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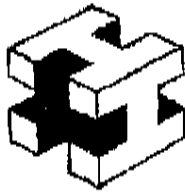
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香港工業總會 Federation of Hong Kong Industries

The Hon Kenneth Ting Woo-shou, JP
Chairman of the Panel on Commerce and Industry
LEGCO
1/F., 22 Kai Cheung Road
Kowloon Bay
Kowloon

28 November 2003

Dear *Kenneth*

The Federation of Hong Kong Industries is very pleased with the excellent performance of the Hong Kong Trade Development Council (HKTDC). We compliment it on very successfully fulfilling its mandate to promote Hong Kong trade overseas. Since its inception in the 1960s, it has worked tirelessly and been extremely successful in building Hong Kong's brand name in the global marketplace and establishing itself as a platform for international trade.

To fulfil its statutory mission, HKTDC organises trade exhibitions and fairs, many of which are now world-renowned and attract thousands of overseas exhibitors and buyers. The Federation believes it is vital that Hong Kong has an organisation like HKTDC to organise such events. You see its focus is not on what will make the most profit but on serving industry. HKTDC organises a wide range of events, from those that are highly profitable and popular to others that serve smaller, more niche gatherings that would never be organised if profit were the key motivator.

Moreover, HKTDC charges companies on a cost recovery basis. This allows them to keep participation costs to a minimum and, in turn, companies with smaller promotional budgets like SMEs are able to participate in exhibitions and shows they organise.

HKTDC has built an enviable portfolio of international exhibitions and shows, many of which are the largest of their kind anywhere in the world: Fashion Week, Toys and Games Fair, Gifts and Houseware Fair, Watches and Clocks Fair, Electronics Fair, the Food Expo etc. In building these events it has successfully transformed Hong Kong into an international sourcing centre.

The Federation has a congenial and close working relationship with HKTDC. This relationship stretches right back to when HKTDC emerged as an independent organisation from the auspices of the Federation in the 1960s. Our members also give strong support to HKTDC exhibitions and found that through them they have been able to build up their overseas networks and find new business opportunities.

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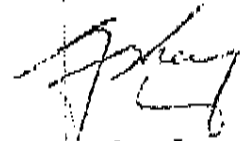
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Our view is that HKTDC is merely fulfilling its statutory mission to promote trade and as such, its events are different from other profit-driven trade fair organisers.

The Federation of Hong Kong Industries will continue to support HKTDC in whatever way it can, and applauds the excellent work it does for Hong Kong industry.

Yours sincerely,



Andrew Leung
Chairman

cc: Miss Polly Yeung, Clerk to Panel on Commerce and Industry
Mr Benjamin Chau, director, Exhibition, Hong Kong Trade Development Council