

**Information Paper for  
LegCo Panel on Commerce and Industry**

**Reports on the Work of the Overseas  
Hong Kong Economic and Trade Offices**

This paper informs Members of the work of the ten overseas Economic and Trade Offices (ETO) since our last report in June 2006. The work reports of individual ETOs are set out in the following Appendices -

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## **Report on the Work of the Geneva ETO**

The main function of the Geneva ETO is to represent Hong Kong, China as a member of the World Trade Organization (WTO). It also represents Hong Kong as a member in the International Textiles and Clothing Bureau (ITCB)<sup>1</sup> and the Advisory Centre on WTO Law (ACWL)<sup>2</sup>, and as an observer to the Trade Committee of the Organisation for Economic Co-operation and Development (OECD) in Paris.

### **Commercial Relations**

2. July 2006 saw intense political activities both in and outside Geneva, led by the Director-General of the WTO, to drive the Doha Round of multilateral trade negotiations (also known as the “Doha Development Agenda” or DDA) forward, given Members’ commitment to the conclusion of the negotiations by the end of 2006. These efforts, however, did not result in success, as major differences remained over critical issues in agriculture. The Director-General declared a suspension of the negotiations in the same month.

3. While formal activities were put on hold in Geneva, Members maintained informal contacts among themselves at different levels. Technical work among Members was also undertaken. Soon after the meeting of the Asia-Pacific Economic Co-operation trade ministers in November 2006, the Director-General proclaimed the “soft” resumption of the DDA negotiations. The intensification of activities in Geneva, in spite of the lack of significant political movement by the major players, eventually resulted in the full resumption of the DDA negotiations in February 2007, following a meeting of Ministers in the margin of the annual meeting of the World Economic Forum which the Secretary for Commerce, Industry and Technology attended.

4. Subsequent to the full resumption of the DDA negotiations, outside Geneva, the major players continued to meet among themselves trying to come to agreement, which would facilitate agreement among all Members. There was also a clear indication from these major players of their commitment to the conclusion of the Round in 2007, despite, in the event, being unable to produce the necessary results in their meetings.

5. In Geneva, the chairmen of the negotiating bodies convened a mix of formal, informal, open-ended or restricted meetings to move the discussions forward, at the technical level at least, and to ensure that the multilateral forum remained the focus of the negotiations. In agriculture, the chairman of the negotiating group issued his two-part “challenges paper”, which sought to focus Members’ discussions on guidance for his eventual preparation of the modalities text. In non-agricultural market access (NAMA), the Geneva ETO, working with seven other developing Members, submitted an informal proposal in June outlining some elements towards a possible

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<sup>1</sup> The ITCB is an international governmental organisation formed by 24 developing, exporting members of textiles and clothing products and based in Geneva.

<sup>2</sup> The ACWL is an international governmental organisation based in Geneva providing legal assistance and legal training concerning WTO law to its developing members and least-developed countries.

middle-ground solution for tariff reduction for industrial goods. The proposal was an effort to bridge Members' extreme positions and to contribute towards the building of consensus. In the event, the proposal was largely taken up by the chairman of the negotiating group when preparing the first text on NAMA. In services, the Geneva ETO, together with the Trade and Industry Department, participated actively in the plurilateral and head of delegation meetings to discuss market openings of interest to Hong Kong, China. The Geneva ETO also played a prominent role in the Working Party on Domestic Regulation and the Working Party on GATS (General Agreement on Trade in Services) Rules which have been working on various draft texts and proposals. In trade facilitation, the Geneva ETO worked with other Members to organise a number of informal technical workshops to help move the discussions forward. In the anti-dumping negotiation, while discussions under the negotiating group were limited, the Geneva ETO stayed in touch with other "Friends of the Anti-dumping Negotiation" and the chairman of the negotiating group, to represent our interests in the negotiation.

6. Separately, the WTO Trade Policy Review meeting on Hong Kong was held in December 2006. During the review, WTO Members strongly endorsed our open and free trade policy and commended us for our staunch support of the multilateral trading system. Our active and constructive participation in the WTO, in particular our successful hosting of the Ministerial Conference, was also applauded.

7. The Geneva ETO continued to work closely with other exporting developing members of textiles and clothing products in the ITCB to defend our exporting interests against persistent protectionist pressures. The Geneva ETO also participated actively in the ACWL and the Trade Committee of the OECD over the past year, as well as the OECD Ministerial Meeting in May 2007, which was attended by the Secretary for Commerce, Industry and Technology.

### **Looking Ahead**

8. The weeks ahead are seen by many as the last window of opportunity for a major agreement that would bring about the timely conclusion of the DDA negotiations by the end of this year or early next year. Major political decisions have to be made soon and progress will have to be seen not just in the negotiations on agriculture and NAMA. Texts or revised texts are expected for the major negotiating groups later in November. The Geneva ETO will continue to participate actively in the negotiations to advance and defend the commercial interests of Hong Kong, and to support the multilateral trading system.

Hong Kong Economic and Trade Office, Geneva  
November 2007

## **Report on the Work of the Washington ETO**

The main functions of the Washington ETO are to monitor political and economic developments of the US and to represent Hong Kong's interests in the US capital. In specific terms, the Washington ETO keeps a close watch on legislative proposals, executive actions and general sentiments in the US capital that may impact on the interests of Hong Kong. At the same time, it seeks to promote Hong Kong's image as an international city, a vibrant and free economy, and a society that upholds the rule of law.

2. The Washington ETO maintains close working relations with key US federal agencies, and cultivates a network of contacts with Congressional offices, business community, the media, think-tanks, academia, and selected groups relevant to Hong Kong.

### **US Political Landscape**

3. Throughout the reporting period, the US Administration was preoccupied by the war in Iraq, with President Bush's approval rating remaining at a low level of around 30%. The mid-term elections held in November 2006 were considered a referendum on the Bush Administration and the scandal-fraught Republican Party, which had controlled the Congress for 12 years. Democrats and their allies regained control of the US Congress in the elections.

4. Following the mid-term elections, there had been tugs-of-war on a host of issues between the White House and a Democrat-controlled Congress. Democrats pushed ahead with their platform to reform lobbying practices and increase minimum wage. They also continued to exert pressure on the Administration to change the policy on Iraq. While the Administration appeared to be cooperative on domestic issues, the President stood firm on his war position.

5. The 2008 presidential campaigns began much earlier than all the previous elections, with candidates starting to build up their profile since early 2007. Fund-raising intensified as summer approached. Observers believe that the nominees from each party will be known after 5 February 2008, the so-called "Super Tuesday", when more than 20 states would have held primary elections.

