government. It has been held every two years since 1996 and includes flying acrobatics, a display of life-sized products, trade negotiations and technological exchange.

The 2014 event showed a wide variety of Chinese

military and civilian aircraft, as well as American, Russian and European planes.

It is growing in importance because of both the domestic and foreign aviation markets.

According to the latest forecast by Boeing Commercial Airplanes, China will need 6,020 new planes worth US\$ 870 billion over the next 20 years, making it the largest market in the world. This has attracted the biggest names in the industry to Zhuhai, including Airbus Group, Boeing, Bell Helicopter, Embraer, Bombardier and AgustaWestland.

At the same time, Chinese manufacturers are increasingly active in the international market, selling civil and military aircraft and equipment.

The show provides the best platform in China for both domestic and foreign manufacturers to show off their newest products and meet each other. It attracts a growing number of visitors, both Chinese and foreign, including those from the trade and ordinary people, eager to see the acrobatic displays and latest items from the aviation world.



China's Y-20 military transport aircraft



J-31 stealth fighter

## Highlights

There were many attractions this year. One was the first public appearance of China's version of the US F-35 Joint Strike Fighter - the Shenyang FC-31 - which came as a great surprise to the world aviation community.

Rarely do the Chinese display an aircraft ahead of the completion of its development. The excitement was palpable among Chinese and foreign spectators, when the plane appeared in the sky; dozens of cameras from across the globe were pointed upwards, as foreign military personnel got their first close look at the new aircraft.

Another highlight was a solo flypast by China's newest fighter jet, the J-31 fifth-generation stealth fighter.

Also performing were the Y-20, one of the air force's advanced military transport aircraft, and a KJ-2000 early-warning plane.

There were acrobatic displays by teams from the United Arab Emirates, Russia and South Korea as well as China.

## Apple of the eye

The Chinese "August 1st" aerobatic and parachute team put on a 40-minute display with six J-10 fighter jets; for the first time, half of the team were women.

The women's flying team was put together in March 2005, when the air force decided, in the name of equality of the sexes, to recruit female pilots for its fighter jets. It was a first in the history of the PLA air force.

It invited applicants in 12 provinces to apply. More than 200,000 graduates from senior secondary school sent in applications; 35 among them were chosen. There followed a rigorous four years of preparation, that included two years and four months of basic training at the air force university, after which six dropped out. Then there were six months of basic flight training, after which seven decided not to fly; then a further 10 months of advanced training - six more left.

It was in April 2009 that the first 16-woman team of acrobatic pilots of fighter planes was set up.





Female members of China's PLA Bayi Aerobatic Team



It was called "Pearl in the Palm", meaning beloved daughter or apple of the eye. It cost over 10 million yuan to train each female pilot to that level, double the five million for a male pilot, because this was the first time the PLA had done such a thing.

One of the three performing in Zhuhai was Tao Jiali; with her comrades, she has put in more than 1,000 hours of flying time. "I only want to be number one. I want to be China's premier female fighter pilot. I want to be the first lady pilot in China to perform acrobatics at an exhibition," she said.

Sun Jizhou, the leader of the performing team, said that the PLA teachers had to learn the psychology of women in order to teach them successfully. "They have a strong sense of self-respect and care about 'face'. The instructors avoided criticising them directly and stressed technical education. We have to make them want to fly and dare to fly. Then they will have the ability to perform at the level required."

This meant flying a jet at less than one metre from the other planes and performing complicated routines in the sky above thousands of spectators in Zhuhai.

## Mars Rover

Among the other highlights were a model of China's homegrown rover that is due to land on Mars, built by the China Aerospace Science and Technology Corporation.

The country's first mission to Mars could be launched as early as 2020 and, by 2030, an unmanned spacecraft could return from the planet with samples.

The six-wheeled Mars rover looked almost identical to the lunar rover, Yutu or Jade Rabbit, with wing-spreading solar panels, head-mounted cameras and a fixed robotic arm at the front. To carry communications over a longer distance, it has a larger dish antenna than Yutu and has more solid wheels, to deal with the rockier landscape on the red planet.

Yutu landed on the moon on 14 December 2013 and was crippled soon after, probably by thin dust and low temperatures; it is still languishing on the surface of the moon after efforts to revive its power supply failed.

Its name was chosen in an online poll. The rover has a dedicated, although not official, Weibo account - Jade Rabbit Lunar Rover - with over 600,000 followers, sometimes posting humorous status updates.

## Drones

Visitors were also able to have a rare look at China's growing army of drones or unmanned aerial vehicles (UAV). A total of 25 were unveiled at the show.

Among the most popular was the CJ-1, who was sitting proudly among a variety of guided rockets, anti-tank missile and glide bombs. It was China's first UAV and is already being exported to countries in the Middle East.

Sharp Eyes II is a scout helicopter drone used to locate enemy tanks and artillery; it can carry light guided munitions. The WJ-600 is used to fly low on the battlefield, below the radar, for surveillance and finding enemy targets.

China is developing UAVs both for its own use and for export. According to a study in 2011 by the Teal Group of Fairfax, Virginia, global spending on drones will double to US\$ 94 billion by 2021.

Zhang Qiaoliang, a representative of the Chengdu Aircraft Design and Research Institute, which makes many advanced military aircraft for the PLA, said that the US did not export many attack drones: "so we are taking advantage of that hole in the market".

Drones are a cheap and effective alternative to the manned aircraft. The US is the largest manufacturer, followed by Israel. China unveiled its first drone at an air show in 2009 and is catching up fast.



A model of the Mars rover



## Breakthrough in US market

One of the most important deals at the show was signed by Avicopter, the general subsidiary of Aviation Industry Corp of China (AVIC), the country's biggest manufacturer of military aircraft.

AVIC has more than 400,000 employees, 20 listed subsidiaries and was ranked 158th on the list of Fortune 500 largest companies in the world in 2014. Its website does not give a revenue figure but said that its target is one trillion yuan.

Avicopter signed contracts to sell 111 aircraft, including the Y-12, a 19-seat turboprop transport plane that will be exported to the US for the first time. The buyer is Coptervision, which will use them to fly tourists over the Grand Canyon.

The Y-12 is the only Chinese civil aircraft to be certified by the US Federal Aviation Authority. The

deal included 16 Y-12Es, which gained FAA certification in 2006 and four Y-12Fs, for which the company expects to gain certification within six months.

"This purchase marks the first time for any Chinese-made planes to enter an advanced market," said Li Xianzhe, director of the Y-12 programme. "The US has the highest standards, so this testifies to the achievement of Chinese aircraft manufacturing." The company plans to do testing of the Y-12F in the US in 2015 and is targeting the express delivery market.

The Y-12 was the first mainland plane to be exported, starting with Sri Lanka in 1986. More than 130 have been exported, to markets in Africa, Latin America and Southeast Asia.

Avicopter also signed contracts to sell four Y-12s to a Russian company; in addition, it received orders for 46 AC311 helicopters and 35 Z-9 helicopters. ■



# ANGOLA-CHINA Partners in Africa



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# Carriage of Trade

Railway from Chongqing opens  
new Silk Road to Europe







President Xi Jinping views the arrival of a train traveling from Chongqing to Duisburg, Germany

Three times a week, a train pulls out of the main station of Chongqing, southwest China, on one of the longest journeys in the world – 11,179 kilometres over 16 days through five countries to Duisburg in the west of Germany.

