

**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 11 overseas Economic and Trade Offices (ETO) since our last report in October 2014. The work reports of individual ETOs are set out in the following Appendices -

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2. In order to tap the emerging markets in the Association of Southeast Asian Nations, we also plan to set up a new ETO in Jakarta in 2016. Preparatory work is underway.

Report on the Work of the Geneva ETO

The principal function of the Geneva ETO is to represent Hong Kong, China (HKC) as a Member of the World Trade Organization (WTO). It also represents HKC as a Member of the Advisory Centre on WTO Law (ACWL), and as a participant of the Trade Committee of the Organisation for Economic Cooperation and Development (OECD) in Paris.

Commercial Relations

2. At the Ninth Ministerial Conference (MC9) held in December 2013 in Bali, Indonesia, WTO Members delivered a “Bali Package” which comprised a new Agreement on Trade Facilitation (TFA) and nine other decisions on agriculture and development issues. They also agreed to prepare a clearly defined work programme for the remaining issues on the Doha Development Agenda (DDA), known as the Post-Bali Work Programme (PBWP), by December 2014.

3. WTO Members including HKC have been working actively to follow up on the MC9 decisions. Soon after the TFA was open to Members for formal acceptance, HKC deposited its instrument of acceptance on 8 December 2014, and became the first of the 161 WTO Members to do so. The TFA will take effect upon the acceptance by two-thirds of the Members. WTO Members also agreed in November 2014 that they would make concerted efforts to adopt, by 31 December 2015, a permanent solution to address the issue of public stockholding for food security.

4. Arising from the MC9 decision to expedite the operationalisation of the services waiver that enables WTO Members to provide better market access to least developed countries (LDCs), close to 30 WTO Members, including HKC, have indicated their intention to offer special treatments to the LDCs. As at end September 2015, 15 Members, including HKC, have issued formal notifications of such treatments.

5. As regards the remaining DDA issues, progress in the negotiations has been slow, owing initially to an impasse over the adoption of the TFA Protocol which was not resolved until November 2014, and then to the very different positions held by Members in the key negotiation areas. Although Members could not agree on a PBWP by the extended deadline of end July 2015, they continue to work towards a substantive outcome at the Tenth

Ministerial Conference (MC10) to be held in Nairobi, Kenya in December 2015.

6. Apart from engaging in multilateral negotiations, HKC also participated in the plurilateral negotiations to expand the product coverage of the Information Technology Agreement (ITA). After 17 rounds of negotiations, 25 participants¹ agreed to eliminate tariffs for 201 additional products, and are now working to finalise the implementation plan. Annual trade in the additional products is valued at over US\$1.3 trillion per year, and accounts for approximately 7% of total global trade today. WTO Members which are not parties to this accord will also benefit by virtue of the most-favoured nation principle.

7. Separately, 24 WTO Members, including HKC, which seek more ambitious liberalisation in services trade are taking a plurilateral approach to negotiate a Trade in Services Agreement (TiSA). Based on WTO's existing General Agreement on Trade in Services, TiSA aims to improve market access and develop new and enhanced disciplines for a wide range of services sectors. As at end September 2015, 12 rounds of formal negotiations have been conducted with sustained momentum.

8. HKC is also one of the 17 WTO Members participating in the plurilateral negotiations to cut the tariffs of hundreds of environmental products. As at end September 2015, nine rounds of negotiations have been held and progress has been satisfactory.

9. In addition to trade negotiations, the Geneva ETO contributes to the work of various regular WTO committees and bodies. This year, our officers chaired two Committees, on Customs Valuation (up to May 2015) and on Trade and Environment (from May 2015), in their personal capacities. At the Trade Policy Review Body, we have taken an active part in the peer reviews of other WTO Members. HKC's own trade policy review was held in November 2014, at which many Members commended HKC for the transparency and openness of its trade and investment regime, its strong commitment to the multilateral trading system, and the constructive role it played in the DDA negotiations.

10. The Geneva ETO attended all relevant meetings of the Trade Committee of the OECD in Paris throughout the year. We also supported the attendance of the Secretary for Commerce and Economic Development at the Trade Session of the OECD Ministerial Council Meeting in June

¹ For all the plurilateral negotiations mentioned in this document, the European Union's 28 Member States are counted as one participant. For the negotiation on ITA, the customs union of Switzerland and Liechtenstein also counts as one participant.

2015 and the informal Ministerial Meeting co-hosted by Australia and Kenya in the margin of that meeting.

Looking ahead

11. In the coming year, the Geneva ETO will continue to advance and defend the commercial interests of HKC, and uphold the systemic value of the multilateral trading system and the WTO. We will continue to participate actively in the current round of multilateral trade negotiations, mainly to seek greater market access for our services sectors and industrial goods. We shall intensify work on the negotiation fronts and help broker deliverables, with a view to achieving fruitful outcomes at MC10. In parallel, we will continue to contribute to the work of the OECD and the ACWL.

