



康栢管理顧問有限公司
CONPAK MANAGEMENT CONSULTANTS LTD.

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29 December 2011

Legislative Council Secretariat
Legislative Council Complex
1 Legislative Council Road
Central
Hong Kong

To whom it may concern,

Support HKTDC for being exempted from the Competition Bill

We are writing to urge for exempting HKTDC from the Competition Bill.

HKTDC is a non-profit driven council whose mission is promoting trade and assisting Hong Kong SMEs to reach overseas buyers. By doing so, they run exhibitions, trade fairs, seminars or consulting services for those SMEs and potential investors. They organize trade fairs to create more business opportunities for exhibitors at lower cost which help SMEs to develop their own brand; network and markets. This in turns not only enhance fairness of the business environment as more competitions driven from the market but not only monopolized by some large scale firms. All those missions of HKTDC are same as objectives of the proposed Competition Bill. We can negotiate better terms due to more suppliers available for selection; thus it can improve the quality of products and enhance the service provided by Hong Kong companies as well.

Meanwhile, HKTDC provides counselor service to both local and overseas investors regarding setting up or investing in Hong Kong companies. By having more information and guidance of investing in Hong Kong, it attracts more funds from other countries and stimulates Hong Kong's economy. Moreover, it maximizes the choice to both local SMEs and clients because we have more suppliers; at the same time, we have a larger client base to create more sales.

HKTDC maintains a powerful databank with millions of business contacts around the world. This is valuable to Hong Kong SMEs to expand their business network and explore the overseas'



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market as mentioned above. Under the proposed Competition Bill, it does not clearly define the concept of “prevents, restricts or distorts competition”; by taking the advantage of this Bill, other trade fair organizers and marketing organizations might try to secure their access to this databank. It means money to these marketing companies by sending spam e-mail or advertisements; this is totally deviating from HKTDC’s original intention of building this database. Please note that HKTDC did not make profit by selling the databank’s information, they would only wish to help promoting Hong Kong’s trade market. Thus we think the Competition Bill should not apply to HKTDC.

We do not see there is any other public or private company having ability to provide these comprehensive services with such low cost and high quality services as HKTDC. Many Hong Kong SMEs use HKTDC’s services and benefit from their low participation fee in the trade fair. The profit they gain is re-invested in the fairs and enhance the quality of the exhibition; this in turns attracting more buyers and creating more business opportunities for exhibitors (SMEs). This becomes a win-win situation to our local companies.

If HKTDC is bound by the Competition Bill, we afraid it will end up disadvantage the position of Hong Kong SMEs and further affect our economy. Therefore we strongly recommended exempting HKTDC from the Competition Bills.

Yours faithfully,

For and on behalf of

Conpak Management Consultants Limited

A handwritten signature in black ink, appearing to read "Man Law", is written over a horizontal line. The signature is stylized and cursive.

Man Law

Director