Most of the cargo on the train, with up to fifty 40-foot containers, are laptop computers. Chongqing is the world's largest producer, with output of 55 million sets last year, 25 percent of global output. The European Union, with 510 million people, is its biggest export market.

This is the new 'Silk Road', named after the route in the second century BC that took Chinese goods to the Middle East and Europe.

The line, which opened in 2011, has helped to

transform what was once an isolated backwater into one of China's major industrial centres.

It has enormous economic and diplomatic importance. It is essential to Beijing's plan to move a substantial part of its industry to the western region and keep the country competitive with low-cost countries like Vietnam, Cambodia, Thailand, Myanmar and Bangladesh.

It is also part of Beijing's ambition to reduce its dependence on the sea transport that accounts for the vast majority of its trade and energy imports; if there were a war with Japan or the United States, this transport would be at risk.

The Chongqing route is the cheapest of five railway routes from China to Europe, costing US\$ 0.7 per

kilometre or US\$ 9,300 per container. It is twice as fast as shipping by sea and half as expensive as air freight. The sea route is down the Yangtze and then across the oceans from Shanghai.

The Chongqing route is especially important for manufacturers of electronics and automobiles because the value lost on goods such as engines and computer components during the longer sea journey is relatively high. That makes it attractive for manufacturers of electronic goods like mobiles and laptops, of which Chongqing has become a centre. The operators have developed air-controlled railcars so that the goods do not suffer from changes of temperature along the route.

"The Chongqing-Duisburg route has great potential,

and a daily service is definitely a goal, also from the Chinese side," said Julian Boecker, a spokesman for Duisburg Port. "For companies such as car producers that want to ship quality 'made-in-Germany' parts to their assembly plants in China, this route is a good alternative to sea transport."

On 29 May this year, during a visit to Germany, President Xi Jinping went to Duisburg to meet the arrival of a train; it was his way of showing the importance the government attaches to the new route.

## The line opens

The line opened in July 2011, bringing a cargo of LCD television screens and laptops to Duisburg. An industrial city of 500,000 people, it is the largest inland port in the world. Each year more than 20,000 ships call at the port on the docks, where the Ruhr joins the Rhine river, and carry more than 40 million tonnes of cargo. It is the 'heart of Europe'.

The line had been technically useable for nearly ten years but the five countries along the route could not reach agreement on technical issues. For 12 months before the opening, Beijing invested substantial time and resources into resolving these issues, especially that of customs in Russia.

The train goes through Xinjiang, Kazakhstan, Russia, Belarus and Poland before reaching Duisburg. On arrival in Kazakhstan, the cargo is transferred on the wide gauge line that is used in that country and Russia. In Poland, it is transferred on narrow-gauge lines for shipment to Duisburg. The plan is to extend the route to Antwerp, Belgium.

It is competing with several other lines to Europe – from Chengdu, Wuhan, Zhengzhou and Xian – which began service after July 2011, as well as the trans-Siberian railway through Siberia and Mongolia.

The problem is over-capacity, with many goods going from east to west but few coming the other way. Each city government is eager to make its line the first in China and has provided subsidies and benefits.

So far the one from Chongqing has been most successful – 17 journeys in 2011, 41 in 2012 and 36 in 2013 – carrying goods worth more than US\$ 2 billion. Most of the goods were laptops. In 2013, Chongqing exported 48.7 million of them, one third to Europe.





“This new land route connects Chongqing with the European Union, the largest single market in the world,” said Gerold Amelung, the German consul-general in Chengdu. “As China’s most important trading partner in Europe, Germany will greatly benefit from it.” Bilateral trade last year was 140 billion euros, making China Germany’s third biggest trading partner.

To increase cargoes, the Chongqing government has proposed one-to-two trains a week from Yantian port in Shenzhen, to bring goods and postal items from onward shipment to Europe.

## Chongqing

Chongqing is the largest city in the world, with a population of 30 million.

From 1937 to 1945, during World War II, it was the temporary capital, after the government withdrew to escape the Japanese military.

After 1945, it suffered from isolation in its location in the far interior of China; its main link with the rest of

China and the outside world was the Yangtze river. It was a centre for production of arms and motor cycles. New industries developed in coastal cities in the east, especially the areas around Shanghai, the Pearl River delta and the Bohai Gulf.

This process accelerated in the 1980s as China became a major trading power; the export markets were Japan, North America and Europe and shipments went by sea or air from ports and airports on the east coast.

Millions of people from Chongqing and Sichuan province next to it left to find work in the eastern industrial centres; initially, the men went on their own. When they had established themselves, they brought over their families. The economic gap between east and west China widened.

To change this, Beijing decided in the mid-1990s on a ‘Go West’ policy, to encourage domestic and foreign companies to invest in cities like Chongqing and turn them into major industrial centres.

In March 1997, the National People’s Congress decided to merge the urban area of Chongqing with

three neighbouring counties to create a mega-city, one of four under the direct control of the central government, like Beijing, Shanghai and Tianjin.

It became the spearhead of the national effort to develop the western region and coordinate residents from the reservoir area of the Three Gorges Dam project. In June 2010, the city set up the Liangjiang New Area, one of three such ‘new areas’, together with Pudong in Shanghai and Binhai in Tianjin, designed to be the new industrial centre.

## Electronics as strategic industry

The city government targeted electronics as a strategic industry. It courted major global producers who were suffering from rising costs of land, labour and electricity in major cities in the Yangtze and Pearl river deltas. It set up industrial parks that specialise in electronics manufacturing.

In 2008, a city delegation went to Palo Alto, California, to the headquarters of Hewlett Packard

to invite them to invest. They argued that the city could provide 80 percent of the parts needed for a laptop. They convinced the board of HP; this was the start of the city’s laptop industry.

Since then, it has also succeeded in attracting Toshiba, Sony, Acer, Asus, Foxconn, Inventec and Wistron. In 2013, the city produced 55 million laptops, 29.5 percent more than in 2012, with a value of 157 billion yuan.

In 2013, PCs accounted for 10 percent of the city’s industrial value, up from zero in 2008. The growth of the industry has promoted production of the parts and components needed for them, including batteries, connectors, displays, memory and storage devices.

The city target for 2014 is 70 million laptops, 18 million printers, 15 million displays and 90 million pieces of network communication products.

Since most of these goods are for export, good transport links to the final market are essential for the investors.





## Economic Silk Road

In a speech in Kazakhstan in 2013, President Xi Jinping proposed that China and the Central Asian countries build "an economic belt along the Silk Road".

This is becoming a reality. In late June, the State Council approved the construction of Horgos, a new city on Xinjiang on the border with Kazakhstan on the route. The plan calls for a city of 1,970 square kilometres, including an existing Horgos Special Economic Zone with 73 square kilometres.

The zone includes an international border centre straddling the two countries; it has duty-free shopping, an industrial innovation park and cross-border logistics hub. Horgos has already become the largest land port in northwest China, with trade volume in 2013 of 22 million metric tonnes.

The idea has also aroused strong interest in the countries on or close to the route. Like Chongqing, the Central Asian countries need good transport links to Europe - to reduce their economic and military dependency on Russia and export more of their products there.