Hong Kong Economic and Trade Office, Geneva
October 2015

Report on the Work of the Washington ETO

The Washington ETO closely monitors the political and economic development in the United States of America (US) and reports to Hong Kong on legislative proposals, government policies, executive and regulatory actions that may affect Hong Kong. It represents Hong Kong's trade and economic interest in the US and actively promotes bilateral cooperation between the two economies.

Commercial Relations

2. The US was Hong Kong's second largest trading partner and Hong Kong was the tenth largest market for US exports in 2014. The bilateral economic and trade ties and exchanges continued to strengthen. In March 2015, our business community actively participated in the SelectUSA Investment Summit organised by the US Department of Commerce in Washington DC. The large-scale "Think Asia, Think Hong Kong" promotion, organised by the Hong Kong Trade Development Council, was held in Chicago in June 2015 to highlight Hong Kong's role as a springboard to doing business with Asia, particularly the Chinese Mainland.

3. An important aspect of the Washington ETO's work is to strengthen Hong Kong's audience-building work by engaging federal agencies, Congressional Members and staffers, think-tanks, the media, the academia, the business community, former Hong Kong residents and other opinion formers. It assures our contacts of Hong Kong's commitment to free trade and economic freedom, as well as promotes our position as the premier international financial centre, one of the most business friendly cities and the gateway to Mainland China and the Asia Pacific region. Bearing in mind the externally-oriented nature of our economy, the Washington ETO also monitors and reports on significant domestic US issues and its relations with key trading partners that may have implications on Hong Kong. These include trade issues and disputes with Mainland China, negotiations on bilateral and regional free trade agreement, US fiscal and monetary policies, and implementation of major reform initiatives on financial services and taxation.

Public Relations

4. The Washington ETO reaches out to its interlocutors on a regular basis to brief them on Hong Kong's latest development, including the implementation of "One Country, Two Systems", and to address their issues of concern. In response to the increasing interest in the US in constitutional development in Hong Kong over the past months, considerable efforts have been made in briefing Congressional Members and staffers, think-tanks, the media and the academia. Meanwhile, through its PR activities, the Washington ETO maintains and expands a broad network of contacts with different sectors in the US to promote the various strengths of and opportunities in Hong Kong. Notable activities include the annual spring reception held in February 2015 to celebrate the Chinese New Year. The ETO hosted a reception in April 2015 where a curator from M+ provided an update on the developments of the new museum for visual culture. Another reception was held in May 2015 for networking with the US business community and young professionals. The Washington ETO also marked the milestone of the 20th anniversary of the "Made in Hong Kong" Film Festival organised in conjunction with the Smithsonian Institution's Freer Gallery of Art, hosting a large-scale reception in July 2015 to feature Hong Kong director Ruby Yang and inviting director Heiward Mak to attend the closing of the festival.

5. High-level visits by senior HKSAR government officials to Washington DC provide a focal point on Hong Kong's strengths in various sectors. The Washington ETO helped organise the visits of the Financial Secretary (FS) and the Secretary for Education (SED) in October 2014 and July 2015 respectively. FS met with the Chair of the Federal Reserve System, US Attorney General, Chairman of the Council of Economic Advisers, think-tanks, senior officials of the federal agencies and financial institutions to update them on the economic and financial developments in Hong Kong including off-shore Renminbi business and Shanghai-Hong Kong Stock Connect. SED met with the National Science Foundation, education organisations, the academia and members of the Hong Kong community. He also addressed the World Assembly and International Conference of the World Organization for Early Childhood Education.

6. In addition to his liaison work in Washington DC, the Commissioner for Economic and Trade Affairs to the United States made regular visits to various states and cities across the US to call on senior state and local government officials/legislators, deliver speeches to regional chambers of commerce and university faculty/students, as well as give interviews and

briefings to the media. He highlighted Hong Kong's attractiveness not just as an excellent location for doing business but also an exciting, energetic city for young professionals, entrepreneurs and second generation of Chinese Hong Kong permanent residents to live in and pursue a successful career.

Looking Ahead

7. The Washington ETO will continue to strengthen and expand its network of contacts in Washington DC to promote a more balanced and comprehensive understanding of Hong Kong and to encourage closer cooperation with different sectors of the US. The presidential election will take place in 2016. The ETO will closely monitor the situation and adjust our liaison and PR strategy as necessary.

Hong Kong Economic and Trade Office, Washington, DC
October 2015

Report on the Work of the New York ETO

The New York ETO is responsible for promoting the economic and trade interests of Hong Kong, and strengthening economic ties and networks between Hong Kong and 31 eastern states of the United States of America (US)¹.

