

Capital Turnover of Chinese Enterprises with Other Countries

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ABSTRACT

This paper analyzes the overall foreign trade situation of China and the trade situation of the United States and Japan, two of China's largest trading partners, and then predicts the challenges faced by China's foreign trade and China's future trade countermeasures. The paper introduces China's foreign trade and related policies since ancient times. Then this paper analyzes the trade strategy and trade data between China and the United States, as well as the enterprise policy analysis of the industries that benefit the most from China's bilateral trade policy between China and the United States, to explore the regulation of some internal strategies and industry strategies. Similarly, the paper analyzes trade strategy and trade data between China and Japan, as well as the policies and data analysis of the head enterprises of the industries that benefit the most from China Japan direct investment policy, to explore China's role in the world and the combination of policy and economic situation.

Keywords: Foreign trade, Chinese economy, Enterprise trade

1. INTRODUCTION

The global economic and trade problems are getting worse and worse, and the global economic problems are becoming more and more prominent under the epidemic. Many countries in the world are stuck in a bottleneck. Due to the rapid growth of demand after the economic restart, many enterprises are facing the dilemma of shortage of raw materials, tight supply, and strategic dislocation, which seriously affects production and operation. Under the epidemic, the global economy is weak, and China's economic situation is not optimistic. As a huge economy, China will adopt corresponding trade strategies to integrate into the world economic system and maintain a relatively stable economic trend. Based on the analysis of China's economy and trade by scholars from various countries, this paper focuses on the foreign trade data and policy analysis between China and its huge trading partners; and focuses on the trade strategies of China's corresponding enterprises. This paper makes a discussion and prospects for the future.

Suthiphand Chirathivat thought ASEAN-China economic linkages are moving in a new direction. He analyzed ASEAN-China free trade agreement and gave a conclusion that more than a strategic move to signal China's interest in Southeast Asia. This agreement has its implications. For both sides, there should be net trade

gains: trade creation will offset trade transfer, ASEAN will obtain slight trade transfer, and the same trade transfer is not obvious to China. With China's strong growth, China seems to need more imports of inputs, and ASEAN can provide alternative sources based on natural resources and intermediate inputs in free trade agreements. A new free trade agreement has also triggered a debate on the possible establishment of an "Asian Economic Community" [1]. In their study of the relationship between commerce and income, Jeffrey A. Frankel and David Romer were unable to determine the direction of causality between the two. Geographical variables, on the other hand, have a significant impact on commerce and are likely unrelated to other income drivers. As a result, they created measures of the spatial component of nations' trade and used those measurements to estimate the influence of trade on income using instrumental variables. The findings show that ordinary least-squares estimates do not overstate the effects of trade. They also imply that trade has a quantitatively robust beneficial effect on income, but one that is only modestly statistically significant [2]. Joseph E. Stiglitz tackled one of the most pressing issues confronting world leaders today: how can poorer countries help themselves through freer, fairer trade? The authors propose a radical and realistic new model for managing trading relationships between the richest and

poorest countries to answer this question. Their strategy is to expand markets in the interests of all countries, not just the most powerful, to guarantee that trade supports growth, and to keep adjustment costs to a minimum. The book illustrates the policies and concepts that must underpin a successful settlement [3].

Shi Guangsheng only focuses on describing the history, leaving the space for argumentation, evaluation, and conclusion to the readers. It records China's foreign trade record from ancient times to the end of 2011 [4]. Grossman, G.M. and E. Helpman talked about the trade from different periods, Since David Ricardo published the principles of political economics, transnational technological differences have played an important role in economists' interpretation of international specialization and trade patterns. However, until recently, the formal trade theory literature almost only focused on the impact of the technology gap, without an in-depth discussion of its causes. Therefore, they reviewed the literature that regards technology as exogenous; and studied the impact of productivity differences on trade patterns and the impact of technological changes on output and welfare. Technological progress is regarded as an unexpected by-product of production activities and the result of an intentional investment. Each section discusses the meaning of alternative assumptions about the form of industrial innovation and the nature of technology spillovers [5]. Wang Yan and He Shanshui researched that under the situation of economic globalization and increasingly fierce international competition, foreign trade is an inevitable choice for Chinese private enterprises to expand their development space. In the process of foreign trade development of China's private enterprises, there are some problems, such as non-standard market behavior, insufficient funds, financing difficulties, backward enterprise management, and so on. The solution is to open up new trade markets, establish a financing system to promote the foreign trade development of private enterprises, and strengthen the internal management of private enterprises[6].