The new Silk Road and links to it provide just such

an opportunity.

Currently, the trains travel through Poland but do not stop there. But its government wants to change that, said Boleslaw Kosciukiewicz, minister counsellor of the country's embassy in Beijing.

"Poland is very much interested in paving safe, secure and more efficient trade routes connecting trade partners in Europe and China," he said.

Soren Link, mayor of Duisburg, said that the new line had boosted economic cooperation between all the countries on the route.

Beijing's ambition does not stop there. Work is due to begin soon on a long-planned line from China to Kyrgyzstan and Uzbekistan.

China has also started research on a line 1,800 kilometres long from Kashgar in the south of Xinjiang to the deep-sea Pakistani port of Gwadar on the Arabian Sea, passing through Islamabad and Karachi.

In May 2013, China Overseas Ports Holding signed an agreement with the Port Authority of Singapore to operate Gwadar. Such a railway would be a very challenging engineering project, running through the Pamir Plateau and the Karakoram mountains. ■



Chongqing

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### 聯絡我們 Contacts

澳門 Macao  
☎ (853) 8798 9675  
✉ [miecf@koelnmesse.com.hk](mailto:miecf@koelnmesse.com.hk)

香港 Hong Kong  
☎ (852) 2511 8112  
✉ [miecf@koelnmesse.com.hk](mailto:miecf@koelnmesse.com.hk)

新加坡及其他國家/地區 Singapore & rest of the world  
☎ (65) 6500 6742  
✉ [miecf@koelnmesse.com.sg](mailto:miecf@koelnmesse.com.sg)



# Matchmaking

In Shanghai's marriage market, parents seek spouses for their children







It is Saturday afternoon in People's Park in the centre of Shanghai. A crowd of several hundred middle-aged and elderly people have gathered and hang paper messages on wooden boards and from the branches of trees.

The messages list in a few words the lives of their beloved children – their age, height, education, employment and income. Fearful that they will live and die alone, they have come to find a spouse for them and ensure that they have grandchildren.

"I have been coming here every weekend for two years," said Madame Song; she is trying to find a husband for her daughter who went to study and work in Britain for seven years. "When she came back, it was too late for her to find a boyfriend. But the rate of success here is low."

Welcome to the marriage market of Shanghai, an institution that is nearly ten years old and evidence of the great imbalances in Chinese society and the widening gap between generations. It meets every Saturday and Sunday between noon and five o'clock, with a peak of 2,000 people five years ago; now the average is 300-400 per day.

Thanks to the one-child policy, China has a surplus of men; according to official figures, there were 40 million more men than women in 2012 and, by 2020, 30 million men of marriageable age will not

be able to find a spouse. But, in the market, it is the reverse, with parents of young women numbering about four times as many as those of young men.

This is because the city is home to thousands of well-educated women, often over 30, with good white-collar jobs, who have been too busy with their work and studies to find a partner. Many are happy with their independence, freedom and good salaries; they are content with their existing sexual relations with boyfriends or girlfriends.

But their parents are not. "People of my generation believe that a person must marry and have a family, to look after them when they are old and carry on the family name," said Liang Xiu-lin, a Shanghai mother with an unmarried daughter. "That is why we come here. But young people do not see it this way. They are in no rush to marry and some couples do not want children."

Shanghai has one of the lowest birth rates in China; in the 2010 national census, it was 0.7 births per 1,000 women. Many couples choose to have no children.

### Low success rate

This gap in thinking is the major reason why the success rate of the market is low and some mothers keep coming for years.

It is the parents – and not the children – who meet at the market and exchange notes on their loved ones. If on a Saturday they find a suitable partner and his parents agree, they aim to set up a meeting between the two children the very next day.

But most children do not accept this; they believe it is they and not their parents who should choose the partner. If they attend the meeting, it is only to please their parents and not because they are interested in the other party.

"In secondary cities and rural areas, we do not have this problem of unmarried women," said Wang Mingang, a factory worker. "Women there do not have such high expectations and the family network is more effective in arranging marriages.

"We only have this situation in Shanghai, Beijing and other big cities, where women are well educated, with a good salary and have high expectations of their husbands. Few men can meet their expectations. They oppose their parents going to the market and feel it belongs to another era."

Another reason for the low success rate is the high expectations of the parents themselves. They want a potential husband to have his own apartment, car, salary of 15,000 yuan a month or more, a Shanghai residence card, come from a good family with substantial assets, be good looking and not short

in stature. This greatly narrows the field; most men with such qualifications can easily find a wife on their own.

The ladies on offer at the market fall into three main categories – those over 30 who have returned with degrees from overseas, have good jobs and salaries and have themselves high demands for a spouse: the second are similar, also over 30, independent and with good jobs but without an overseas education: the third are those who are not good looking, have an ordinary job, can be divorced and cannot find a partner themselves.

One young visitor was Gu Hongliang, who has been living in the city for six years, four for study and two for work; her hometown is in another province. Young people call this 'the marriage supermarket'. The ratio is three-five parents of women for one man. The first question people ask is: 'where do you live? Do you rent or have you bought?' How can I, a white collar worker, own a property? I find the market a cold place, a place where people talk as if they are doing business. I do not have an outstanding CV nor house or car. My parents still live in my native city."

If the parents cannot find a candidate meeting their high standards, they will go home, their mission unaccomplished.





## Sky-high housing prices

One major reason for the existence of the market is the sky-high cost of housing in Shanghai. The average price is 30,000 yuan a square metre, rising to more than 200,000 yuan in the most desirable properties, such as those in Lujiazui on the bank of Huangpu river. The average monthly salary in the city in 2014 is 7,214 yuan.

So an apartment of 80 square metres in a suburban area costs 2.4 million yuan – 28 years' salary for an average worker, provided he spends money on nothing else during that time.

The vast majority of people cannot afford an apartment with their salary. Their only hope is to receive money from their parents or other relatives for the first down payment and then a bank mortgage which makes them a 'house slave' for

the rest of their working lives.

"In Chinese society, the groom is expected to provide the apartment," said Liang Guoqiang, a secondary school teacher. "Given that so many women work and some have higher salaries than men, this traditional way of thinking is not so fair. But that is how it is. It puts great pressure on the men. Women today do not want to live with their in-laws. If the man cannot offer an apartment, they do not want to marry him.

"Most fortunate are Shanghai residents whose families have properties in the city. They have greatly benefitted from the soaring price of housing, can rent out their apartments and have easy access to bank loans," he said.

"So here material conditions come first. Only then can people think about love and sentiment. It appears heartless to say this but that is the

reality of life here. That is the pressure of living in a city like Shanghai. If you do not own your own apartment, you will always be at the mercy of the housing market and have to spend hours of your life on a daily commute," he added.

The losers are the millions of workers in the city who have come from other provinces. They have to rent apartments and start with a heavy, perhaps insurmountable, handicap in the marriage stakes.

## Loyal mothers

The saddest people at the market are those mothers who keep coming, sometimes for several years, but cannot find a partner for their loved ones. Wang Xiu-lan said that she had arranged 12 dates for her son, 29, through people she met at the market. But none of them had worked out.