2. In 2014, New York State maintained its position as the biggest trading partner of Hong Kong among all 50 states in the US, with exports from New York State to Hong Kong reaching US\$10.7 billion, representing an increase of over 15% compared to 2013.

Commercial Relations

3. The New York ETO has arranged programmes for various senior officials visiting the Eastern US during the reporting period. In June 2015, the Chief Executive (CE) and the Secretary for Commerce and Economic Development (SCED) led a delegation of over 100 businessmen to attend the “Think Asia Think Hong Kong” Symposium in Chicago and promote Hong Kong-US ties. During the visit, CE and SCED attended over ten different meetings and events, and met with the Mayor of Chicago Rahm Emanuel as well as other dignitaries.

4. In May 2015, CE visited Massachusetts with a delegation of university students and leaders in the innovation and technology sectors to celebrate Cathay Pacific’s inaugural direct flight between Hong Kong and Boston. The delegation visited the Massachusetts Institute of Technology’s Media Lab and the Harvard University Stem Cell Institute. The New York ETO also organised a business luncheon where CE spoke to over 200 guests to promote Hong Kong’s role as the super-connector between Mainland China and the rest of the world.

¹ Namely the States of Alabama, Arkansas, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont, Virginia, West Virginia, and Wisconsin.

5. In October 2014, the New York ETO organised a visit to New York City (NYC) by the Financial Secretary (FS) to promote Hong Kong's strengths as an international financial centre. During the visit, FS met with Michael Bloomberg, CEO of Bloomberg LP and former Mayor of NYC, Deputy Mayor of NYC Alicia Glen as well as heavyweights of the US financial services sector.

6. The New York ETO has continued its efforts to reach out to the business community, political and government leaders, major universities, arts and cultural institutions and the media in the Eastern US. During the reporting period, the Commissioner for Economic and Trade Affairs to the United States (C,USA) and/or the Director of the New York ETO (D(NY)) conducted over 30 visits to 27 different states². They called on governors, cabinet secretaries and mayors, state legislators, academia, think-tanks and business leaders among others; and conducted speaking engagements and media interviews with a view to promoting better understanding of Hong Kong as a vibrant international financial, trading, educational and cultural hub.

7. During the reporting period, New York ETO also facilitated visits to Hong Kong by senior representatives from various sectors, including the Governor of Virginia in October 2014. In addition, the New York ETO also facilitated visits to the Eastern US by notable personalities from Hong Kong³.

Public Relations

8. The New York ETO has organised a variety of publicity events to reach out to new stakeholders, and to promote Hong Kong's soft power in arts and culture. It organised a first-ever week-long exhibition in the Time Warner Centre on Hong Kong art and culture in late February 2015. Over one million people either visited or passed through the upscale shopping mall during the exhibition period. This also aimed to promote and tie in with the inaugural performances of the Hong Kong Dance Company at the Lincoln Centre in March.

² Including Alabama, Arkansas, Delaware, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Minnesota, Mississippi, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, North Carolina, South Carolina, Tennessee, Vermont, Virginia, and West Virginia.

³ Such as the Chairperson of the Women's Commission Mrs Stella Lau, the Chief Financial Officer of the Hong Kong Exchanges and Clearing Ltd Mr Paul Kennedy, the President of the University of Hong Kong Professor Peter Mathieson and the Hong Kong Biotechnology Organization, etc.

9. The New York ETO collaborated with the Yale-China Association in launching the first Arts Fellowship Program. Two emerging artists from Hong Kong, Perry Ling and Yang Hao, went on a six-month long art immersion programme and conducted workshops at Yale University and in New York and Louisville, Kentucky. In conjunction with the Hong Kong Association of New York, the ETO organised a cross-cultural talk on the curatorial scenes of Hong Kong and New York in June 2015 featuring visiting Chief Curator of the Hong Kong Museum of Art, Eve Tam. On the music front, the ETO supported the first Hong Kong Generation Next Art (HKGNA) Young Virtuosos Concert at Carnegie Hall in July 2015 and helped promote young music talents from Hong Kong, Yue Zhang, Jeremy Hao and Lee Shing besides the HKGNA founder, Michelle Kim, an accomplished pianist herself.

10. The New York ETO held and sponsored a few large-scale film events to promote Hong Kong's film industry and to introduce some of its talents. For example, the New York Asian Film Festival (NYAFF), North America's leading festival of popular Asian cinema, featured 11 critically acclaimed Hong Kong new releases from late June to mid-July 2015. Hong Kong actor Aaron Kwok attended the opening night screening of his 2015 film "Port of Call" and received the much coveted NYAFF "Star Asia Award" in Lincoln Centre. Hong Kong director Ringo Lam was presented with the prestigious NYAFF "Lifetime Achievement Award". It was his first attendance in the international film festival circuit after a years-long hiatus, and the New York Times lauded him as a "Crime Master" to acknowledge his contribution to the gangster movie genre. Another director-screenwriter Lau Ho-leung attended the festival for his directorial debut "Two Thumbs Up".