### **Commercial Relations**

6. The Washington ETO helps foster Hong Kong-US commercial relations through engaging federal agencies, Congressional offices and other opinion-formers to discuss matters of common concern; facilitating bilateral trade consultations; and assessing and reporting on developments that would affect Hong Kong's trade and economic interests.

7. Homeland security continued to be a focus of the US policy and legislative agenda. Over the past year, US Congress and Administration were particularly interested in the area of cargo security. The Washington ETO organised events and met with key interlocutors in the US Administration, Congress and think-tanks to update them on Hong Kong's counter-terrorism efforts and promote Hong Kong's

contribution to global security while facilitating legitimate trade. The US Department of State's Country Reports on Terrorism 2006 and the US-Hong Kong Policy Act Report 2007 fully recognised Hong Kong's strategic trade control system and cooperation under the Container Security Initiative. The reports touted Hong Kong as a model for other economies.

8. The Washington ETO continued to monitor and report significant developments in the US which might potentially affect trade between the US and its key trading partners including Hong Kong. These issues included petitions against China's currency exchange policy; major anti-dumping and countervailing cases against China; negotiations on free trade agreements between the US and others; product safety issues; key developments in the US market and the US economy; as well as major trade disputes of the US. With respect to negotiations on the Doha Development Agenda, the Washington ETO closely monitored the stance of different stakeholders and liaised with the US Administration and business community with a view to gaining a better understanding of the US position and explaining Hong Kong's.

### **Exchanges on Developments in Hong Kong**

9. The Washington ETO engaged its interlocutors on a regular basis to update them on the political and economic situations in Hong Kong. In particular, interlocutors were assured that Hong Kong continued to enjoy a high degree of autonomy under the "One Country, Two Systems" principle and that Hong Kong people's civil liberties were safeguarded by the Basic Law. The same message was reinforced by the Secretary for Justice (SJ) who visited Washington DC in September 2006. During his visit, SJ met with Associate Justice of the US Supreme Court, the US Attorney General and the Under Secretary of State for Democracy and Global Affairs. He also addressed a luncheon organised by the Brookings Institution and delivered a speech at Georgetown University.

10. The Commissioner, USA (C,USA) and the Director-General of the Washington ETO briefed key interlocutors at regular intervals. With the assistance of the New York ETO and San Francisco ETO, C,USA made trips to different states and cities to call on governors, local officials, chambers of commerce, corporate America, academia, think-tanks and the media to keep them abreast of Hong Kong's latest development. C,USA took the opportunity to present to them the opportunities Hong Kong offered for US businesses. Colleagues of Washington ETO gave briefings to Washington-based think-tanks, Congressional offices, professional groups and universities to promote better understanding of the principle of "One Country, Two Systems". These groups included Congressional Legislative Staffers Association, Washington Network Group, Syracuse University, Georgetown University, Johns Hopkins University, Intelligent Transportation Society of America, Fund for American Studies, and The Heritage Foundation.

### **Public Relations**

11. The Washington ETO organised a series of events to celebrate the 10th Anniversary of the establishment of the HKSAR. In June, C,USA hosted a reception which was attended by over 400 guests. In October, the Washington ETO and The Center for Strategic and International Studies co-organised a one-day conference entitled "Hong Kong on the Move" with the Financial Secretary (FS) as the keynote

speaker. Twenty-seven speakers from the US and Hong Kong and over 120 key contacts participated in the conference. The FS also officiated at a performance of the City Contemporary Dance Company attended by over 600 guests.

12. The Washington ETO organised several major events during the reporting period to raise the profile of Hong Kong. In March 2007, the Washington ETO organised its annual Spring Reception to celebrate the Chinese New Year. More than 800 guests attended the event. Receptions were held to kick-start the 11th and 12th annual "Made in Hong Kong" Film Festivals in July 2006 and July 2007 respectively. The two annual film festivals featured 15 Hong Kong productions. To mark the 10th Anniversary of the HKSAR, an award-winning director, an independent film producer and a film critic were invited to speak at two separate fora.

13. In October 2007, the FS took part in the Annual Meetings of the International Monetary Fund and the World Bank Group in Washington. Taking this opportunity, FS met with the Chairman of the Federal Reserve, the Director of the National Economic Council, major think-tanks and the business community to update them on the economic outlook of Hong Kong.

### **Looking Ahead**

14. Trade issues usually play a small role in Presidential election politics. However, with China continuing to garner attention, in part because of job insecurities among the American populace, the situation in 2008 may be different. In some congressional districts, the US trade deficit and imports from China will receive particularly deep scrutiny. The US Administration will try to manage China trade through bilateral discussions under the Strategic Economic Dialogue and the Joint Commission on Commerce and Trade, as well as formal legal challenges in the World Trade Organization to address intellectual property rights and subsidy concerns. However, in the Congress, protectionist lawmakers will seek to use the recent recalls of unsafe consumer products from China as a justification for punitive measures.

15. Hong Kong's economic and trade relations with the US remain healthy. Hong Kong's strong support of US initiatives on cargo security and export control is duly recognised. While the US Administration and Congress continue to follow debates within Hong Kong over constitutional developments, they maintain an overall positive sentiment towards Hong Kong. Nevertheless, with political rhetoric building up in the 2008 presidential elections and China remaining a focus of attention of Congress, the Washington ETO will maintain vigilance to guard against any negative developments in US-China political and trade relations spilling over onto Hong Kong.

Hong Kong Economic and Trade Office, Washington  
November 2007

## **Report on the Work of the New York ETO**

The New York ETO promotes economic and trade relations between Hong Kong and 31 states in the East Coast region of US through partnership with major think-tanks, business/professional bodies. The ETO maintains its outreach to its interlocutors through e-newsletters and various public relations efforts.

### **Commercial Relations**

2. The New York ETO organised a series of business events and speaking engagements to promote the strengths of Hong Kong as a major financial and trading centre, and as the gateway to Mainland China and the rest of Asia. Special highlights were given in 2007 on the 10<sup>th</sup> Anniversary of the establishment of the HKSAR.

3. Since June 2006, the New York ETO assisted 20 official/trade delegations to Hong Kong. These include political leaders, state governors, businessmen, as well as prominent academics. We arranged visit programmes for 24 individual visitors from think-tanks, journalists and government agencies. These included five sponsored visitors.