"A lot of girls are interested in him but he is too picky. He spent seven years in Stockholm while he was studying. He spent a lot of money and does not have his own house. That is why I have kept coming," she said.

Many of the parents grew up in poverty and hardship; they were unable to receive the education they desired nor had the freedom to choose their own jobs. In contrast, they have high demands for their children – they want for them what they could not achieve for themselves.

Madame Liang said that she was proud of the success of her daughter, who holds a middle management job in a foreign company and has succeeded far beyond what she herself has as a retired schoolteacher.

"She is happy with her job, her salary and her position. But, for me and my husband, nothing is more important than marriage and starting a family. She is in her early thirties and the clock is ticking. But she does not feel the urgency. That is why we come here to do this work on her behalf," she said.

"If I die with my daughter unmarried, I cannot close my eyes."

## Illegal brokers

The number of participants in the market has been falling in the last two years. One reason is the low success rate. Another is the presence of marriage brokers who aim to earn money from the parents. They offer meetings with potential partners at a price. The meetings may not happen at all or turn out to be fake. "They introduce a man who appears to meet all the criteria set by the parents," said Liang. "But, in reality, he is a friend of the broker who is playing the role. He does not meet the lady again."

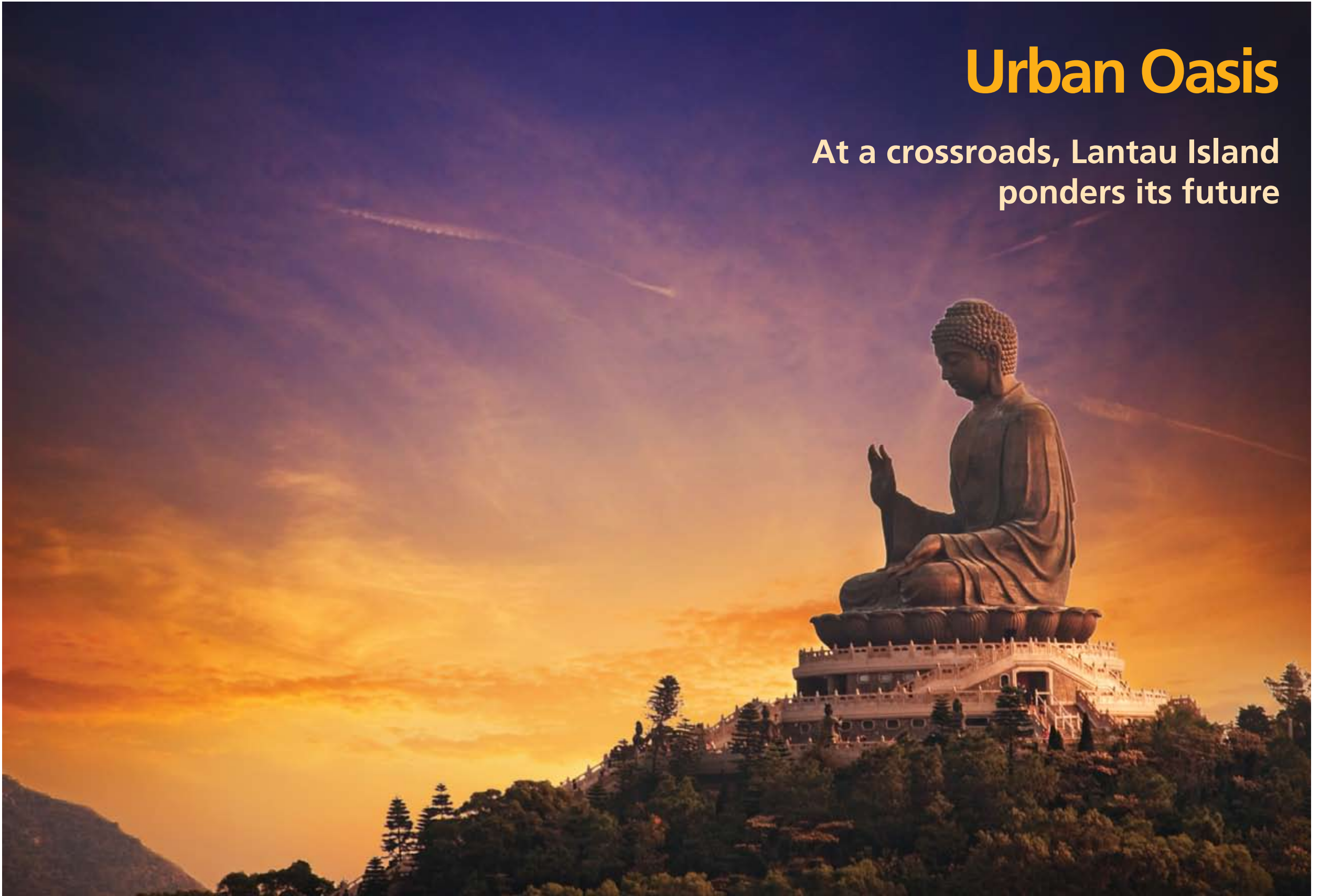
Since the start of September this year, the police and other units of the government have launched a campaign against these brokers. They put up panels saying: "Improve the order of the marriage market, drive out illegal brokers."

But there is no question of closing it down. Cai Minghong, party secretary of Huangpu Environment Management Bureau, said: "The park will not interfere with the market that has been developed by the people." ■



# Urban Oasis

At a crossroads, Lantau Island  
ponders its future







It is the largest island in one of the world's most densely populated cities; more than half of its area is country parks and it boasts a large freshwater reservoir and a Buddhist monastery. It has a population of 105,000, just 1.5 percent of the total of Hong Kong.

Lantau is an oasis of mountains, water and greenery in a desert of skyscrapers, expressways, container ships and one of the world's busiest airports. Each year Hong Kong receives over 44 million tourists and more than 400,000 new immigrants; it has 230,000 people waiting for public housing.

With so much pressure for land, can the SAR allow this pristine island to remain empty? Is it fair for others to live in overcrowded conditions when such space is available?

Making this question more urgent is the completion at the end of 2016 of two major highways to the island – the bridge to Macao and Zhuhai and a link road to Tuen Mun in the north of Hong Kong. Both will bring thousands of people – and many commercial opportunities – to Lantau.

So what should its future be - how to balance economic growth and environmental beauty?

## History

The earliest human artifacts on Lantau, on the southwest coast, date to the Bronze Age. In 1277, the court of the Southern Song dynasty sought refuge on Lantau as it tried to escape from the Mongol invaders; they stayed at what is now called Silvermine Bay, or Mui Wo. They held court in the Tung Chung valley, named after a local hero who gave his life for the emperor; a new town bearing his name was built next to the Hong Kong international airport that opened in 1998.

In 1279, the Song emperor Zhao Bing, aged nine, died, bringing an end to the dynasty.

Lantau sits next to a major sea route in the South China Sea. This attracted Portuguese traders in the 1510s; they set up settlements there, as well as in Tuen Mun. The island later became an important trading post for the British, long before they became interested in Hong Kong.

In the 19th century, it was a base for pirates and smugglers; and silver was mined at Mui Wo. In 1817, the Qing government built the Tung Chung Fort to combat the opium trade and defend the coast from



pirates; it had six cannons and the interior was made of granite. During World War Two, the Japanese army occupied the fort.