11. In the Asian American International Film Festival in late July 2015, the New York ETO sponsored the Hong Kong film programmes with "My Voice, My Life" as the opening night movie. The feature length documentary was directed by Hong Kong Oscar-winning director/producer/editor Ruby Yang who also attended the screening and met with the audience at the Asia Society. Besides, the ETO collaborated with the Museum of Chinese in America by sponsoring a screening to showcase the first documentary, "My Way", by Hong Kong filmmaker Cheuk Cheung, who also attended the screening session.

12. Mixing sport and culture, the New York ETO sponsored and supported Hong Kong Dragon Boat Festivals in Boston, Atlanta and New York, the latter celebrating its 25th anniversary this year. The office also

sponsored the Dragon Boat Races in Chicago for the first time in June 2015 to better connect with stakeholders in the Midwest area.

13. The New York ETO hosted Chinese New Year spring receptions in NYC, Atlanta and Miami. The ETO is also paying greater attention to raising awareness of Hong Kong among younger mainstream Americans. This includes launching a Facebook page entitled “Hong Kong Meets America”, and over 20 visits/speaking engagements at universities by D(NY).

Investment Promotion

14. The New York ETO’s Investment Promotion Unit (IPU) conducted an extensive investment promotion programme in the US East which not only focused on traditionally strong business sectors, but also aimed at early stage, entrepreneurial companies with overseas investment potential. During the reporting period, the IPU met with 226 companies and assisted 24 companies to establish business operations in Hong Kong. The IPU staff participated in major investment promotion conferences and forums, and sponsored the Argyle Chief Executive Leadership series, the Massachusetts Technology Leadership Council programmes, and the Securities Industry Financial Markets Association seminar on “The Globalization of China’s Markets”.

Looking Ahead

15. In the last quarter of 2015, the New York ETO will be organising visits to NYC by FS and the Secretary for Justice. We will also maintain our drive to promote Hong Kong’s strengths through out-of-state visits by C,USA and D(NY) and various outreach activities.

Hong Kong Economic and Trade Office, New York
October 2015

Report on the Work of the San Francisco ETO

The San Francisco ETO is responsible for promoting the economic and trade relations between Hong Kong and the 19 western states¹ in the US.

2. In 2014, merchandise exports from the 19 western states to Hong Kong amounted to US\$16.1 billion, accounting for almost 40% of the US total. California, Washington and Texas were among the five states² with the highest value of exports to Hong Kong. Computers and electronics, transportation equipment, manufactured goods, machineries, chemicals, agricultural and food products were the top exports from the US West. Compared to 2013, exports from this region to Hong Kong fell by 20% (US\$4.1 billion), attributable to a substantial drop in primary metal exports (by US\$3.7 billion) from Utah.

Commercial Relations

3. Over the past year, the Commissioner for Economic and Trade Affairs to the United States and Director of the San Francisco ETO (D(SF)) jointly or individually visited over 20 cities in 11 western states³. They called on senior state and city government officials, leaders of state legislatures and business organisations, academics and think-tankers to update them on economic and political developments in Hong Kong. They also gave media interviews, and spoke at chambers of commerce and universities to explain the unique strengths of Hong Kong under “One Country, Two Systems” as well as our importance as a two-way gateway facilitating investments into and out of the Mainland of China.

¹ Namely the States of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Oklahoma, Oregon, Montana, Nebraska, Nevada, New Mexico, North Dakota, South Dakota, Texas, Utah, Washington and Wyoming.

² The five states, in descending order of the value of their respective goods export to Hong Kong, were New York, California, Florida, Washington and Texas.

³ Key cities visited include Anchorage and Juneau in Alaska; Phoenix in Arizona; Berkeley, Los Angeles, Sacramento, San Diego and San Jose in California; Denver in Colorado; Honolulu in Hawaii; Lincoln and Omaha in Nebraska; Albuquerque and Santa Fe in New Mexico; Oklahoma City in Oklahoma; Portland in Oregon; Austin, Dallas and Houston in Texas; and Olympia and Seattle in Washington.

4. Often referred to as the innovation capital of the world, the San Francisco Bay Area (where Silicon Valley is located) in Northern California attracted close to 50% of all US venture capital investments in 2014. The region has also been the focus of attention of innovative entrepreneurs from Hong Kong, drawing multiple delegations led by the Hong Kong Science and Technology Parks Corporation, Hong Kong Cyberport, Hong Kong Information Technology Joint Council, TiE Hong Kong Chapter as well as the Empowering Young Entrepreneurs Program co-organised by Google and the Chinese University of Hong Kong (CUHK). The San Francisco ETO supported these delegations by organising or sponsoring networking events to encourage relationship building among Hong Kong and Bay Area angel investors, venture capitalists, professionals and entrepreneurs in technology industries.

