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Ms Annette Lam
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Panel on Commerce and Industry
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26 August 2013

Dear Ms Lam,

**Legislative Council Panel on Commerce and Industry
Meeting on 18 June 2013
Trade relations between the Mainland and Hong Kong**

At the meeting of the Panel on 18 June, Members asked for information about the Design Gallery shops set up by the Hong Kong Trade and Development Council in the Mainland, and activities relating to trade of goods between Shenzhen and Hong Kong. The relevant information is now attached for Members' reference.

Yours sincerely,

(Ms Belinda WONG)

for Secretary for Commerce and Economic Development

Design Gallery shops in the Mainland set up by the Hong Kong Trade Development Council (TDC)

The TDC set up Design Gallery shops at The Malls at Oriental Plaza in Beijing and the Teemall in Guangzhou in June 2009 and July 2012 respectively, to offer platforms for Hong Kong enterprises to showcase their products. In order to assist Hong Kong enterprises in building up greater awareness of their brands in the Mainland, the TDC opened a new Design Gallery shop at the Marina City in Qingdao on 21 August 2013, and plans to open another new shop in Chengdu in mid 2014.

The Design Gallery “shops-in-shop” at the New World Department Store (Shanghai Pujian Branch Store) in Shanghai and the Wuhan Zhong Xin Department Store in Wuhan were opened in March and April 2013 respectively. The TDC plans to set up another new “shop-in-shop” at Wuhan Zhong Xin Department Store in November 2013, and a “shop-in-shop” in the New World Department Store (Chong Wen Men Store) in Beijing will be opened soon. Apart from the above, more “shop-in-shop” in Wuhan, Beijing, Shenyang and Harbin will also be opened till early 2014.

Hong Kong enterprises which are interested in joining the Design Gallery Mainland shops are required to submit applications to the TDC. All applications will be considered by a selection committee¹ of the TDC. Since the space available at shops is limited, applicant enterprises which cannot be offered a space will be put on the waiting list. Take the Design Gallery Beijing shop as an example, on average around 11 new enterprises were offered space in the shop every year since its operation in June 2009. As regards Design Gallery “shops-in-shop”, the selection of enterprises is carried out by the department stores concerned². The TDC would assist in contacting the applicant enterprises for taking part in the screening interviews.

Hong Kong enterprises participating in the Design Gallery Mainland shops and “shops-in-shop” from January to July 2013 are set out at **Appendix**. Relevant information about the Design Gallery Mainland shops is provided at its official website (www.hktdc.com/mainlanddg).

¹ The Director, Product Promotion of the TDC serves as the convener of the selection committee. The committee also comprises members with expertise or experience in the design and development of brands, such as representatives from the Hong Kong Designers Association, Hong Kong Design Institute, and Hong Kong Brand Development Council, etc.

² The membership of the selection committee and the selection criteria are decided by the department stores concerned. The TDC is not involved.

Trade of goods between Hong Kong and Shenzhen

Members noted with concern an earlier media report which mentioned that some enterprises repeatedly transported the same batch of goods between Shenzhen and Hong Kong by truck within the same day, so as to create "bogus" value of merchandise trade between the two places to facilitate the application of credit facilities from banks. Members were concerned about the impact of such activities on Hong Kong's banking and financial system, as well as the compilation of statistics on merchandise trade and inward direct investment between Shenzhen and Hong Kong.

According to the Financial Services and the Treasury Bureau, as a bank supervisor, the Hong Kong Monetary Authority (HKMA) has always required authorized institutions (AIs) to perform sufficient customer due diligence and know-your-customer checking in trade financing business in order to ensure the genuineness of the underlying trade transactions. The HKMA conducts on-site examination from time to time to ascertain AIs' compliance with these requirements.

In view of the recent growth in the trade financing business of AIs and concerns of the market, the HKMA has met with selected AIs to understand the latest market developments in this regard and again reminded them to be vigilant in such business to ensure the genuineness of the underlying trade transactions. Moreover, the HKMA has requested those AIs having a relatively large growth in trade financing loans to conduct an internal audit on this segment of business and to furnish the relevant report to the HKMA. The HKMA will continue to monitor market developments and introduce additional supervisory measures if considered appropriate to ensure that AIs conduct business prudently.

As regards the compilation of trade figures, according to the Census and Statistics Department (C&SD), Hong Kong's external merchandise trade statistics are compiled based on information contained in import/export declarations lodged by traders. C&SD and Customs and Excise Department have mechanisms in place to check and confirm all dubious cases with the traders concerned. C&SD also verifies the trade declarations lodged by traders following the risk management principle. When declaration data are suspected to be erroneous, clarifications will be sought from the importers or exporters. Based on the statistics compiled by C&SD, recently there has been no abnormality on Hong Kong's imports from the Mainland.