4. In August 2006, the Permanent Secretary for Health and Welfare attended the United Nations hearing on the Convention on the Elimination of All Forms of Discrimination Against Women in New York City. In the same month, the Secretary for Home Affairs and representatives of the Hong Kong Academy for Performing Arts met with arts and cultural groups to foster closer working relationship. In September, the Secretary for Justice spoke at a business luncheon jointly hosted by the New York ETO and major business and legal organisations. He also delivered a speech at the Columbia University. During the visit, he met with the Human Rights Watch and other major interlocutors. In October, the Director of Social Welfare and the Chairman of the Social Welfare Advisory Committee visited New York City to exchange views with city officials and service providers.

5. In April 2007, the Secretary for Financial Services and the Treasury spoke to 400 luncheon guests at the 16<sup>th</sup> Annual Conference of the Committee of 100 where he exchanged views with the US Secretary of the Treasury. Visitors in June included the Better Hong Kong Foundation, led by the Hon. C. Y. Leung and the Hon. Bernard Chan, as well as a delegation of the Environment, Transport and Works Bureau and the Transport Advisory Committee. The Hon. C. Y. Leung spoke at a business luncheon hosted by the Asia Society. While visiting New York in October, the Financial Secretary delivered a keynote address at the Columbia University. He met with President and CEO of the Federal Reserve Bank of New York and visited the New York Stock Exchange. In Boston, he spoke to over 130 guests at the inaugural dinner of the Hong Kong Association of Massachusetts in Boston. The Government Economist also met with key officers from major financial institutions in New York in October.

## **Public Relations**

6. Meetings with editorial boards were arranged by the New York ETO for visiting officials to provide and update on Hong Kong and to discuss issues of interest. In October 2007, the Financial Secretary met with the editorial board of New York Times and the Government Economist met with representatives of Fortune Magazine. During the report period, media briefings for the editors of Wall Street Journal were arranged by the ETO for the Secretary for Justice as well as the Secretary for Financial Services and the Treasury. Media briefings were also arranged for the Director-General of Investment Promotion. Briefings on the 2008 Olympic equestrian events were organised for the Secretary for Home Affairs and the Equestrian Company of Hong Kong. The ETO also arranged media coverage for two Hong Kong students who won the United Nation's International Children's Art Competition. Media interviews were arranged for the Commissioner for Economic and Trade Affairs, USA (C,USA) and the Director of New York ETO (D(NY)) on their out-of-state visits.

7. The New York ETO hosted a reception to celebrate the 10<sup>th</sup> Anniversary for over 300 guests in June 2007. The reception featured videos showcasing the different facets of Hong Kong as well as a cultural performance by Hong Kong's top "face-changing" artist. A photo exhibition was held in conjunction with the reception. C,USA rang the opening bell at NASDAQ to mark the 10<sup>th</sup> Anniversary celebrations.

8. The New York ETO continued its annual sponsorship of the Hong Kong Dragon Boat Festivals in New York, Atlanta, Miami, and Boston. The dragon boat festivals in 2007 all featured a 10<sup>th</sup> Anniversary race. Film events were held in Atlanta, Boston, Chicago and New York City to celebrate the 10<sup>th</sup> Anniversary.

## **Investment Promotion**

9. The Investment Promotion Unit (IPU) conducted a proactive programme to target companies in specific sectors on the East Coast, with the focus on individual company visits and promotion events. Sectors targeted ranged from business and professional services, consumer retail and sourcing, to financial services, information technology, telecommunications, media and multimedia, tourism and entertainment, as well as transportation. Since June 2006, the team met with 426 companies, and assisted 27 companies in establishing new business operations in Hong Kong.

10. The IPU organised joint-promotion seminars with Fujian Province in Philadelphia in October 2006, and with Shenzhen in Washington, DC in January 2007. These events drew strong investment interest in Hong Kong.

## **Looking Ahead**

11. The New York ETO will maintain its drive to promote Hong Kong's strengths. To this end, discussion forums and publicity events will be organised. C,USA and D(NY) will continue their visits to the East Coast states.



## **Report on Work of the San Francisco ETO**

The San Francisco ETO (ETO) is responsible for promoting the economic and trade interests of Hong Kong (HK), and strengthening economic ties and network between Hong Kong and the 19 states west of the Mississippi River in the United States.

### **Commercial Relations**

2. The key event hosted by the San Francisco ETO in 2006 was a large-scale business conference in Silicon Valley in September. Entitled “Hong Kong : Today’s Advantages for your Tomorrow in China”, the seminar showcased Hong Kong’s latest developments in the hi-tech area, with the Director-General of Investment Promotion, the CEOs of the HK Science & Technology Parks, Cyberport, and several hi-tech companies in Silicon Valley as speakers. The seminar attracted over 400 participants.

3. Also in September 2006, the ETO organised a visit programme for the Secretary for Justice in San Francisco to brief the US audience on the rule of law situation in Hong Kong, our legal system, as well as the new opportunities for the legal services sector. The ETO also facilitated the visits of the Director of Immigration to Los Angeles in March, and of the Postmaster General to San Francisco in July.

4. The San Francisco ETO organised visit programmes for prominent visitors from Hong Kong, including the Hon. Victor Lo; the Secretary-General of the Hong Kong International Arbitration Centre; the Executive Director of the Urban Renewal Authority; the Chief Executive of Cathay Pacific Airways; the chancellors and senior delegates from four universities in Hong Kong; and a delegation of senior executives from the Hong Kong digital entertainment industry. These visits were particularly useful in updating the US community on the latest developments of specific sectors in Hong Kong, such as aviation, logistics, education, urban redevelopment, film and digital entertainment.

5. In addition, the ETO lined up visits and meetings for US west government and business delegations in Hong Kong. The more notable ones include Governor of Nebraska and trade delegation; California Lieutenant Governor and trade delegation; Mayor of San Antonio and trade delegation; Mayor of Honolulu and trade delegation; Justices of California Supreme Court; a delegation led by Dallas City Council; and a delegation of US journalists and publishers from the National Press Association.

6. As part of our ongoing promotional efforts, the Director of San Francisco ETO (D(SF)) visited key cities in US west to speak to government officials, think-tanks, business communities, academia and media. D(SF) also conducted career talks in renowned universities to encourage students to pursue their careers in Hong Kong after graduation.

### **Public Relations**

7. To raise Hong Kong’s profile, the ETO organised a series of events in 2006 to celebrate the 20<sup>th</sup> anniversary of the San Francisco ETO. These included a logo design competition; a special supplement on “Hong Kong as a Gateway to China” in the business journals in eight cities; an in-house celebration reception for government and the business leaders. The

celebrations concluded with a special championship named after the San Francisco ETO in the San Francisco International Dragon Boat Festival. A “Hong Kong Booth” was set up to promote major Hong Kong tourist attractions and the Quality Migrant Admission Scheme and the Capital Investment Entrant Scheme. The festival attracted over 30 000 spectators.