5. To encourage experience sharing in the promotion of innovation and technology, the San Francisco ETO invited to Hong Kong Dr Mary Walshok, Associate Vice Chancellor for Public Programs and Dean of Extension, University of California at San Diego under the HKSARG's Sponsored Visitors Programme in December 2014. Dr Walshok was one of the founders of CONNECT, a prominent body focused on promoting technology transfer and creation of innovative enterprises in the San Diego region. The organisation has assisted in the formation and development of more than 3,000 companies since its beginning in 1985.

6. In addition, the San Francisco ETO hosted the Secretary for Commerce and Economic Development (SCED) twice over the last 12 months. In December 2014, SCED went to Southern California and spoke to members of the Los Angeles World Affairs Council, Hong Kong Association of Southern California as well as local business and government leaders. This past August, he stopped over in Northern California to learn how the San Francisco Government regulates and supports its food truck operators. He also took the opportunity to visit a prominent electric vehicle manufacturer in Silicon Valley.

Public Relations

7. Continuing with its effort in film promotion, the San Francisco ETO partnered with the San Francisco Film Society again in November 2014 to exhibit eight Hong Kong movies in the "Hong Kong Cinema" in San Francisco. The Office also sponsored the presentation of Hong Kong movies at major film festivals in Mill Valley, Portland, Vail, Dallas, San Francisco and Seattle from January to June 2015. The San Francisco ETO took advantage of the visit of film directors Ruby Yang, Jessey Tsang and

Amos WHY during CAAMFest in San Francisco to organise a roundtable for them to share experience with more than 20 local and visiting film makers. We also hosted a reception in honour of renowned Hong Kong film producer, Nansun Shi, who attended the San Francisco International Film Festival.

8. In support of academic exchanges, the San Francisco ETO assisted in planning the visit of Professor Joseph Sung, Vice-Chancellor of CUHK and Fulbright Distinguished Scholar of 2014, to the West Coast of the US in January 2015. Professor Sung visited Stanford University, University of California at Berkeley, University of California at Los Angeles, and the University of Washington to give lectures and meet with leaders of relevant faculties.

9. Rooting for young artists and athletes from Hong Kong, the San Francisco ETO sponsored the recitals of the Hong Kong Children's Symphony Orchestra, and encouraged the Hong Kong community to attend the Special Olympics World Games and cheer for the 105-members strong Hong Kong Delegation. Both the recitals and the games took place in Los Angeles in July.

10. To publicise the pilot Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents and other enhancements to the admission arrangements for talent, professionals and entrepreneurs launched in May 2015, D(SF) hosted a briefing session for the Chinese media in San Francisco, and attended radio and television interviews. The San Francisco ETO also gave career talks at major West Coast universities, and invited the Hong Kong business associations and alumni associations in the region to help spread the news to their members.

Investment Promotion

11. Over the last 12 months, the Investment Promotion Unit (IPU) of the San Francisco ETO visited 265 companies, and assisted 17 companies to establish new business or expand their operations in Hong Kong. It also arranged Invest Hong Kong directorate visits to Dallas, San Francisco and the Silicon Valley. In November 2014, the IPU organised in San Francisco a major joint investment promotion seminar for Hong Kong, Macao, and Guangdong Province. The event was attended by over 300 participants. Besides activities initiated by the Unit, IPU supported delegations from the Hong Kong Science and Technology Parks Corporation and the Hong Kong Cyberport in their marketing activities in California and Texas. Furthermore, the Unit actively promoted the November 2014 StartmeupHK

venture programme with encouraging response from companies in the US West. A startup from Silicon Valley, SeeVider, joined the competition and won the Smart City award.

Looking Ahead

12. The San Francisco ETO will continue to promote Hong Kong as the vital link to Mainland China and Asia through business and cultural events as well as regular visits to key cities in the US West. Considering the strengths of the western states, innovation and technology, arts and culture, and food and wine will remain the primary foci in the coming year. Particular attention would also be given to opportunities for talents and startups.

HK Economic and Trade Office, San Francisco
October 2015

Report on the Work of the Brussels ETO

The Brussels ETO represents Hong Kong's economic and trade interests in the European Union (EU), and is responsible for promoting Hong Kong's bilateral relations with 15 European countries, comprising 14 EU Member States (MSS), namely Belgium, Bulgaria, Croatia, Cyprus, France, Greece, Ireland, Italy, Luxembourg, Malta, the Netherlands, Portugal, Romania and Spain, as well as Turkey.