List of Hong Kong enterprises participating in Design Gallery Mainland shops and “shops-in-shop” from January to July 2013

(a) Design Gallery Beijing Shop: 32 enterprises (Jan – Jul 2013)

	Company	Brand	Product Category
1	A&D Industrial Limited 聯創實業(股份)有限公司	I.O.B	Handbag
2	Able Treasure International Ltd. 皓浚國際有限公司	Role Model 袋妍人	Handbag
3	Affinity Design Co Ltd	ICRYSTAL New York ICRYSTAL New York x Hello Kitty	Watch
4	Amandus Jewellery Limited	Amandus 艾瑪迪斯	Fashion Accessory
5	Amazing Product Development Limited 成美產品有限公司	Winnerduck 永德	Gift & Premium
6	Bolt Limited 盈趣有限公司	Bolt Concepts 盈趣	Gift & Premium
7	Capital Faith Frading Limited	Adam 3D Bag Original	Handbag
8	CDN International Group Limited 扒令集團有限公司	CDN	Gift & Premium
9	Chocolate Rain Jewellery & Design Co. Ltd.	Chocolate Rain	Gift & Premium
10	Continental Jewellery (Mfg) Limited 恆和珠寶首飾廠有限公司	Lotopia	Fashion Accessory
11	Dailywin Watch Products Mfg. Ltd. 得利鐘錶製品廠有限公司	SAGA 世家	Watch
12	Elody International Company Limited 愛樂蒂國際有限公司	ELODY 愛樂蒂	Fashion Accessory

	Company	Brand	Product Category
13	ENS Global Marketing Ltd 盈思市場拓展有限公司	SEMK 盈思	Gift & Premium
14	Free Town Watch Products Limited 飛騰錶業有限公司	TEMPORIS 天普時	Watch
15	German Pool Group Company Limited 德國寶集團有限公司	German Pool 德國寶	Household Product
16	G-Link Jewelry Design Limited 志領珠寶有限公司	G-Link	Fashion Accessory
17	GMP Industrial Co. Ltd. 通匯家電有限公司	Welhome 惠家	Household Product
18	Goddess International Limited 科迪斯國際有限公司	Betta 貝家	Gift & Premium
19	Great Symbol Limited 安致有限公司	GLJ	Fashion Accessory
20	Konstar Industries Limited	Konstar	Household Product
21	La Milky Way Jewellery Limited 銀河明星珠寶有限公司	La Milky Way 銀河明星	Fashion Accessory
22	Mastermind Production International Limited 策劃者國際有限公司	Mastermind Production	Handbag
23	Momax Technology (H.K.) Limited 摩米士科技(香港)有限公司	MOMAX 摩米士	Gift & Premium
24	Nexus Industrial Design Limited 溢鋒設計有限公司	NiD	Electronics
25	Oregon Scientific Global Distribution Limited 歐西亞環球有限公司	Oregon Scientific 歐西亞	Electronics
26	R & S International Limited 朗森國際有限公司	Gallucci 卡拉杜	Watch
27	Speedmax Enterprises Limited 時寶企業有限公司	JJ*Venus	Fashion Accessory

	Company	Brand	Product Category
28	SURA Limited 古奧有限公司	SURA 古奧	Gift & Premium
29	Vincelle Limited	Vincelle	Handbag
30	Wise Leader Limited 富享有限公司	ROMAGO DESIGN 雷米格	Watch
31	Wise Luck International Ltd. 興南國際有限公司	Auchamo 沃奇瑪	Handbag
32	Z Laboratory Limited	Charles - Hubert Paris 查爾斯寶	Watch

(b) Design Gallery Guangzhou Shop: 17 enterprises (Jan – Jul 2013)

	Company	Brand	Product Category
1	Amazing Product Development Ltd	Winnerduck 永德	Gift & Premium
2	Continental Jewellery (MFG) Ltd	Lotopia	Fashion Accessory
3	Dailywin Watch Products Mfg. Ltd 得利鐘錶製品廠有限公司	SAGA 世家	Watch
4	Enne Luxmi Enterprises Ltd 萬代企業有限公司	Luxmi 樂士美 Ristiano 雷霆	Watch
5	ENS Global Marketing Ltd 盈思市場拓展有限公司	SEMK 盈思	Gift & Premium
6	Free Town Watch Products Ltd 飛騰錶業有限公司	TEMPORIS 天普時	Watch
7	GMP Industrial Co. Ltd. 通匯家電有限公司	Welhome 惠家	Household Product