8. In 2007, the emphasis of the ETO’s promotion events was on the 10<sup>th</sup> Anniversary of the establishment of the HKSAR. The celebrations began in April, with a “Hong Kong Films Day” of the 50<sup>th</sup> San Francisco International Film Festival, featuring two award-winning Hong Kong films and a gala reception. The festival attracted over 80 000 US movie-goers. In June and July, five celebration receptions were held in San Francisco, Los Angeles, Dallas, Houston, and Seattle which attracted some 1 200 guests. Apart from addresses by D(SF), exhibitions and videos showcasing the achievements of Hong Kong were shown at the receptions. In August, the ETO supported the Hong Kong Children’s Symphony Orchestra’s performance tour covering San Francisco, Los Angeles and Portland. In September, the ETO participated again in the San Francisco International Dragon Boat Festival, with a designated “HKSAR 10<sup>th</sup> Anniversary Championship” and a “Hong Kong Booth”.

9. The San Francisco ETO also collaborated with the media to promote the 10<sup>th</sup> Anniversary. The initiatives included a four-week “HKSAR 10<sup>th</sup> Anniversary - Trivia Question Contest” co-organised with KRON4 (a mainstream TV News Station in SF) and Ming Pao Daily in June; and a “Hong Kong Spirit” brochure design competition with the San Francisco Chronicle (the largest daily newspaper in Northern California) and Sing Tao Daily during the summer months. Both projects generated a lot of interests in Hong Kong. Winners of the two events each won a trip to see Hong Kong first hand.

10. The highlight of the ETO’s PR effort was the production of a TV documentary series entitled “Inside Hong Kong”. The series comprised four 30-minute episodes featuring HK’s culture and lifestyle; architecture; development of science and technology; and Americans living in Hong Kong. The series was broadcast on KRON4 in September and October 2007.

### **Investment Promotion**

11. The Investment Promotion Unit of the ETO visited 283 companies and arranged for the executives of 36 companies to visit Hong Kong. The Unit also organised two joint investment promotion events with the Huizhou and Foshan of Guangdong Province in Dallas in April 2007 and in Silicon Valley in September 2007 respectively.

### **Looking Ahead**

12. The ETO is planning a large-scale business conference in late 2007 to showcase Hong Kong as an international financial centre and a premier trading hub. On the PR front, the focus will be on Hong Kong as an Olympic equestrian co-host city, with a view to promoting Hong Kong as a tourist destination.

## **Report on the Work of the Brussels ETO**

The Brussels ETO is responsible for representing Hong Kong's economic and trade interests in the European Union (EU), European Commission (EC) and European Parliament; and for bilateral relations with 17 countries, namely Belgium, Bulgaria, Croatia, Cyprus, France, Germany, Greece, Italy, Ireland, Luxembourg, Malta, the Netherlands, Portugal, Romania, Spain, Switzerland and Turkey.

### **Commercial Relations**

2. The Brussels ETO works on both multilateral trade negotiations and bilateral commercial relations with the EC and EU Member States. The ETO also monitors new legislation and administrative rules originating in the EU which may have an impact on the commercial interests of Hong Kong and Hong Kong companies. The Brussels ETO also has a regular and ongoing dialogue with the EC on various subjects, including bilateral trade issues, the EU Savings Directive, Air Services Agreements and customs issues.

3. The EC initiated two anti-dumping (AD) cases against Hong Kong in 2005 in respect of "recordable digital versatile disc" (DVD+/-R) and "recordable compact disc" (CD-R). The Brussels ETO has been working closely with the Trade and Industry Department (TID) to defend Hong Kong's trade interest. As a result of the ETO's explanations and lobbying efforts, the two cases were terminated by the EC at the end of 2006.

4. The agreement between the EC and China on the quotas for Chinese textiles exports to the EU will expire at the end of 2007. The Brussels ETO has been closely monitoring the situation and gathering information about the latest thinking in the EC in the run up to the expiry of the quota agreement.

5. In December 2006, the European Parliament approved the regulations concerning the "Registration, Evaluation, Authorisation and Restriction of Chemicals" ("REACH") which aim to protect the environment and human health. The regulations came into force on 1 June 2007. The Brussels ETO is working closely with TID to ensure that Hong Kong traders are well aware of the requirements of the new regulations.

### **Public Relations**

6. The Brussels ETO organised Chinese New Year events across Europe. We invited students of the Hong Kong Academy for Performing Arts (HKAPA) and the King's Harmonica Quintet to perform in eight cities, namely in Brussels, Berlin, Frankfurt, Barcelona, Milan, Rome, the Hague and Vienna.

7. Three major receptions in Brussels, Berlin and Paris were organised to celebrate the 10<sup>th</sup> Anniversary of the establishment of the HKSAR. In each city, students from the HKAPA staged a variety show. Other promotion events included five business seminars which were organised in three cities as well as the Hong Kong Film Panorama which was

staged in nine cities. We also arranged for the publication of special supplements and articles in various newspapers and magazines across Europe to mark the 10<sup>th</sup> Anniversary.

8. The Brussels ETO arranged visits to Europe for a number of senior officials to promote Hong Kong and to facilitate further cooperation with the EU. The Chief Executive visited Brussels and Paris in November 2006. Two agreements were signed respectively with the Belgian and French governments on the transfer of sentenced persons, and a memorandum on cultural cooperation was signed with France. The Financial Secretary visited Geneva, Bern and Cannes in May 2007. In the same month, the Secretary for Health, Welfare and Food visited the Hague, Brussels and Berlin to study the food labelling schemes and health care financing systems in different EU Member States.

### **Investment Promotion**

9. The Investment Promotion Unit (IPU) in the Brussels ETO was involved in the organisation of the joint investment promotion event in Europe between Hong Kong and Guangdong Province in Paris in November 2006, with close to 2 000 people attending. In parallel, a seminar was organised to explain how French firms could make the most of Hong Kong's advantages when approaching Chinese markets. The IPU was also heavily involved in a joint investment promotion seminar with Dongguan in Amsterdam in June 2007. At the end of October, the IPU has secured 11 completed projects, against an overall target of 15 for 2007.

10. The Avoidance of Double Taxation Agreement signed between Hong Kong and Belgium has strongly increased interest in Hong Kong among European firms. Indeed, several Dutch and Italian groups are studying the establishment of a Belgian subsidiary from which to manage their Hong Kong interests. This will be a particular focus of work in the year ahead.