Cheng Bing believes that China's further March to Asia and the world is its accession to the WTO. Private enterprises play an important role in China's foreign trade. To explore the international market, private enterprises are essential. After the implementation of appropriate development strategies, private enterprises will obtain more markets and develop in the direction of multinational corporations [7]. Zhang Li mainly analyzes the current situation of China's foreign trade and the impact of COVID-19 on China's foreign trade. He discusses the development strategies of China's foreign trade under the background of the epidemic [8].

To better comprehend the structure of trade between China and its two main trading partners, Japan and the United States, Judith M. Dean, Mary E. Lovely, and Jesse

Mora examined the US International Trade Commission's uniquely thorough Chinese Customs data from 1995 to 2007. Only a small portion of these movements may be classified as one-way, arm's-length trade in final commodities, according to their analysis. Instead, we see a lot of two-way trade, a lot of vertical specialization, a lot of trade in computers and communications devices, and a lot of foreign-invested businesses. While these traits characterize both bilateral interactions, significant disparities arise between them, implying that trade costs determine how multinationals integrate their production with China. As a result, they believe that any discussion about East Asian trade liberalization should include the likelihood of considerable productivity benefits for the United States as a result of its inclusion in regional accords[9]. Zhang Yulai believes that integration into the global value chain is one of the important reasons for the strong development of East Asia. In this regard, as the "double core" of East Asia's production network, China and Japan, which are closely related and mutually beneficial in the economy, will have broad space and great potential for future cooperation[10].

2. CHINA'S FOREIGN TRADE

China is one of the countries first to carry out foreign trade in history. It began in the Pre-Qin Dynasty, flourished in the Song and Yuan Dynasties, and declined in the late Qing Dynasty.

In the early stage of China, the foreign economy and trade in the planned economy period (1949-1978) established new China's own foreign trade system based on semi-colonial foreign trade and under the blockade of China by western countries. During this period, China's foreign trade established principles, policies, systems, laws, and regulations in line with historical conditions, and selected major trading partners. After that, China implemented reform and opening up, that is, the first reform of foreign economy and trade (1979-1992). During this period, China carried out a series of major reforms in the foreign trade management system and enterprise management system. At the same time, China has formulated and promulgated laws and regulations on the absorption of foreign capital, which has opened a new period of China's absorption of foreign capital with laws first. With China's strong growth, China seems to need more imports of inputs, and ASEAN can provide alternative sources based on natural resources and intermediate inputs in free trade agreements [1].

Nations' geographic attributes are not impacted by their livelihoods, or by government arrangements and different variables that impact pay. All the more, for the most part, it is hard to consider reasons that a country's geographic qualities could effects affect its pay besides through their effect on exchange [2].

Under the objective of building up a communist market monetary framework, China's unfamiliar financial and exchange framework change was additionally extended (1992-2001). The market economy has extended the change of unfamiliar financial and exchange, which thusly has advanced the foundation and improvement of the communist market economy. Simultaneously, to understand the maintainable advancement of unfamiliar exchange and financial participation, the state has progressively advanced significant improvement methodologies, for example, "market expansion", "winning by quality", "Succeeding exchange through science, and innovation" and "going worldwide". Simultaneously, China sped up the exchange interaction of "GATT resumption" and effectively partook in territorial and subregional monetary participation and multilateral exchanging framework like APEC, China ASEAN Free Trade Area, etc. The heading of China's unfamiliar financial and exchange change is more clear, the field of opening up is more extensive, and unfamiliar monetary and exchange has progressively turned into a significant piece of the public economy. The changes and standards whereupon an effective settlement should be based [3].

After joining the WTO, China fully participated in economic globalization (2001-2011). In the 10 years since China acceded to the world trade organization, the reform of the market economy has continued to deepen and unleashed unprecedented vitality, and foreign economy and trade have developed by leaps and bounds. Marked by its accession to the WTO, China has entered a new period of full and active participation in economic globalization[4]. China will take a more active attitude to participate in the regional economy and promote the establishment of free trade areas and the signing of agreements. After ten years of changes, China's foreign trade and economic cooperation have won another great leap forward in development [5]. So far, China's foreign trade has made good achievements. From a long-term perspective, it has a benign development, which can be seen in its trade relations with various countries.