After the first Opium War of 1839-42, Lantau Island became part of the British colony of Hong Kong.

In 1906, three monks from Jiangsu province founded a Buddhist monastery on a mountain on the island that was named Po Lin in 1924. The main temple houses three bronze statues of the Buddha, representing his past, present and future lives.

In 1993, a 26-metre bronze statue of the Buddha was completed; at that time, it was the largest such seated outdoor bronze statue of the Enlightened One in the world. It took 12 years and cost HK\$ 60 million to build. The monastery, the statue and its vegetarian restaurant are a popular attraction for visitors.

During World War Two, Lantau was a base of resistance against the Japanese occupation. Guerillas made use of its thick woods and deep valleys to organise ambushes and move supplies.

### Post-war period

During the post-war period, the British administration concentrated development on Hong Kong Island, Kowloon and the New Territories. Lantau was too remote; it was a long boat ride from Hong Kong and there was no road or rail link.

The government did, however, develop three country parks on Lantau, which cover slightly more than the island's land area, and the Shek Pik fresh water reservoir, which covers an area of one square kilometre.

Its small number of residents lived in villages around the coast, where they made a living from fishing, agriculture and tourism. Silvermine Bay developed into a beach and tourist resort.

The most important investment was Discovery Bay (DB), an upmarket residential and retirement community covering 650 hectares on the north-east coast; it has a population of 20,000, more than half of them expatriates from over 30 countries.

It is owned by a private company, Hong Kong Resort, which built everything in DB, including the roads, water and power supply, fire station and the schools for local and expatriate children. It has a 400-metre beach, a golf club and a marina club; it allows pets but no private motor vehicles.

Most residents work at the nearby airport, for



airlines, or in Central, which is accessible by a 25-minute boat ride. It offers them a lifestyle like that of Club Med, in the heart of one of the world's busiest cities.

### International airport

In 1991, construction began on the biggest investment in Lantau – Hong Kong's new international airport. It was to be the final major project of Britain's 150 years in Hong Kong; initially, the government wanted to give it to China before the handover on 30 June 1997.

In the event, British Prime Minister John Major opened the Tsing Ma Bridge, the main access to

Lantau, with road and rail links, in May that year. The airport itself opened in July 1998; it cost US\$ 20 billion, one of the most expensive airports ever built, and covers 12.5 square kilometres.

The project architects were Foster and Partners, founded by Norman, now Lord Foster. The sides of the terminals, predominantly glass, were designed to break during high speed winds, relieving pressure and allowing the terminal to withstand an intense typhoon. The design is greatly admired and the style has been copied in many other airports.

The airport employs 65,000 employees. More than 100 airlines operate flights from the airport to over 180 cities across the globe. In 2013, it handled 59.9 million passengers, making it the 11th busiest

airport worldwide in terms of passengers; last year it surpassed Memphis International to become the world's busiest cargo airport.

Adjacent to the airport, the village of Tung Chung became a new town, connected to the city's subway system; it is now home to more 25,000 people in skyscrapers up to 50 storeys high.

These two projects changed Lantau. They brought rapid road and rail links to the island, making possible large-scale development for the first time.

Two large tourism projects followed in the post-1997 period – Disneyland in 2005 and Ngong Ping in 2006, a cable car that links Tung Chung to the Po Lin monastery and a retail and entertainment centre at the top of the mountain.





## The future

The future of Lantau is a matter of fierce debate among the different stakeholders – the residents, the business community, the environmental lobby and the government.

In 2011, the Lantau Economic Development Alliance was established; it was set up by local community leaders and representatives of the transport, tourism and MICE sectors. MICE stands for “meetings, incentives, conferences and exhibitions”.

Its mission: “to develop Lantau as the centre and hub of a ‘one-hour metropolis’, to cover all places within a one-hour travelling time; promote tourism; strengthen Hong Kong as a regional hub of MICE and tourism with a view to improving its competitiveness in the travel market”.

It says the completion of major cross-boundary projects such as the bridge to Macao and the express train to Shenzhen provide convenient connections between Lantau and major cities of the Pearl River.

“In a competitive market, Hong Kong’s position as a tourist destination in the region has been under severe challenge by neighbours such as Singapore, Macao, Hengqin, Zhuhai, Hainan and Taiwan. Hong Kong must find its niche so as to strengthen

its advantageous position, and a tourism and hospitality cluster on Lantau would present such an opportunity.”

It calls for better use of SkyPier, which provides ferry services from Hong Kong international airport to cities in the Pearl River Delta and better public transport on Lantau, to encourage visitors to see different places and stay longer.

In 2014, the government unveiled a plan to develop 414 hectares of land on Lantau. This includes malls and hotels east of the airport that will serve as the border for the new bridge and a third runway. Reclamation work at Sunny Bay and other developments will more than double the population of Tung Chung from the current 90,000 to 200,000.

“This will provide more job opportunities and additional land for public facilities,” said a spokesman of the Development Bureau.

## Opposition

Residents of Tung Chung have given a mixed reception to the plan. While they welcome more amenities and chances for work, they fear a deterioration of their environment and shops that

cater not to them but to high-spending mainland tourists.

Opposed to such plans for development and mass tourism are environmental groups who see Lantau as the last “oasis” of Hong Kong, a green and empty space vital for the physical and spiritual health of its 7.15 million people who live in tiny apartments and work and shop in overcrowded offices, hotels and malls.

They argue the SAR has abundant shopping, commercial and hospitality facilities and that major development projects would ruin this oasis and benefit the conglomerates which build and run them, not Lantau residents.

One of these groups, Green Power, which was established in 1988, released in the autumn of 2014 the results of a butterfly survey of nine sites from June to September that year. It recorded 158 species, 60 percent of the total in Hong Kong. Mui Wo in

Lantau ranked top, with 108 species, including two rare ones sighted for the first time.

“Green Power worries future development on Lantau Island might threaten the abundant butterfly resources there,” it said.

Lantau covers 147 square kilometres, almost double the size of Hong Kong Island. It provides a habitat for hundreds of plants and wildlife species.

Other stakeholders are the clans, the descendants of the original residents. They stand to benefit handsomely from development projects since they can sell their land for a greatly increased price.

“People who own land on Lantau welcome speedy development as they can profit from it,” said Kwok Shue-yung, 75, a member of the Kwok clan of Pak Mong. “We do not blindly object to development. We just want sustainable development which strikes a balance between conservation and economic growth.” ■





# Universal Portuguese

The Portuguese Language Museum rightly stands in the largest Portuguese-speaking city in the world. It started life as a Brazilian enterprise but its mission embraces the world like the language it celebrates





Portuguese writer Virgílio Ferreira once said, "From my language, I see the sea." This sentiment sums up the experience of visiting the Portuguese Language Museum in São Paulo - the feeling of belonging to and sharing a language spoken by 244 million people worldwide. According to figures from 2013 issued by "Camões - Instituto da Cooperação e da Língua", a Portuguese institution dedicated to the promotion of the Portuguese language and culture, Portuguese is the sixth language in the world, the fifth most used on the Internet and the third on social media.