Commercial Relations

2. The Brussels ETO maintained regular dialogue with the European Commission (EC), national Governments and Permanent Representations stationed in Brussels of the 28 EU MSS, and monitored EU policies which might have ramification on Hong Kong, e.g. following EC's erroneous inclusion of Hong Kong on its list of "non-cooperative tax jurisdictions" in June 2015, the Brussels ETO lodged Hong Kong Government's strong protest with EC and engaged the relevant EU MSS to state our case. We closely monitored discussions at summits of EU leaders regarding, for example, Greece's financial crisis and the EU Investment Plan which aimed to mobilise EUR315 billion investments in the next three years.

3. On trade issues, we monitored EC's trade remedy measures against Mainland China's products, such as anti-dumping and anti-subsidy duties, given the close trade relations between Hong Kong and the Mainland. We also followed EU's negotiations on bilateral agreements with other trading partners, including the investment agreement with Mainland China and the Transatlantic Trade and Investment Partnership Agreement with the United States, which would ultimately change the global trade environment causing impacts on Hong Kong. The Brussels ETO also maintained regular contact with EC to explore the possibility of an Investment Promotion and Protection Agreement between Hong Kong and EU.

4. At the level of national governments, the Brussels ETO supported the liaison that led to Italy's formal ratification of the Hong Kong-Italy Comprehensive Agreement for Avoidance of Double Taxation in August 2015; and conclusion of the Hong Kong-Romania Memorandum of Understanding (MoU) on Cooperation on Wine-related Businesses signed in Hong Kong in June 2015.

5. The Brussels ETO lined up eight Hong Kong senior official visits during the reporting period. In October 2014, Financial Secretary visited France and Italy to officiate at the flagship business promotion event, “Think Asia, Think Hong Kong” organised by the Hong Kong Trade Development Council (HKTDC) in Paris and Milan respectively, and met senior French and Italian officials. In May 2015, Chief Secretary for Administration (CS) visited Amsterdam, Brussels, Dublin, Rome and Venice to meet with senior government officials, local business communities, local Hong Kong communities and university students. She, inter alia, met with European Commissioners in Brussels and officiated at the opening ceremony of the Hong Kong Pavilion at the world-renowned Venice Biennale in Venice.

6. The Brussels ETO also organised visits of Secretary for Development to Barcelona and Paris in October-November 2014 and to Barcelona in March 2015; Secretary for Financial Services and the Treasury to Paris and Brussels in November-December 2014; Secretary for Commerce and Economic Development (SCED) to Paris and Burgundy in June 2015; Secretary for the Environment to Paris, Alés and Milan in July 2015; and Secretary for Education to Brussels in July 2015.

7. The Brussels ETO collaborated with Invest Hong Kong (InvestHK), HKTDC and other local business associations and partners to organise a total of 33 business luncheons, seminars, receptions and dinners to promote Hong Kong’s business opportunities and its role as a super-connector to the Mainland and Asian markets.

8. The Brussels ETO supported visits of Hong Kong’s non-governmental delegations, including a Hong Kong Design Centre delegation comprising representatives from relevant professional bodies to Barcelona in March 2015 in preparation for Barcelona’s participation in Hong Kong Business of Design Week as the 2015 partner city; a delegation of the Hong Kong publishing and printing sector to participate in the Bologna Children’s Book Fair in Italy in March 2015; a trade mission of the Hong Kong General Chamber of Commerce to Barcelona, Madrid and Milan in May 2015; and a Hong Kong Convention and Exhibition Centre delegation for setting up of the Hong Kong Restaurant at the Bordeaux Vinexpo in July 2015.

Public Relations

9. Against the launch of the enhanced Talent Admission Schemes in May 2015, the Brussels ETO organised dedicated seminars in June-July

2015, with Immigration Department representatives imparting practical advice on the spot, in Amsterdam, Luxembourg City, Antwerp, Barcelona and Dublin to reach out to the target groups such as young entrepreneurs, skilled professionals, and Hong Kong emigrants and their descendants.

10. The Brussels ETO continued to promote Hong Kong's arts and cultural talents, in particular soloists and small groups. Apart from a sand-painting performance by artist Hoi Chiu at the Chinese New Year (CNY) reception in Brussels in March 2015, we also supported participation of comics artists in the Angoulême International Comics Festival, France in January-February 2015; participation of curators in the ARCO contemporary art exhibition in Madrid in March 2015 and in LOOP Video Arts Festival in Barcelona in May 2015; exhibition of art works by over 40 Hong Kong artists in Amsterdam in June 2015; drama performance "One Hundred Years of Chinese Architecture" by Zuni Icosahedron at Tramedautore International Contemporary Drama Festival in Milan in September 2015; and a seminar featuring designer Mr Michael Young in Design September in Brussels in September 2015.