2.1. Trade between China and the US

As shown in Table 1, and as of November 2021, the total value of Sino US trade in this year was 4.41 trillion yuan, an increase of 21.1%, accounting for 12.5%. Among them, the export to the United States was 3.36 trillion yuan, an increase of 19.2%. Imports from the United States amounted to 1.05 trillion yuan, an increase of 27.5%; The trade surplus with the United States was 2.31 trillion yuan, an increase of 15.8%.

Table 1. Bilateral trade table

year	USD 100 million
2000	745.00

2001	805.00
2002	972.00
2003	1263.00
2004	1696.00
2005	2116.00
2006	2627.00
2007	3021.00
2008	3337.00
2009	2983.00
2010	3853.00
2011	4467.00
2012	4847.00
2013	5210.00
2014	5551.20
2015	5583.90
2016	5196.10
2017	5837.00
2018	6335.20
2019	5413.80
2020	5867.21

2.1.1. Bilateral trade

Bilateral trade is the main form of Sino US economic relations. At the beginning of this form of trade, American enterprises invested in China on a small scale, mainly by American private enterprises. For example, it was the only US \$17.5 million in 1902 (while Britain's investment in China exceeded the US \$150 million in the same year). Since 1979, bilateral economic relations have been the core of China's US relations.

2.1.2. Interdependence

The outbreak of the financial crisis in 2008 and its impact have made the economic interdependence between China and the United States the focus of the two countries. At the same time, China and the United States, as big countries in the global economic system, the development model of their interdependence has an important impact on the development of the global economy.

2.1.3. Mirror image

Stephen Roach's view: "China and the United States have become the mirror image of each other in many important aspects: the ultimate producer (China) is the mirror image of the ultimate consumer (the United States), and the savings surplus (China) is the mirror image of the savings deficit (the United States)." Therefore, since entering the 21st century, the

interdependent economic relationship between China and the United States has been regarded as one of the most remarkable characteristics of economic globalization.

2.2. Trade between China and Japan

As shown in Table 2, and as of November 2021, the total value of Sino-Japanese trade in this year was 2.2 trillion yuan, an increase of 10.7%, accounting for 6.2%. Among them, the export to Japan was 979.03 billion yuan, an increase of 8.8%; Imports from Japan amounted to 1.22 trillion yuan, an increase of 12.2%; The trade deficit with Japan was 242.28 billion yuan, an increase of 28.4%.

Table 2. Bilateral trade table

Year	USD 100 million
2006	2110.80
2007	2371.20
2008	2686.30
2009	2320.90
2010	3232.60
2011	3461.10
2012	3325.90
2013	3098.90
2014	3074.80
2015	2698.60
2016	2705.00
2017	2972.80
2018	3175.30
2019	3039.10
2020	3175.40

2.2.1. Bilateral trade

Similar to the US, the main form of economic and trade between Japan and China is also bilateral trade. After the APEC meeting, trade exchanges with Japan have become closer. China and Japan have always had close trade ties since the establishment of diplomatic relations. Due to the proximity of geographical location, investment and enterprise intervention between China and Japan are very frequent.

2.2.2. Direct investment

In the 1980s, with the appreciation of the yen and the rise of Japanese labor costs, Japanese enterprises made a lot of overseas investments. Due to various reasons such as geographical environment and sufficient labor force in China, Japanese enterprises' investment in China continues to grow. China began to use yen loans in 1979.

Somewhere in the range of 2018 and 2020, the general exchange volume among China and Japan outperformed \$300 billion for quite a long time. In 2020, China's commodities to Japan added up to US \$163.978 billion, down 3.16 percent; imports added up to 141.59 billion US dollars, up 5.1 percent; and the exchange excess was US \$22.4 billion, down 35.4 percent.

3. POLICY ANALYSIS: ENTERPRISES WITH REMARKABLE CHARACTERISTICS IN THE TRADE BETWEEN CHINA AND THE UNITED STATES

3.1. Trade between China and the United States: outstanding transaction volume of machinery industry

As shown in Table 3, the data using the HS Code's second categorization method: goods' purpose and performance classification. And the term "machinery" refers to items such as recorders and players, television image and sound recording, and playback equipment, as well as their components and accessories.

Table 3. Machinery trade between China and the United States(Unit: RMB million)

Year	Export	Import
2014	1123107.30	235225.54
2015	1117396.47	221486.47
2016	1141167.16	206360.89
2017	1343239.49	231065.61
2018	1471893.85	251021.10
2019	1328683.63	258974.85
2020	1430717.55	262266.91

In the volume of China's trade with the United States, machinery, whether imported or exported, ranks first in all commodity categories. So this paper is chosen to find a Chinese giant enterprise with machinery as the main business industry for analysis.