### **The Berlin Team**

11. The preparatory team for the establishment of the Berlin ETO was set up in April 2007. The Berlin Team is currently attached to the Brussels ETO. The main focus of the work of the Berlin Team is to strengthen the ties between Hong Kong and the central European countries. The Berlin Team started working in six of the countries to be put under the purview of the new ETO, namely Austria, the Czech Republic, Hungary, Poland, the Slovak Republic and Slovenia.

### **Commercial Relations**

12. Through meetings with government officials as well as representatives of business organisations and think-tanks, the Berlin Team promoted Hong Kong's image and position as a financial and services centre, and the gateway to the Mainland. The Berlin Team also regularly updated interlocutors in the political, business and media fields on the latest developments in Hong Kong.

### Public Relations

13. On the PR front, the Berlin Team provided assistance to a Czech newspaper on the production of a special supplement on the 10<sup>th</sup> Anniversary of the establishment of HKSAR in June 2007. The Berlin Team also staged promotion activities including a “Hong Kong in Hungary” concert which was co-organised with the Hungary Classical Music Foundation, and a photo exhibition on Hong Kong in Budapest in September.

### Investment Promotion

14. The Berlin Team worked closely with Invest Hong Kong to handle enquiries from companies showing interest in investing/opening a business in Hong Kong, and the follow-up action.

### **Looking Ahead**

15. The Brussels ETO will continue to monitor developments in the EU that are of interest to Hong Kong. We will also continue to maintain close contacts with our interlocutors throughout Europe in the political, business and media fields on the latest developments in Hong Kong, and organise publicity events to showcase Hong Kong.

Hong Kong Economic and Trade Office, Brussels  
November 2007

## **Report on the Work of the London ETO**

The purview of the London ETO was changed in April 2007 following the re-organisation of the work of ETOs in Europe. Prior to April 2007, the London ETO was responsible for promoting Hong Kong's economic and trade relations with 17 European countries, namely the United Kingdom (UK), Hungary, the Czech Republic, Poland, Cyprus, Malta, the Slovak Republic, Latvia, Lithuania, Estonia, Slovenia, Switzerland, Norway, Russia, Romania, Bulgaria and Croatia. From April 2007 onwards, the London ETO's purview spans over nine countries, namely the UK, Russia, four Nordic States of Denmark, Finland, Norway and Sweden, and three Baltic States of Estonia, Latvia, and Lithuania.

### **Commercial Relations**

2. The London ETO continued to maintain close liaison with contacts in the government, business and media sectors in countries under its purview, and update interlocutors on the latest developments in Hong Kong through regular exchange, visits, seminars etc.

3. To celebrate the 10<sup>th</sup> Anniversary of the establishment of the HKSAR, a reception with the Secretary for Commerce, Industry and Technology (SCIT) as the guest of honour was held in London in June 2007. A conference on Hong Kong organised by the Chatham House was held in October 2007 with keynote speeches delivered by the Financial Secretary and the Group Chairman of the Hong Kong and Shanghai Banking Corporation Limited. With the support of the Hong Kong Trade Development Council (HKTDC), local Hong Kong trade associations and chambers of commerce, the London ETO also organised 10 business seminars during the reporting period in Bratislava, Budapest, Copenhagen, Helsinki, Oslo, Riga, Stockholm, Tallinn, Warsaw and Zurich. Main topics included Hong Kong's achievements in the past 10 years and the challenges ahead; our strengths as the business and logistics hub in Asia; and our strategies to leverage on the economic growth of the Mainland and engage the world.

4. During the reporting period, the London ETO assisted in arranging visits for the Chief Secretary for Administration in October 2006, the Financial Secretary (FS) in October 2007, the Secretary for Justice in June 2006 and October 2007, the Secretary for Economic Development and Labour in September 2006 and April 2007, the SCIT in October 2006, January, May and June 2007, the Commissioner, Independent Commission Against Corruption in February 2007, the Secretary for Commerce and Economic Development in September 2007 and Chief Justice in October 2007 to promote our bilateral relations and commercial interest in the UK, Russia, Sweden, Finland, Estonia, Hungary, the Slovak Republic and the Czech Republic. In addition, the London ETO assisted the visit of the Legislative Council (LegCo) Panel on Environmental Affairs to Denmark and Finland in August 2006, and the LegCo Subcommittee to Study the Subject of Combating Poverty to the UK in September 2007.

5. The highlight of 2007 was the Hong Kong Week in Russia in September and the FS's visit to London in October. On both occasions, the HKTDC, the London ETO and the Hong Kong Tourism Board worked together to promote Hong Kong. In Moscow, the HKTDC organised a large-scale "Style Hong Kong in Moscow" Exposition with some 200 Hong Kong companies.

## **Public Relations**

6. The London ETO has been showcasing the diversity, talents and achievements of Hong Kong through a great variety of promotional events. The London ETO organised receptions and/or seminars in 12 cities. These receptions provided an excellent opportunity to renew ties with business and government officials and to update a wide audience on the latest developments in Hong Kong. For a second time, the London ETO entered the City of London's 800-year-old Lord Mayor's Show held in November 2006 with a full-size replica of a 52-foot high Cheung Chau Bun Tower.

7. To celebrate the 10<sup>th</sup> Anniversary of the establishment of the HKSAR, the London ETO especially organised or supported a total of 12 high profile promotion events in four countries including the London Hong Kong Dragon Boat Festival, two arts exhibitions, three Hong Kong film events, six concerts featuring young Hong Kong musicians and the Hong Kong Chinese Orchestra.

8. During the reporting period, 26 sponsored visitors, including delegates from the UK Parliament, from countries covered by the London ETO visited Hong Kong to receive briefings on the latest developments in Hong Kong and to see the city first hand. Furthermore, six sponsored journalists from the UK and Poland visited Hong Kong. Their post-visit accounts were highly positive, and some also underlined Hong Kong's role as a gateway to the Mainland.

9. The London ETO produces a Newsletter '*Hong Kong Review*' regularly to keep our contacts updated on Hong Kong's development. These newsletters are supplemented by e-mail alerts on important news about Hong Kong.

## **Investment Promotion**

10. The Investment Promotion Unit successfully assisted 25 companies in 2006 up from 23 companies in 2005. The unit continues to be active both in its participation of high profile business seminars organised by the London ETO or outside organisations, and in organising meetings between senior officials of Invest Hong Kong and senior business executives of companies with an interest in operating in Hong Kong.