"The Portuguese language is undergoing a big expansion. There will be up to 300 million speakers in the future," confirms Antonio Carlos Sartini, the optimistic director of the Portuguese Language Museum in São Paulo.

It is not just the numbers, however, that justify the creation of the first museum of the Portuguese language in the world.

### Intangible patrimony

The idea was born in 2000 and formed part of a more ambitious plan of São Paulo's government started in the mid-90s, to equip the city with a series of cultural venues that would do justice to a metropolis of up to 22 million, including the metropolitan area known as Grande São Paulo (greater São Paulo).

These numbers make São Paulo the largest city of Portuguese speakers in the world, an argument that reinforced the innovative plans for creating the museum.

The physical structure chosen for the endeavour was in itself a gem: the 1901 Estação da Luz (Light Station), a landmark of the city inspired by two Victorian landmarks in London - Big Ben and the Houses of Parliament. The station is up to this day a crucial interface of the city's commuters, linking the subway to the train lines liaising with the suburban São Paulo.

"We initially thought about naming the museum the 'Light Station of our language', but we ended up with the Portuguese Language Museum, which we thought to be less poetic but a much stronger name and concept," Sartini remembers.

In 2002, a multicultural team of museologists, sociologists, artists, and linguists got together to



think collectively about how and what the museum should be.

"There were two opinions," Sartini recalls. "The first was that in a globalised world, people, especially the young, whether they live in São Paulo, Lisbon or Macao, have very similar cultural habits. That's a mark of our times. With globalisation, we have become very similar and very different at the same time." Languages have therefore gained a very important relevance to establishing the differentiation among human beings. "We are in fact equals as human beings," Sartini proceeds, "but we have a cultural patrimony and heritage that distinguishes us. Experts recognise this equality and

difference."

The second opinion, the director says, was that, "if we have an inferiority complex with our language and culture that interferes with the self-esteem of Portuguese-speaking people, we will lose all the multiple possibilities of communication".

Both opinions prompted the desire for a conceptual museum that would celebrate a language that was global, rich in history, alive and evolving all the time. These characteristics are, to this day, being embraced by the museum.

"Our language is extremely alive and dynamic. All Portuguese-speaking countries live very well with other languages. There are influences from English,

with a migration of words to the Portuguese language," Sartini explains. "The museum also wants to reflect the dynamic that invented a language born out of the exchanges, which are incorporated in the main language."

In fact, Portuguese speakers were pioneers in the political and linguistic decision of unifying the vocabulary and grammar through an agreed spelling system, considered a landmark among the Portuguese-speaking countries. Differences remain, however, which shows the richness of the Portuguese language: breakfast is referred to as pequeno-almoço in Portugal, café da manhã in Brazil and as mata-bicho in Angola and Mozambique.



All these elements are subagent to the mission of the museum and visible in the exhibitions it produces. But there was also a third crucial factor, besides the global reach and cultural richness of the language. "Portuguese is a fundamental link in the cultural identity of the Brazilian," Sartini stresses, "and the museum also wants to explore all the sociological and anthropological aspects of the language, embracing all those possibilities."

### High tech for memorable exhibitions

"I am Brazilian, therefore I speak Portuguese" could be the motto of a country so richly diverse, from the native Indians to the latest waves of African and South-American immigrants, all united and able to communicate, live together and accept each other through one language.

It is no surprise that Brazilians have embraced the museum since it opened its doors on 28 March 2006. School visits are frequent and up to 67 percent of visitors are students. Almost 3.5 million have visited the museum since its opening. The highest number of visitors was in its second year, with almost 517,000 (the museum does not have stratified figures).

The building spreads across four floors, with the permanent exhibition on the second and third, including a grand galleria to show the use of Portuguese in a daily context, interactive totems with crosswords revealing the languages and peoples who influenced the Portuguese language, a timeline of the language and a history of the Light Station.

The auditorium and the language square, the latter composed of a "language planetarium", with an anthology of literature in Portuguese, are audio-visual exhibits, but interactivity is present throughout the museum.

The real draw of the place, though, is on the first floor where the long-term temporary exhibitions have been a hit from the very beginning.

### Celebrating the greats

It started with a celebration of one of the greatest contemporary classics of Brazilian literature, Grande Sertão, Veredas (The Devil to Pay in the Backlands), by João Guimarães Rosa, published in 1956. Since then, it has covered many personalities who in one way or another have used Portuguese to express

their artistry. Brazilian personalities have included a clever mix of classic and avant-garde authors like Machado de Assis and Clarice Lispector, Jorge Amado and Oswald de Andrade, but Portuguese writer Fernando Pessoa was also honoured, the first foreign author to be lauded by the museum. A new exhibition is being prepared about Portuguese realist writer Eça de Queirós, one of the most loved writers in Portuguese. Another planned exhibition will focus on the "The Women in Black Literature", aiming to cover female and male African writers.

Diversity is key to these exhibitions, and their success, since the ethos of the museum is to go well beyond the literary significance of the authors and their works, by informing and provoking the visitor with the social, political and cultural atmosphere of the times they portray.

A recent and perfect example, Sartini highlights, was the exhibition about the late Brazilian singer, composer and writer Cazuzza (nickname for Agenor Miranda Araújo Neto), a major star in the 80s whose legacy and influence endures.

It opened in October 2013 and went on until February 2014, in the aftermath of the big demonstrations that swept across Brazil in June 2013, asking for the improvement of the country on all fronts, namely public transport, education and health.

"Cazuzza highlighted the discomfort of today's youth," Sartini recalls. "The exhibition ended up being completely in tune with the political atmosphere of the demonstrations of June 2013," he adds.

The exhibition took two and half years to prepare but ended up reflecting up-to-the-minute feelings of young people at the time. Many of them took to the streets with banners using Cazuzza's words, like "meu partido é um coração partido" (my party is a broken heart) or "ideologia, eu quero uma pra viver" (ideology, I want one to live). Like in the 80s, when the composer originally wrote these and other poems and writings, it reflected the frustrations of a generation, but also its boundless energy and willingness for change.

### A travelling concept

The concept and model of the museum has the advantage of travelling well throughout the world in itinerant exhibitions, and this possibility is in the



plans of the director. "The concept of the museum fits in every country. It presents a cycle and a perspective," Sartini explains. "The typology of the exhibitions is exportable to all Portuguese-speaking countries and is easy to set up."

That would mean temporary exhibitions from Lisbon to Macao or Díli in East Timor.

The museum also wants to take advantage of the fantastic momentum the Portuguese language is experiencing around the world. The museum has for instance a partnership with the University of Georgia, in the United States. Since 2011 the southern university has offered an undergraduate flagship programme in Portuguese, the only one in the country, to respond, among other reasons, to the increasing demand of Portuguese speakers in the economic area, especially international trade with Brazil.

The Portuguese studies of the university started timidly with ten to 12 students and it now has 450, according to Sartini. Some of them come regularly to São Paulo as interns to work as educators in the museum, liaising with visitors and undertaking

other tasks required by the institution, improving their language skills in the process.

### The economy and politics of the language

The reasons for the interest in the language go beyond the USA and coincide with the economic growth of the Portuguese-speaking countries.

Brazil is today a consumer market of more than 200 million people. Oil, natural gas and diamond rich Angola also attracts business and investors from around the world. Big and rich markets like these help to promote not only the Portuguese language, but also the lusophone culture as a whole.