3.2. China Machinery Industry Group Co., Ltd

China Machinery Industry Group Co., Ltd., often known as "National Machinery Group," was founded in January 1997. It reformed with China's Second Heavy Machinery Group Corporation in July 2013 to become a significant state-owned backbone firm overseen directly by the central government. It is one of the top 500 companies in the world. It has approximately 50 wholly-owned and holding subsidiaries, ten publicly traded firms, over 140 international service institutions, and nearly 100,000 workers across the world. China National

Machinery Industry Corporation focuses on the three main businesses of mechanical equipment R&D and production, engineering contracting, trade, and service. The service fields cover important industrial fields of the national economy such as industry, agriculture, transportation, energy, China National Machinery Industry Corporation centers around the three principal organizations of mechanical hardware R&D and creation, designing contracting, exchange, and administration. The help fields cover significant modern fields of the public economy like industry, horticulture, transportation, energy, development, light industry, vehicles, ships, mining, metallurgy, aviation, and so on, and offer proficient types of assistance to more than 170 nations and areas on the planet. Huaji Group has astounding asset mix and application capacities. With solid R&D abilities, R&D capacities, broad worldwide advertising organization, solid monetary strength, and venture financing abilities have shaped a total modern chain covering plan, R&D, creation and dealing,

producing, designing contracting, framework coordination and worldwide exchange have remarkable modern worth and market upper hands [6]. China's accession to the WTO marks China's further opening to Asia and the world. After more than 20 years of development, private enterprises have shown their important position in China's foreign trade. To better explore the international market, private enterprises must choose appropriate development strategies. Through the implementation of these strategies, private enterprises will obtain more markets and develop in the direction of multinational corporations. In terms of trade and service business, the Sino-machinery group is an important window for China's export of mechanical and electrical products and the introduction of foreign advanced technology and products [7]. As shown in Table 4 and Table 5, in the process of analyzing the company, this paper will be tried to understand the capital situation and operation policy of the enterprise through the company's annual report.

Table 4. The main business and cost composition

Business Styles	2020		2019	
	income	cost	income	cost
Project contracting				
Trade services	638.60	540.30	781.64	659.61
Equipment manufacturing	1456.90	1358.90	1422.75	1327.62
Scientific research institutes	633.20	541.60	648.11	552.34
Industrial and financial investment	148.20	110.90	148.80	111.16
Consolidation offset	63.20	1.30	63.58	0.87
Total	-62.00	-49.60	91.63	63.90

Table 5. Composition of gross profit of the main business

Business Styles	2020		2019	
	Gross profit	Gross margin	Gross profit	Gross margin
Project contracting				
Trade services	98.30	15.39	122.03	15.61
Equipment manufacturing	98.00	6.73	95.13	6.69
Scientific research institutes	91.60	14.47	95.77	14.78
Industrial and financial investment	37.30	25.17	37.64	25.30
Consolidation offset	61.90	97.94	62.71	98.63
Total	-12.40	20.00	27.73	30.26

From the data of the annual report given by the enterprise, it can be seen that: this enterprise's trade service business accounts for the highest proportion of income and the highest cost. The gross profit is high in all businesses and the gross profit margin is low, indicating that the transformation of funds is not good enough. As one of the most important projects in the transaction between China and the United States, the transformation of foreign trade and investment funds is

not ideal. However, the trade revenue can still be reflected in the income of the leading enterprises in China's machinery industry. In a sense, it also shows that this kind of industry has the characteristics of weak trade, strong contracting, and strong commodity[8].

Stephen Roach's view: "China together with the United States has turned into the identical representation of one another in numerous significant angles: a definitive maker (China) is the perfect representation of

a definitive shopper (the United States), and the investment funds excess (China) is the perfect representation of the investment funds deficiency (the United States)." Therefore, since entering the 21st century, the reliant monetary connection between China and the United States has been viewed as one of the most noteworthy qualities of financial globalization.

Consolidate the advantages of international operation. Accelerate the construction of a double cycle pattern and become a leading enterprise in the allocation of resources in key international regions. Optimize the layout structure. Optimize the layout structure in combination with the group's resource endowment and the future development potential of the industry. Pay attention to the integration of stock business and focus on the dominant main business.