## **Looking Ahead**

11. The London ETO will further step up its work in major UK cities, Russia and the Nordic countries. In addition to promoting Hong Kong as a hub for business, finance, convention, exhibition, logistics, tourism and education, we shall also promote Hong Kong as an Olympic co-host city.

## **Report on the Work of the Tokyo ETO**

The Tokyo ETO is responsible for promoting Hong Kong's economic and trade interests in Japan and the Republic of Korea (Korea).

### **Commercial Relations**

2. During the report period, Principal Hong Kong Economic and Trade Representative, Tokyo (PRT) conducted 22 duty visits to various regional cities in Japan as well as Korea. The Tokyo ETO also held a series of business promotion seminars with an audience size of about 150-200 at various cities of Japan and Korea, including Fukuoka, Kagoshima, Sendai, Sapporo, Naha, Seoul and Busan. PRT also spoke at various events, including the Chinese New Year Reception in Tokyo, Hong Kong-Fujian Investment Environment Seminar in Osaka, Hong Kong-Zhaoqing Investment Environment Seminar in Tokyo, a seminar organised by the Hong Kong Science and Technology Parks, and a seminar organised by the Hong Kong Trade Development Council on HK-China Contents Entertainment Industry Seminar.

3. The Tokyo ETO invited many key interlocutors from both Japan and Korea to visit Hong Kong under the Sponsored Visitors' Programme during the year. Thirteen politicians, four senior officials and three think-tank leaders from Japan visited Hong Kong during the reporting period. From Korea, the ETO arranged the visits of two politicians, two senior officials and two think-tank leaders. The Tokyo ETO also helped arrange the visit programmes of over 20 delegations from Hong Kong to Japan and Korea, including the visits of the Secretary for Commerce, Industry and Technology (SCIT), the Chief Executive of the Hong Kong Monetary Authority (CE/HKMA), the Secretary for Food and Health, as well as the Secretary for the Environment.

### **Public Relations**

4. The Tokyo ETO implemented a series of special events to mark the 10<sup>th</sup> Anniversary of the establishment of the HKSAR and to raise the profile of Hong Kong in Japan and Korea. These included the "Hong Kong – New Opportunities as an International Financial Centre" seminar in Tokyo in May 2007 with CE/HKMA speaking to about 600 financial and business sector representatives. Also in May, the ETO held a 10<sup>th</sup> Anniversary commemorative gala dinner with SCIT as special guest of honour, as well as supported the organisation of a high-level symposium organised by the Japan Hong Kong Business Cooperation Committee. In addition, the Tokyo ETO held two 10<sup>th</sup> Anniversary receptions in Seoul and Tokyo in May and June 2007 respectively, with around 700 guests each.

5. As regards cultural events, the ETO held the third Hong Kong Sedan Chair Race in November 2006 in collaboration with the Yokohama City Government. The ETO also continued with its sponsorship of the dragon boat race held in Yokohama in June 2007. A 10<sup>th</sup> Anniversary commemorative concert by the Hong Kong-based Asian Youth Orchestra attended by some 1 500 persons was held in August 2007 with sponsorship from the ETO. During May to September 2007, the ETO organised the Hong Kong Cup All Japanese University Students English Speech Contest together with the Daily Yomiuri. The theme was "About Hong Kong". Seventy-three students entered the competition and much publicity was generated.



6. With a view to promoting Hong Kong and our movie industry, the Tokyo ETO and the Hong Kong Tourism Board co-organised the Hong Kong Film Festival in October 2007 as part of the 20<sup>th</sup> Tokyo International Film Festival. The opening ceremony, attended by a full-house audience of 1 400, featured the directors and a leading actor of the opening movie as well as the leading actors of the closing film.

7. The ETO also implemented several major PR initiatives. At a press conference organised in Tokyo in February 2007, attended by some 120 media representatives, PRT gave a presentation on Hong Kong's progress in the past decade and its latest economic outlook. PRT also expounded on Hong Kong's developments in the past ten years in various media interviews both in Japan and Korea, including "Sunday Project" broadcast live on TV Asahi, as well as the Herald Korea and Herald Business in Korea. In addition, three major newspapers, namely, the Mainichi Shimbun and Nihon Keizai Shimbun in Japan and the JoongAng Ilbo in Korea, issued special news supplements on the 10<sup>th</sup> Anniversary of the establishment of the HKSAR from late June to July 2007.

### **Investment Promotion**

8. The Investment Promotion Unit arranged three visits targeting multiple sectors in 2006 and five sector-based promotional visits in 2007. In November 2006, the "Setting up Business in Hong Kong" seminar was held in Tokyo to provide practical advice to potential Japanese investors. In July 2007, the Hong Kong-Zhaoqing Investment Environment Seminar and the Hong Kong-Fujian Investment Seminar were held respectively in Tokyo and Osaka to promote investment opportunities of Hong Kong and the two regions in the Greater Pearl River Delta to the Japanese business community. The promotional activities in Japan led to 23 Japanese companies setting up offices or expanding their operations in Hong Kong during the report period, including Sojitz Logistics, Kadokawa Holdings and MOS Food.

### **Looking Ahead**

9. The Tokyo ETO will continue to publicise Hong Kong's strengths and foster our bilateral relations with both Japan and Korea. The ETO will also continue to make use of every suitable opportunity including the visits of Principal Officials to enhance the profile of Hong Kong in the two countries. In addition to the usual themes of Hong Kong's strengths as an international financial and business centre, the ETO will pay attention to special identified themes for more focused promotion, such as the 2008 Olympics, attracting large-scale conventions to Hong Kong, as well as talent of different nationalities to live and work in Hong Kong. The ETO will strengthen our networking with Hong Kong and Mainland Chinese residents in Japan and Korea.

10. The ETO will also closely monitor the political and economic developments in Japan and Korea and assess the impact on Hong Kong of any significant changes in the two countries. Of more immediate interest is the national (Presidential) election in Korea on 19 December.

## **Report on the Work of the Sydney ETO**

The Sydney ETO is responsible for promoting Hong Kong's economic and trade relations with Australia and New Zealand.

### **Commercial Relations**

2. On commercial relations, the Sydney ETO proactively reached out to political leaders, government officials, the business community, academics and think-tanks to vigorously promote Hong Kong as Asia's major international city and explain government policies and initiatives (CEPA and Pan-PRD Co-operation etc.). This is done mainly through regular liaison, speaking engagements, networking events with various business associations, business briefings, and major receptions, such as those celebrating the Chinese New Year and the 10<sup>th</sup> Anniversary of the establishment of the HKSAR.