11. The Brussels ETO supported Hong Kong music talents to gain international exposure. We promoted the Hong Kong Philharmonic Orchestra concert in Eindhoven in February 2015; and invited Wuji Ensemble, a Chinese plucked string instrument group and Miss Fiona Foo, a marimba soloist to perform at our CNY receptions in January-March 2015. During SCED's visit to Burgundy in June 2015, Mr Bobby Cheung, an oboist, and Mr Kelvin Tsui, a harpsichordist, both pursuing postgraduate music studies in France, performed at the reception hosted by the Burgundy Regional Council. With our support, Mr Calvin Wong, a young cellist, joined a one-week master class and performed at the Rome Chamber Music Festival in June 2015.

12. The Brussels ETO is also keen to promote Hong Kong's local culture. We provided support for the conclusion of the Hong Kong-Ireland MOU on Cultural Cooperation signed during CS' visit to Dublin in May 2015. We sponsored the Oxfam Trailwalker in Eupen, Belgium in August 2015 to showcase Hong Kong's can-do spirit and green tourism, and the Hong Kong Dragon Boat Festival in Antwerp, Belgium in September 2015 to promote Hong Kong's cultural heritage.

13. In 2015, we partnered with the Hong Kong International Film Festival Society to curate a thematic Hong Kong Martial Arts Film Programme and sponsored international film festivals to bring other Hong Kong films to European audiences. In total, we sponsored six international

film festivals and held seven standalone film events. We sponsored Hong Kong directors to participate in some of these events to enhance exchanges and promotional effect. We also supported Hong Kong young directors and film school students to participate in the Poitiers International Film Schools Festival, France in November-December 2014.

14. The Brussels ETO cooperated with the European Union Academic Programme Hong Kong to organise the Hong Kong-EU School e-Learning Project, which paired up nine Hong Kong secondary schools with 12 secondary schools in Belgium, Germany, the Netherlands and Spain to exchange ideas and produce a blog on green living and sustainability. Upon the Brussels ETO's liaison with the French Government, the quota for visas under the Hong Kong-France Working Holiday Scheme was doubled from 200 to 400 in 2015.

15. Five Hong Kong community gatherings were held in Belgium, Luxembourg and the Netherlands to keep the Hong Kong emigrants abreast of Hong Kong's latest developments. We also handled enquiries from Hong Kong residents staying overseas and offered assistance as appropriate.

Investment Promotion

16. The Investment Promotion Unit (IPU) of the Brussels ETO continued to enhance market awareness and visibility of Hong Kong by organising events in partnership with major local multipliers. The IPU spoke at business seminars co-organised by the Brussels ETO and the HKTDC, as well as business events organised by local associations to promote Hong Kong's strategic advantages. IPU also provided support to trade missions from Hong Kong.

17. During the reporting period, the IPU met with 139 companies and multipliers interested in setting up an operation in Hong Kong, and helped 50 companies initiate the process of setting up a company in Hong Kong. During the same period, 21 companies set up new offices in Hong Kong with IPU's assistance.

Looking Ahead

18. With global economic growth leading to stronger export demand, depreciation of euro and supportive policies at the EU level, Europe's economy has been in gradual recovery since late 2014. A number of EU priority projects for reviving the economy such as the EU Investment Plan present new opportunities for further Hong Kong-EU bilateral trade growth

given Hong Kong's role as an international business and financial centre and the largest offshore renminbi business centre.

19. As more European companies are eyeing business and market opportunities in Mainland China and Asia, the Brussels ETO will continue efforts in promoting Hong Kong as a super-connector to these markets thus an ideal springboard for launch or expansion of European business in the region. Incidental to this, we will continue our dedicated efforts to reach out to overseas talent such as young entrepreneurs, university graduates and descendants of Hong Kong emigrants. Last but not least, we will continue promotion of Hong Kong as the regional hub for arts, culture and creative industries.

Hong Kong Economic and Trade Office, Brussels
October 2015

Report on the Work of the London ETO

The London ETO is responsible for promoting Hong Kong's bilateral relations with nine countries, namely Denmark, Estonia, Finland, Latvia, Lithuania, Norway, Russia, Sweden, and the United Kingdom (UK).

Commercial Relations

2. The London ETO maintains close liaison with contacts in the respective governments, trade organisations, businesses, academic, cultural and media sectors, etc. and updates them on the latest developments in Hong Kong through regular exchanges, visits, seminars and receptions. During the reporting period, the London ETO has, either on its own or in collaboration with the Hong Kong Trade Development Council, local trade associations or other organisations, organised and supported 31 seminars/receptions, including the annual Chinese New Year (CNY) receptions in Copenhagen, Edinburgh, Helsinki, London, Lund, Moscow, Manchester, Newcastle, Oslo, St Petersburg and Stockholm to promote Hong Kong's advantages and opportunities as a springboard to Mainland China and other parts of Asia.