According to the company's business strategy, it can see that: the company's main strategic goal is to gain a foothold in the world as soon as possible, focusing on competing for business advantages and resource allocation in the world. In addition, it mainly develops technology, optimizes industrial layout, and provides enterprises with a more comfortable environment for foreign trade. Then the issue will be continued to analyze the specific relationship between this forward-looking strategy and its position in the world[9].

4. POLICY ANALYSIS: ENTERPRISES WITH REMARKABLE CHARACTERISTICS IN THE TRADE BETWEEN CHINA AND JAPAN

4.1. Trade between China and the United States: outstanding transaction volume of machinery industry

Trade between China and Japan is mainly Japanese investment of different industries in China. After the standardization of strategic relations between China and Japan, with the endeavors of the two nations, the quiet collaboration between the two nations working closely together has gained incredible headway, framing a decent participation circumstance of common complementarity, shared advantage, and mutual benefit results. As of now, China is a significant abroad market and direct speculation objective of Japan, and Japan has put more than 20000 endeavors in China.

As shown in Table 6, in recent years, Japanese enterprises' enthusiasm for investment in China has continued to heat up. With the rapid development of China's economy and the increasing income of Chinese consumers, Chinese consumers have an increasing demand for high-quality and design-focused products. In the volume of China's trade with the United States, machinery, whether imported or exported, ranks first in all commodity categories. So this paper is chosen to find

a Chinese giant enterprise with machinery as the main business industry for analysis.

Table 6. Japanese direct investment(Unit: billion yen)

year	Japanese direct investment in China: transportation equipment
2014	181.88
2015	216.52
2016	195.56
2017	340.39
2018	355.89
2019	285.27
2020	312.35

It is screened according to MFG classification and non-manufacturing classification. It can be seen that among Japan's direct investment of various industries in China, the investment in transportation equipment accounts for the largest proportion. Because there are many kinds of transportation equipment enterprises, this paper selects the automobile industry as the focus of analysis to represent this industry.

4.2. Toyota Motor (China) Investment Co., Ltd

Toyota Motor Company was established in 1937 and has a past filled with over 80 years. Toyota's vocation in China can be followed back to 1964 when it sent out crown cars to China. For quite a while, Toyota has been focused on giving Chinese purchasers top-notch items and administrations, and genuinely satisfying corporate social obligation, to add to the reasonable advancement of society and the car business. Today, Toyota has set up 28 significant completely possessed and joint endeavors in China. In 2019, the business volume in China arrived at 1.62 million, which is a decent accomplishment in Toyota's set of experiences in China. Since beginning its business, Toyota has taken all the time "making a rich society through vehicles" as the essential rule.

The business incorporates effectively partaking in Toyota's creation, improvement, and examination as Toyota's local base camp and speculation organization in China. And it gives the ability to prepare lawful undertakings and other help for its venture organization. Simultaneously, TMCI is a significant window for Toyota to contact and speak with the Chinese government, media, and social associations for the benefit of Toyota in China. TMCI likewise imports and circulates these auto brands as the overall wholesaler of Lexus and Toyota, and builds up applicable showcasing networks, preparing, advertising, and other business exercises.

As shown in Table 7 and Table 8, since Toyota China is a foreign-invested company, this paper will analyze

Toyota's financial report in Japan and Toyota's financial proportion in China.

Table 7. Toyota group collaborative financial reporting for the fiscal year 2021 (Billion yen)

Item	20.4—21.3	19.4—20.3	Increase or decrease
Operating income	272145	298665	-26519
Operating profit	21977	23992	-2014
Operating profit margin	8.1%	8.0%	
Non operating profit and loss	7346	3937	+3408
-With the holdup method	3510	3102	+407
Profit before tax	29323	27929	+1394
Current interests attributable to the parent company	22452	20361	+2091
Current profit margin	8.3%	6.8%	-

Table 8. Sales by area

Area	Sales volume (thousand vehicles)		Prophase ratio (%)
	19.4-20.3	20.4-21.3	
Japan	2240	2125	94.9
North America	2713	2313	85.2
Europe	1029	959	93.2
Asia	1600	1222	76.4
Other	1372	1027	74.8
Total	8955	7646	85.4