3. The Sydney ETO handled trade-related enquiries from Australian and New Zealand companies. We also monitored the foreign and trade policies of the Australian and New Zealand governments, and their respective positions in multilateral and regional forums, such as World Trade Organization and the Asia-Pacific Economic Co-operation. The ETO paid particular attention to the progress of bilateral/multilateral trade negotiations between Australia/New Zealand and other countries/regional groupings, including the Mainland and Hong Kong. The Free Trade Agreement negotiations between China and Australia/New Zealand continued and had made useful progress. The Sydney ETO will monitor developments closely.

### **Public Relations**

4. The 10<sup>th</sup> Anniversary of the establishment of the HKSAR gave the ETO a unique opportunity to showcase Hong Kong's achievements in the past decade. The Sydney ETO published a special report on Hong Kong in *The Australian*. We also held two large-scale receptions in Sydney and Auckland with total attendance of more than 700 political, business and Chinese community leaders. In addition, the ETO staged a photo exhibition in Sydney and supported various celebratory events, such as concerts and gala dinners, which were organised by business and community organisations in major Australian cities.

5. The Chief Executive's visit to New Zealand in September 2007 was the highlight in the reporting period. During his visit, the Chief Executive met with a wide section of senior political, business and community leaders, think-tanks as well as the media. He delivered key-note speeches at various business and promotional events, including a gala dinner hosted by the Sydney ETO and an activity promoting the Olympic equestrian events in Hong Kong. To mark the Chief Executive's visit to New Zealand, the ETO published a special Hong Kong report in the national newspaper *New Zealand Herald* and Wellington-based *Dominion Post*. The report highlighted the successful implementation of "One Country, Two Systems", our strong economic growth in the past years, improving air quality and Hong Kong's preparation for the Olympic equestrian events. The ETO also staged performances by the Hong Kong Chinese Orchestra in Auckland to showcase the cultural side of Hong Kong.

6. This period saw a number of visits made by other senior officials, including the Financial Secretary, the Secretary for Security, and the Secretary for Constitutional Affairs, the Secretary for Commerce, Industry and Technology and the Secretary for Economic Development and Labour. Receptions and meetings with business and political circles as well as media interviews were arranged. These visits were most useful to further strengthen our efforts in raising the profile of Hong Kong.

7. Furthermore, the ETO continued with our regular efforts to update Australians and New Zealanders on the latest developments of and investment opportunities in Hong Kong. Apart from publishing our bi-monthly newsletter "Hong Kong Monitor", the ETO contributed regular updates on Hong Kong to newsletters and magazines published by various Australian business associations.

8. On the cultural side, the Sydney ETO supported the film festivals of Sydney, Melbourne, Brisbane, Adelaide and New Zealand to showcase Hong Kong's vibrant and innovative film industry. Moreover, the ETO sponsored the Sydney Chinese New Year Dragon Boat Races and set up a booth displaying Hong Kong banners which attracted thousands of spectators and visitors.

### **Investment Promotion**

9. The Investment Promotion Unit (IPU) continued to visit Australian and New Zealand companies and assist interested parties in establishing or expanding their presence in Hong Kong. In the past 15 months, IPU arranged company meetings for five incoming sector teams from Hong Kong covering information technology, tourism and entertainment, telecommunication, multi-media, and consumer retailing and sourcing. Two investment promotion trips to New Zealand, as well as different states in Australia were arranged for the Director-General of Investment Promotion. During the period 20 projects were successfully completed, which resulted in 17 Australian and three New Zealand companies setting up facilities in Hong Kong.

### **Looking Ahead**

10. The federal election of Australia is scheduled for late November 2007 and the general election of New Zealand is expected to be held in 2008. The Sydney ETO will keep a close monitor on the policy directions of the new governments, particularly on areas which might have impact on Hong Kong. The ETO will continue to reach out to new contacts and maintain close contacts with our interlocutors in both the public and private sectors. The ETO will also look for new opportunities that can showcase the vibrancy of Hong Kong and attract talents to Hong Kong. The investment promotion efforts will be targeted at sectors such as telecommunications and multimedia, business and professional services, financial services, information technology, trade-related services, transportation and logistics, tourism and entertainment, and regional headquarters.

## **Report on the Work of the Singapore ETO**

The Singapore ETO is responsible for promoting Hong Kong's economic and trade relations with member states of the Association of South-East Asian Nations (ASEAN)<sup>1</sup>. It also serves as the point of liaison with the secretariats of the Asia-Pacific Economic Co-operation and the Pacific Economic Co-operation Council.

### **Commercial Relations**

2. The Singapore ETO continued to maintain close contact with governments, chambers of commerce, think-tanks and trade organisations in the region, through organising and regularly participating in conferences and seminars, and disseminating key information on Hong Kong. The ETO also monitored closely economic developments in the region, including the network of free trade agreements and their impact on Hong Kong.

3. During the period under report, the Singapore ETO assisted in the visits of some 20 delegations from Hong Kong to ASEAN, including the Chief Executive (July 2006), LegCo Panel on Food Safety and Environmental Hygiene and Panel on Health Services (July 2006), the Secretary for Security (September 2006), the Secretary for Commerce, Industry and Technology (September 2006), the Secretary for Home Affairs (January 2007) and the Financial Secretary (August 2007). Assistance was offered to delegations from the Hong Kong General Chamber of Commerce and the Chinese General Chamber of Commerce.

4. Through organising talks and networking events, the Singapore ETO promoted awareness among businessmen in the region of the latest economic and trade developments in Hong Kong and the Mainland. Major topics included the Pan-Pearl River Delta Co-operation and Development Forum (PPRD Forum), the Mainland and Hong Kong Closer Economic Partnership Arrangement (CEPA), the Economic Summit, the Policy Address and the Budget. Through different functions, the Singapore ETO disseminated information on the "Capital Investment Entrants Scheme" and the "Quality Migrants Admission Scheme".

5. In January 2007, Dr Victor Fung addressed a 500-strong audience at a luncheon jointly organised by the Singapore ETO and the Institute of South East Asian Studies, on Hong Kong's role as a logistics hub.

6. To celebrate the 10<sup>th</sup> Anniversary of the establishment of the HKSAR, the Singapore ETO hosted a reception in Singapore in June 2007, which was attended by some 400 guests. In July 2007, the ETO co-organised with the Singapore Chinese Chamber of Commerce and Industry a forum entitled "Singapore and Hong Kong: Building Economic Synergies". More than 200 business leaders and senior executives attended.

7. In October 2007, the Director of the Singapore ETO delivered talks on the latest Policy Address to business communities in Singapore, Bangkok, Kuala Lumpur, Ho Chi Minh City and Manila.