In fact the role that Portugal has had traditionally and historically so far in the expansion and promotion of the language might well shift this century. The Portuguese Speaking countries have gathered since 1996 in the Comunidade de Países de Língua Portuguesa (CPLP, Community of Portuguese Speaking Countries), a bloc intended to develop their common linguistic and cultural ties, but also stronger economic and political partnerships.



Brazil is a heavy weight in this forum and one might think that its economic prominence would give it a natural leadership in the expansion of the Portuguese language. Not necessarily so, according to Sartini.

"I feel Brazil is still very shy," he says. "The authorities didn't understand the importance of the language and the culture as a way of promoting Brazil internationally."

Another technical mistake, in his opinion, is that the Portuguese language policies in Brazil are under the Ministry of Foreign Affairs and not the Ministry of Culture. And the ministry of Foreign Affairs never has enough resources to conduct a more aggressive language policy outside Brazil.

"Of course Brazil has money and influences the power balance within the community of Portuguese-speaking countries," Sartini recognises, "but I think

all countries should sit at the negotiating table on an equal footing, whether it's Brazil, Timor, or Portugal."

In any case, the director of the museum believes that the popular music or soap operas in Brazil or in any other Portuguese-speaking country, do much more for the expansion of the language than any official institution, no matter how well intended it might be.

"Our language grows and expands through the personal efforts of theatre companies and musicians, writers and literature," he states. "The cultural problems of continental countries like Brazil, unlike in Europe, lie in the fact that they are often turned in on themselves."

One of the missions of the Museum of the Portuguese Language is to overcome that limitation and break Portuguese free, all over the world. ■

## Antonio Carlos Sartini

The 53-year-old director of the Museum of the Portuguese Language graduated in Law at the Pontifícia Universidade Católica (PUC, Catholic University) but never really practised it. His real vocation was always the public sphere and he was, throughout his career, administrator, formulator and producer of cultural policies, joining the museum not long before its inauguration in 2006. He loves Machado de Assis, Clarice Lispector, José Saramago - "I read everything by him" - and Angolan writer José Eduardo Agualusa, to name but a few. "I like to read everything, including packaging leaflets," he says laughing.





# MACAO YEARBOOK 2014

Macao Yearbook 2014 is the regional almanac published by the Government Information Bureau of the Macao Administrative Region (MSAR)



The richly illustrated book aims to provide its readers with a comprehensive and objective record of the progress of Macao's political, economic, social and cultural developments in 2013. The well-edited Yearbook is meant to provide detailed and accurate information, in-depth analysis and concise data to all those who wish to know more about and better understand Macao.

Macao Yearbook 2014, separately published in Chinese, Portuguese and English, can be purchased at major bookshops in Macao at 120 patacas or 120 Hong Kong dollars per copy.

In Hong Kong, the three separate language editions of Macao Yearbook 2014 are on sale at the Commercial Press (HK) Ltd bookshops.

For more information, please visit <http://yearbook.gcs.gov.mo/>

# JAN-MAR 2015 EXHIBITIONS



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[www.creativemacau.org.mo](http://www.creativemacau.org.mo)

T (853) 2875 3282 | F (853) 2875 3236  
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# The Tai Ut Rock at the A-Ma Temple

The Tai Ut legend is associated with two large red characters - Tai Ut - on a rock at the A-Ma Temple. In times dating back to the construction of the temple, so the story goes, "lorcha" boats loaded with goods from ports all over China dropped anchor at the inner harbour, next to the temple dedicated to Goddess Tin Hau (also known in Macao as A-Ma). She was Queen of the Heavens and protector of those at the sea, who were extremely devoted to her.

Every year, around the 23rd day of the third moon, at the festival of the Goddess A-Ma, an unusual shipwreck occurred in front of her temple. This happened despite the religious fervour of her sailors. It was thought to be due to the absence of the goddess, who was visiting her homeland, Tin Pou, in Fukien.

One year all the vessels set sail except for one owned by fisherman Mak Kam Tai, who was very busy and failed to arrive in time for the festivities.

Near the Nine Islands a black cloud formed; it sucked up the water from the sea, formed a column that surrounded Mak Kam Tai's boat and tore it to pieces on the surface of the sea.

The disaster occurred in front of the temple, where there were hundreds of other boats but none of those were harmed. Only two of Mak Kam Tai's crew members, witnesses to the terrible tragedy, were saved.

As such a calamity occurred every year at the same time, the fishermen and traders' belief in the goddess began to grow.

It was around this time that Lai Pou I, a famous diviner, visited the A-Ma Temple and began to study the site with a compass placed next to the enormous rock beside it.

After touching the rock, he told the people that it was exactly in that place that the presence of harmful air was most pronounced.

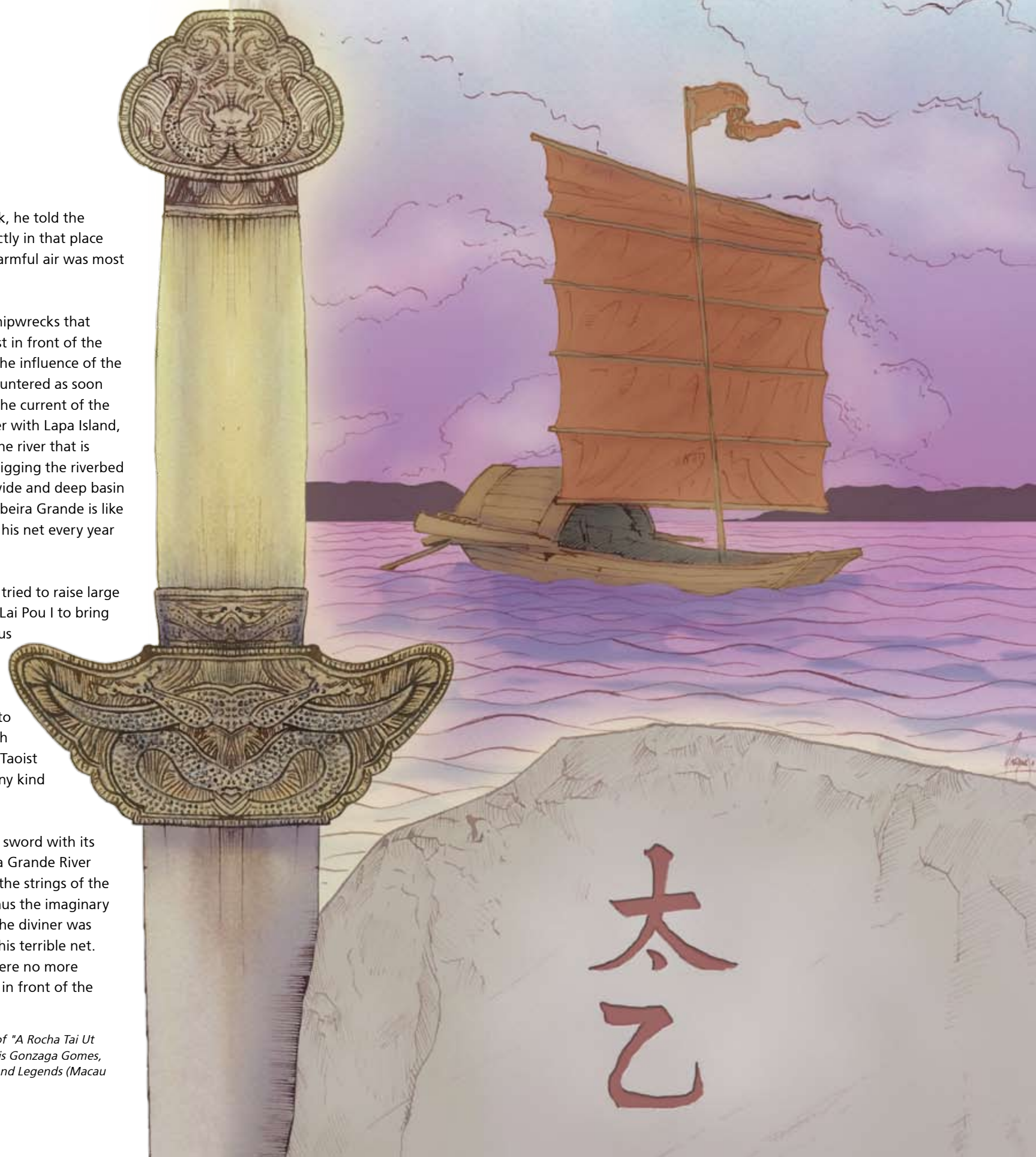
They told him of the shipwrecks that occurred every year just in front of the temple. Lai Pou I said the influence of the harmful air must be countered as soon as possible, because "the current of the Big River, on the border with Lapa Island, meets the portion of the river that is opposite the temple, digging the riverbed and shaping it into a wide and deep basin like a fishing net. So Ribeira Grande is like a fisherman who casts his net every year and catches a boat".