The financial statements show that the total sales of Toyota Motor Group in the fiscal year 2021 was 27.2145 trillion yen (equivalent to RMB 1608.4 billion), a decrease of 8.9% over the same period. The total profit was 2.1977 trillion yen (equivalent to RMB 129.9 billion), a decrease of 8.4% over the same period. The net profit was 2.25 trillion yen (equivalent to rmb134.9 billion), a year-on-year increase of 10.3%. Because of the harm of COVID-19, the main business income of TOYOTA motor has declined in the 2021 fiscal year, but the main performance improvement of net profit is better than that of other auto companies. For example, in 2020, the net profit of the BMW group decreased by 23% year-on-year to 3.86 billion euros, and the net profit of the Volkswagen group decreased by 27% year-on-year to 8.82 billion euros. Naturally, it must be noted that Toyota's statistical analysis is the relevant data from April 2020 to March 2021, while other automobile enterprises' statistical analysis is the data from January to December 2020. Because the world sales market in the first quarter of 2021 is better than that in the same period, a very strong increase is also expected.

Toyota can improve its net profit, which must be inseparable from the export of sales. Financial report statistics show that in the fiscal year 2020, Toyota's

worldwide sales volume was 9.92 million units, a decrease of 5.1% over the same period. Among them, the sales volume in Japan was 2.13 million units, a year-on-year decrease of 5.1%. The sales volume in Europe and America was 2.31 million units, a year-on-year decrease of 14.7%. The Chinese mainland is the only sales market that has been completed. The total sales volume of the 2021 fiscal year was 2 million, an increase of 29.5% over the same period last year.

From the sales structure of Toyota, although the sales volume in China is relatively small compared with that in Japan, the Chinese market is the only sales market to improve the sales volume, with an increased rate of nearly 30%. It can be said that Toyota can improve its net profit and make great contributions to the Chinese market, and the sales volume in the Chinese market has gradually increased in the share of Toyota.

According to the above information and the analysis report of China's automobile industry, it can be seen that: (1) Toyota has a thorough understanding of China's policy, and the localization transformation is highly targeted. Toyota's research and understanding of China's policies, the Chinese market, and Chinese consumers are very thorough, so its products and a series of services are more in line with the

consumer needs of Chinese consumers. Toyota recently set up a deputy general manager in China. Due to its control in China, Toyota is conservative from all angles, but the advantage is the implementation of the strategy step by step; (2) through the automobile industry, gradually invest in other departments.

In China, Toyota has actively and extensively carried out exchanges and cooperation with China in the fields of automobile technology and related policies, as well as teaching Toyota production mode (TPS), the intelligent transportation system (ITS), greening, and other fields, in addition to the automobile production in Tianjin and Chengdu in cooperation with FAW and Guangzhou in cooperation with GAC.

5. CONCLUSION

Lately, novel Covid pneumonia is the most genuine effect on the worldwide economy. Novel Covid pneumonia's effect on the worldwide modern chain is far-reaching. Through the investigation of China-Japan and China-US exchange, we can see: China as one of the focal nations of the worth chain, the effect of the 2020 scourge on China's commodities is predominantly typified in the primary commodity ventures like hardware, apparatus, materials, furniture, plastic items, vehicles and parts, steel items and other significant product enterprises. The principle effect of the pandemic on China's unfamiliar exchange economy: the immediate effect of the decrease in unfamiliar interest, the absence of supply of unrefined substances and parts of China's product wares brought about by unfamiliar monetary stagnation, and the deterrent of exchange operations brought about by line control and populace limitations of different nations.

With the gradual control of the epidemic and the gradual recovery of the global economy, it is expected that western countries will formulate and introduce relevant fiscal and economic stimulus policies to restore the economies of various countries, and may adopt preferential priority methods in protecting and supporting local enterprises, which will lead to great uncertainty in the possibility of decline and cancellation of orders of Chinese foreign trade enterprises. It is preliminarily judged that 2022-2025 will be the most uncertain and challenging years for China's foreign trade economy and Chinese foreign trade enterprises. In this anticipation, we should plan, deal with it as soon as possible and formulate strategies. First, use structural monetary policy to guide funds to support foreign trade order enterprises, directly reduce interest rates, and directly increase the total money supply, to truly solve the financing difficulties and expensive problems of foreign trade private enterprises and foreign trade small, medium and micro enterprises, and reduce the financing cost of enterprises. Second, continue to support the survival and development of foreign trade enterprises with tax reduction policies. Third, accelerate and deepen market-oriented reform and relax the supply constraints on production factors, products

of various industries, and foreign trade services of foreign trade enterprises. In this way, Chinese foreign trade enterprises can get out of the difficulties and China's foreign trade economy will grow steadily.

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