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<sup>1</sup> ASEAN member states include Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Vietnam.

## **Public Relations**

8. Sporting and cultural events were organised or sponsored by the Singapore ETO, such as dragon boat races, soccer and golf tournaments, movie nights and cultural performances. Pamphlets on the Basic Law, CEPA, PPRD Forum, and other topics of interest were distributed to the local audience. The ETO also issued newsletters, media releases and emails regularly to interlocutors in the region.

9. Two Hong Kong film festivals were staged in Singapore in September 2006 and September 2007 respectively. In February 2007, the Singapore ETO co-sponsored the “Spotlight Hong Kong” programme, a smorgasbord of arts and cultural offerings which involved flying over 100 artists to Singapore to perform. In June 2007, the Singapore ETO and the Hong Kong Tourism Board (HKTB) jointly put up a Hong Kong Pavilion in Kuala Lumpur to showcase the successful implementation of “One Country, Two Systems” in the past decade, and the latest tourist attractions.

10. To mark the 10<sup>th</sup> Anniversary of the establishment of the HKSAR, the Singapore ETO took out an eight-page supplement in Malaysia’s *New Straits Times* in June 2007 and a four-page supplement in the Philippines’s *ASEAN Biztimes* in July 2007.

## **Investment Promotion**

11. In August 2007, the Singapore ETO co-organised speaking engagements for the Director-General of Investment Promotion. These included addressing some 100 members of the Singapore International Chambers of Commerce at a luncheon and a dinner dialogue between the Director-General and senior business figures invited by the Singapore Institute of International Affairs.

12. The investment promotion team continued to attract business to Hong Kong from the region. From June 2006 to September 2007, the team worked on 31 projects, and brought nine companies from the region to set up business in Hong Kong.

## **Looking Ahead**

13. The Singapore ETO will continue to enhance knowledge and understanding of Hong Kong’s importance as a regional business partner against the background of a booming Mainland economy. Hong Kong will be showcased as the platform for ASEAN firms to access the Mainland market, as well as for Mainland companies planning to go global. The ETO will highlight Hong Kong as a workplace for overseas professionals.

14. With Malaysia, the focus will be on developing cooperation in Islamic finance. Vietnam, the hotspot for international investors, would feature more prominently in the work of the Singapore ETO. In the tourism sector, the Singapore ETO and the HKTB will continue to target at visitors from Southeast Asia, particularly, to promote Hong Kong as a premier destination for MICE (meetings, incentives, conventions and exhibitions).

## **Report on the Work of the Toronto ETO**

The Toronto ETO is responsible for promoting Hong Kong's economic and trade interests in Canada.

### **Commercial Relations**

2. To fully tap the business potentials arising from the fast-growing Asian economies, particularly Mainland China, Canada announced in 2005 the implementation of the Pacific Gateway Strategy, aiming to make Canada the gateway between North America and Asia for business, trade and investment, and cultural exchange. Against such background, the Toronto ETO made huge efforts to promote Hong Kong as a gateway to Asia and, in particular, the bridgehead for Canadian businesses to explore the Mainland market. The emphasis of our promotion was laid on the advantages for Canadian businesses to set up regional headquarters or to cooperate with businesses in Hong Kong to facilitate their expansion into Asia, in particular, the Mainland.

3. The Toronto ETO adopted a two-pronged strategy for business promotion. Firstly, the ETO arranged regular one-on-one briefings for prominent political and business leaders in Canada, updating the latter on Hong Kong's development and its unique edges as a business platform. Some notable leaders the ETO had met included policy advisers to the Prime Minister, Parliamentary Secretary to the Minister of International Trade, Leader and prominent policy critics of the Official Opposition, Premiers, Mayors, as well as heads of major business associations and chambers of commerce.

4. Secondly, the Toronto ETO made use of a wide range of channels and platforms, including business seminars, public speaking occasions, the mass media, electronic newsletters, exhibitions, as well as direct liaison with interlocutors in the public and private sectors, to maximize the publicity and marketing impacts. In the past year, 15 business seminars were held in major Canadian cities.

5. This year, the ETO made a significant advancement by forming a strategic alliance with the Ontario Chamber of Commerce for business promotion, which enabled the ETO to reach out to over 160 local chambers of commerce and boards of trade in Ontario, representing some 57 000 businesses. The ETO is collaborating with the Chamber to encourage more Ontario businesses to use Hong Kong as a gateway to doing business in China.

6. The Director of Toronto ETO delivered speeches or gave presentations in over 70 seminars or other publicity events organised by local government agencies, trade associations or other organisations. Apart from business promotional events to attract overseas talents to Hong Kong, the ETO organised the 5<sup>th</sup> annual Hong Kong – Canada Career Video Conference and held career exhibitions and talks in 10 major universities in Canada.

## **Public Relations**

7. In 2007, the focus of the ETO's PR campaign is to further increase the profile of Hong Kong and step up the publicity on the competitive advantages and uniqueness of Hong Kong through a series of activities celebrating the 10<sup>th</sup> Anniversary of the establishment of the HKSAR. The ETO organised over 40 events across Canada throughout the year.

8. Some highlight events included the Bauhinia Gala in Toronto, cocktail receptions in Toronto and Vancouver, the tour of the Hong Kong Chinese Orchestra to Canada, Lang Lang's New Year Concert in Toronto, the "Five Decades Under the Lion Rock" photo exhibition, the "Hong Kong Creativity" art exhibition, the "Hong Kong Spirit" Cup Literary Contest for Youth, and the "Hong Kong Series of Lectures" jointly organised with the University of Toronto. These events attracted large audiences and numerous participants.

9. In addition, both the Mayors of Edmonton and Calgary announced the launch of a "Hong Kong Week" in Edmonton and Calgary respectively to celebrate Hong Kong's achievements and its close economic ties with Alberta, a Canadian province with fast-growing economic development.

## **Investment Promotion**

10. The Investment Promotion Unit (IPU) made vigorous efforts to reach out to Canadian companies in targeted sectors such as information technology, communications, business and financial services industries. In the past year, the IPU visited over 130 companies across Canada and successfully assisted 10 companies to set up their offices or regional headquarters in Hong Kong.

## **Looking Ahead**

11. The Toronto ETO will continue to promote Hong Kong as a bridgehead for Canadian businesses to set foot in the Asian market. The ETO will closely monitor the political climate of Canada and its impacts on Hong Kong and Mainland China.

Hong Kong Economic and Trade Office, Toronto  
November 2007