

To: Bills Committee on Competition Bill  
Legislative Council  
Hong Kong

Dear Sirs,

Re: Request for exempting HK Trade Development Council from the "Competition Bill"

We are a Hong Kong toy company with our own factories having established in Hong Kong since 1952. We have witnessed the memorable contribution that HKTDC had offered to the local industries in the past decades. Apart from what they had done to help promote other industries, the toy industry in particular still remained an unforgettable memory where HKTDC brought the toy delegation to Nurnberg Toy Show in 1968 when we were refused from participation by the German exhibition organizer. HKTDC managed to make a successful show with a Trailer Truck outside the icy cold fair ground in February. Their great effort and mission helped bring the toy companies into the exhibition hall the next year. Please find the attached [leaflet](#) for evidence.

HKTDC was set up in 1966 by law with a public service mission to help promote HKG's business, create opportunities for HKG companies and build HKG's economic success through global business. When HKG government always emphasizes to help and support the SMEs, HKTDC is actively performing a role to carry out the government's policy and commitment.

Hong Kong is now the toy centre of the world for which HKTDC has played an important role for its success. Base on such fact we have strong reason that HKTDC should be treated with exemption from the "Competition Bill."

Further, we would like to spell out the major differences between HKTDC and other open market exhibition concerns:

- 1) HKTDC is a non profitable organization carrying a responsible mission to implement the government's policy of promoting trade and supporting the HKG SMEs, whereas the other exhibition companies just aim for making profits.
- 2) HKTDC has an obligation to conduct exhibitions for the HKG industries in HKG, whereas the others can make shows in HKG or elsewhere at their choice.
- 3) HKTDC as a Home Organization for Hong Kong, they are bearing the burden and assignment to help build HKG business/trade as well as the economy.
- 4) HKTDC is a marketing arm for HKG companies where they provide different and extensive services to expand businesses for the SMEs in the emerging markets globally, including the potential mainland domestic market - our growing home market.
- 5) HKTDC set up offices across 40 commercial centres around the world to support the HKG businesses. None of other exhibition companies offers the near service that HKTDC can contribute.
- 6) Every year uncountable HKG SMEs benefit the fruitful results from joining HKTDC's overseas trade shows and business delegations. Other exhibition bodies only provide a show platform with little supporting service.
- 7) HKTDC works under rules and ordinance and governed by a general council.

Also different advisory committees representing the industries are set up to offer guidance & opinions to HKTDC. None of such is set up to govern the other exhibition organizers.

8) HKTDC belongs to HKG business community and that they have the obligation to promote HKG trade, whereas the other exhibition companies work for their own interest.

9) Open market exhibition organizations do not always guarantee the quality and effectiveness of the shows but HKTDC's past performance is a proven quality assurance for which the long waiting list tells the reason.

Hong Kong's core value is built upon fairness and free trade. HKTDC runs exhibitions on a fair and open ground but bearing a public service mission to support HKG's trade and industries. HKTDC is only one of the many exhibition organizations from HKG and overseas with distinction that they have served the HKG trade for 45 years. We regard HKTDC as a supporting arm for both the HKG government as well as the trade. Therefore, we don't see any reason that HKTDC is in anyway running exhibitions against fairness. We would kindly ask the government to look into the facts and consider the general views on HKTDC made by the HKG business community, especially the SMEs. HKTDC deserves the rights for exemption from the "Competition Bill."

Thank you.

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