	Company	Brand	Product Category
8	G-Link Jewelry Design Ltd 志領珠寶有限公司	G-Link	Fashion Accessory
9	Goddess International Limited	Betta 貝家	Gift & Premium
10	Momax Technology (Hong Kong) Limited	MOMAX 摩米士	Gift & Premium
11	Nexus Industrial Design Ltd 溢鋒設計有限公司	NiD	Electronics
12	Oregon Scientific Global Distribution Limited	Oregon Scientific 歐西亞	Electronics
13	Potter Industries Limited	Ecomelife 怡屋美	Household Product
14	Speedmax Enterprises Limited 時寶企業有限公司	JJ*Venus	Fashion Accessory
15	Vincelle Limited (Former Name: Xie Yi Lifestyle Limited 寫意生活有限公司)	Vincelle	Handbag
16	Z Laboratory Ltd	Charles - Hubert Paris 查爾斯寶	Watch
17	Wise Leader Limited 富享有限公司	ROMAGO DESIGN 雷米格	Watch

(c) Design Gallery “shop-in-shop” in Shanghai: 17 enterprises (Since opening in March 2013 – July 2013)

	Company	Brand	Product Category
1	United Art Metals Factory Limited 聯藝五金製品廠有限公司	Crystocraft 卡斯杜克	Gift & Premium

	Company	Brand	Product Category
2	Teleway Industrial Limited	dexim 德鑫明	Gift & Premium
3	Technical (HK) Manufacturing Limited 得利高（香港）製品有限公司	EZPull	Household Product
4	T Plus Limited 加品店有限公司	GermBuster	Household Product
5	Fortune Industrial Products Limited	J. Steed 尚駿	Gift & Premium
6	Momax Technology (HK) Limited 摩米士科技（香港）有限公司	Momax 摩米士 / The Core 的可	Gift & Premium
7	Nexus Industrial Design Limited 溢鋒設計有限公司	NiD	Electronics
8	Oiko Limited 愛家有限公司	Oiko 愛家	Household Product
9	Semk Products Limited 森科產品有限公司	SEMK 盈思	Gift & Premium
10	King Faculty Entp Ltd 建輝實業有限公司	Siliconier	Household Product
11	SURA Limited 古奧有限公司	SURA 古奧	Gift & Premium
12	G.E.W. International Co. Limited 通用國際企業有限公司	Welhome 惠家	Household Product
13	Amazing Product Development Limited 成美產品有限公司	Winnerduck	Gift & Premium
14	Z Laboratory Limited	Zerone 時瘋	Watch
15	Goodness International Limited 科迪斯國際有限公司	Betta 貝家	Gift & Premium
16	Potter Industireis Limited 葆達實業有限公司	Ecomelife 怡屋美	Household Product

	Company	Brand	Product Category
17	Oregon Scientific 歐西亞香港有限公司	Oregon Scientific 歐西亞	Electronics

(d) Design Gallery “shop-in-shop” in Wuhan: 16 enterprises (Since opening in April 2013 – July 2013)

	Company	Brand	Product Category
1	Speedmax Enterprises Limited 時寶企業有限公司	JJ*VENUS	Fashion Accessory
2	G-Link Jewelry Design Limited 志領珠寶有限公司	G-Link	Fashion Accessory
3	Dailywin Watch Product Mfg. Limited 得利鐘錶製品廠有限公司	SAGA 世家	Watch
4	2 CAN International Limited 度格國際有限公司	2 CAN	Watch
5	Timer Shine (Hong Kong) Industry co., Ltd. 德訊（香港）實業公司	Timesshine 德訊	Watch
6	Free Town Watch Products Ltd. 飛騰錶業有限公司	TEMPORIS 天普時	Watch
7	Ens Global Marketing Limited 盈思市場拓展有限公司	SEMK 盈思	Gift & Premium
8	Momax Technology (Hong Kong) Limited 摩米士科技（香港）有限公司	Momax 摩米士 The Core 的可	Gift & Premium
9	Nexus Industrial Design Limited 溢鋒設計有限公司	NiD	Electronics
10	Goddess International Limited 科迪斯國際有限公司	Betta 貝家	Gift & Premium
11	Amazing Product Development Ltd. 成美產品有限公司	Winnerduck	Gift & Premium
12	Able Treasure International Limited 皓浚國際有限公司	Role Model 袋研人	Handbag

	Company	Brand	Product Category
13	Vincelle Limited	Vincelle	Handbag
14	Amandus Jewellery Limited 權杖珠寶有限公司	Amandus 艾瑪迪斯	Fashion Accessory
15	Mastermind Production International Limited 策劃者國際有限公司	Mastermind Production	Handbag
16	Potter International Limited 葆達實業有限公司	Ecomelife 怡屋美	Household Product