Fishermen and traders tried to raise large sums of money to pay Lai Pou I to bring an end to this dangerous influence.

He etched the two large red characters into the rock - Tai Ut - which means root cause, the Taoist phrase that prevents any kind of tragedy.

After that, he buried a sword with its edge facing the Ribeira Grande River under the rock, to cut the strings of the harmful fishing net. Thus the imaginary fisherman created by the diviner was stopped from hauling his terrible net. From then on, there were no more mysterious shipwrecks in front of the A-Ma Temple.

*Adaptation of the legend of "A Rocha Tai Ut do Templo da Barra" by Luis Gonzaga Gomes, published in Macao Facts and Legends (Macao Factos e Lendas).*





# Macao

## next issue



### From Fragrant Mountain to economic miracle, Zhongshan becomes industrial powerhouse in the Pearl River Delta

By Thomas Chan

Zhongshan, birthplace of Dr Sun Yat-sen, has become one of the most important industrial cities in China. It is the one of the world's largest producers of electrical appliances and its goods compete with those of advanced countries.

It has developed clusters of production in its different townships, similar to those in Italy, leading people to call it the Third Italy of China.

It has recorded rapid economic growth for the last three decades, enabling its per capita GDP in 2013 to reach US\$ 13,473, ranking it among the upper middle income cities of the world.



### Macao builds a new frontier with ambitious reclamation

By Luciana Leitão

Within the next two years, Macao will enter a new phase in its history with the implementation of an ambitious land reclamation programme that will add more than 12 percent to the city's land area and create much needed new directions for the economy. It comprises five landfills that will total 350 hectares and accommodate up to 350,000 people. Most of the land will be reserved for public housing, commerce and culture and large areas will be retained as green spaces.

The aim is to improve the housing environment and the quality of life for Macao's citizens. The government's goal is to "create conditions for the development of Macao as a world tourism and entertainment centre".

It is one of the largest reclamations in the history of the city.



### The gentle way Judo attracting many young players in Macao

By Louise do Rosário and Mariana Sá

Every evening, dozens of youngsters gather at Vitoria Sports Centre in downtown Macao to practise a sport that many of them are passionate about: judo.

Judo, meaning "the gentle way", is the combative martial art that emphasises strength as well as the mastering of techniques to overcome the opponent within a span of 15-20 seconds.

At the centre's tatami judo room, training began with a polite salute ritual to the coach. Then there were warm-ups, with pupils doing yoga-like postures to stretch their limbs and muscles.

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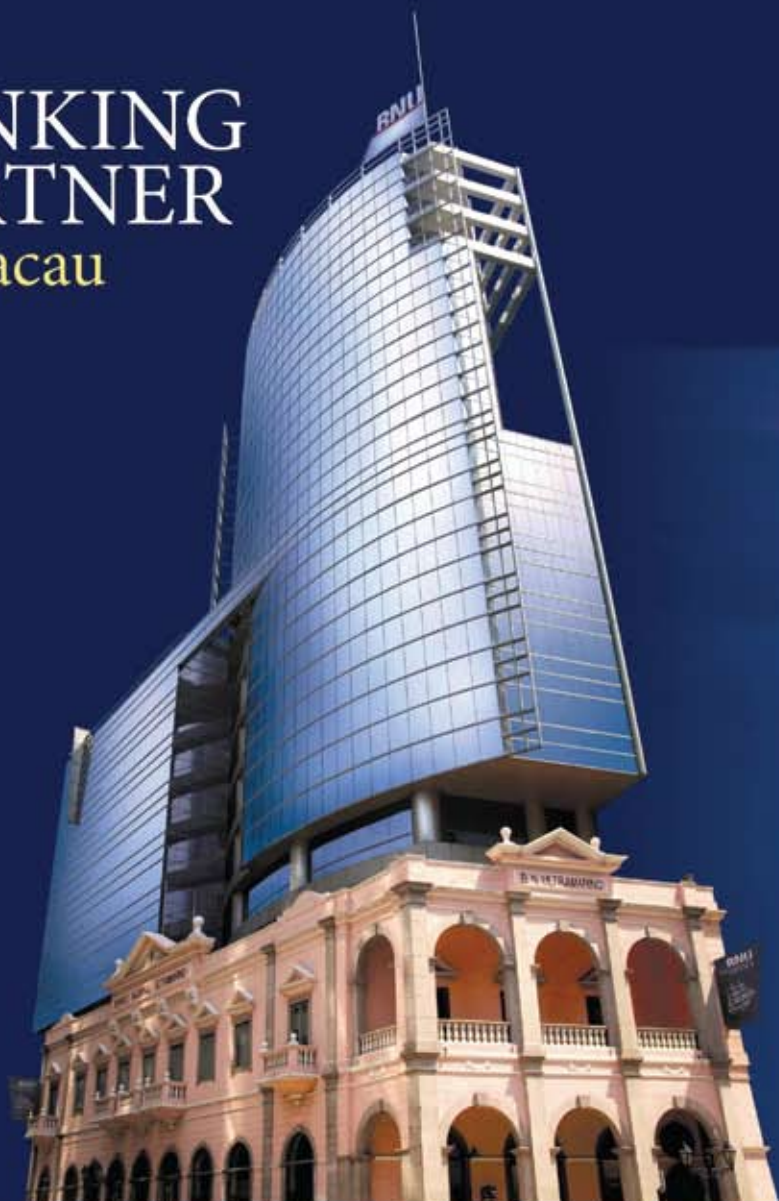
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