3. High-level official exchanges help strengthen bilateral ties and commercial relations. The London ETO organised and supported five visits by senior officials during the reporting period, namely the Secretary for Justice's visit to London in October 2014, the Financial Secretary's visit to London in October 2014; the Secretary for Development's visit to Moscow in December 2014; the Secretary for Commerce and Economic Development's visit to Moscow in March 2015; and the Secretary for Financial Services and the Treasury's visit to Stockholm and London in May 2015.

4. During the reporting period, the Director-General of London ETO made regular visits to various cities across the nine countries under London ETO's purview. She called on senior state and local government officials, parliamentarians, academia, think-tanks and business leaders. She also met with regional chambers of commerce and university faculty/students and conducted speaking engagements and media interviews with a view to promoting closer bilateral ties and Hong Kong as an international financial, trading and cultural hub.

Public Relations

5. To promote Hong Kong's advantages as an international business and financial centre, as well as to showcase Hong Kong's vibrant art and cultural scenes and advantages as an ideal destination for university study, the London ETO organised and supported various public relations and cultural events during the reporting period.

6. In the UK, with the support of the London ETO, a Hong Kong music group Wuji Ensemble performed at its CNY reception as well as the CNY celebration organised by the Chinese communities in Trafalgar Square in London in February 2015. Later in June 2015, the London ETO supported two events promoting the Hong Kong film industry in London and Edinburgh in June 2015 with participation of renowned film director Johnnie To, namely "BAFTA A Life in Pictures" event co-presented by the British Academy of Film and Television Arts and the Asian Film Awards Academy, and "In Person: Johnnie To" held during the Edinburgh International Film Festival. With the aim of introducing new theatrical experience to the UK audience, the London ETO supported the showing of a drama "Jekyll & Hyde" in July and August 2015 presented by Chung Ying Theatre Company and Red Shift Theatre Production Ltd.

7. In August 2015, the London ETO joined hands with the Hong Kong Children's Choir to host a concert in London, bringing the voices of the little music ambassadors from Hong Kong to the UK audience. The ETO also supported the Tang Shu-wing Theatre Studio in their premiere showing of "Macbeth in Cantonese" in London as well as a non-verbal play "Detention" shown during the Edinburgh Festival Fringe in the same month.

8. In the Nordic and Baltic regions, the London ETO invited renowned Hong Kong cellist Trey Lee to perform at its CNY receptions in Norway and Copenhagen in February and March 2015 respectively, as well as the Wuji Ensemble at its CNY reception in Sweden. Later in August 2015, the London ETO co-sponsored with Brand Hong Kong the Chinese music tour of the Hong Kong Chinese Orchestra (HKCO) in Helsinki, Finland, as well as Tallinn and Pärnu of Estonia, where the HKCO performed three full-length concerts with newly commissioned music pieces. The London ETO also sponsored a comic exhibition organised by the Hong Kong Arts Centre and Comix Home Base in Helsinki in the same month.

9. From February to June 2015, the London ETO organised the fourth "Hong Kong: A Dream Destination for University Study" Competition to

encourage more UK students to study in Hong Kong. Five winners were sponsored to attend summer schools at universities in Hong Kong. The visit would allow the students to better understand Hong Kong's advantages as a regional education hub and to consider pursuing tertiary education in Hong Kong. They would share their experience with fellow British students upon their return to the UK.

10. During the reporting period, Hong Kong was also featured in several high-profile events in London. In June 2015, the London ETO once again supported the annual London Hong Kong Dragon Boat Festival, where a record-breaking number of dragon boat teams participated. The London ETO also took part in the Lord Mayor's Show in the City of London in November 2014, featuring a colourful float showcasing Hong Kong's kung fu movies and stars.

11. In addition, the London ETO organised or supported business seminars or receptions in London, Moscow and St Petersburg, encouraging local businessmen to make use of Hong Kong as the platform to enter Mainland China and Asia. To promote the enhancements to the admission arrangements for talent, professionals and entrepreneurs thereby attracting more talent to work in Hong Kong, the London ETO held a seminar in London in May 2015 and took part in two seminars in Gothenburg and Stockholm in September 2015. The seminar in London particularly highlighted the pilot scheme for the second generation of Chinese Hong Kong permanent residents.

12. During the reporting period, 11 visitors including a group of five All Party Parliamentary China Group researchers of the UK Parliament visited Hong Kong under the HKSARG's Sponsored Visitors Programme. They were given a wide range of briefings by government bureaux/departments and relevant organisations on the latest developments in Hong Kong. Four sponsored journalists visited Hong Kong under government sponsorship to understand the latest development in Hong Kong. The London ETO also maintained regular liaison with the media, and arranged meetings with the media for visiting senior officials from Hong Kong.

13. In addition, the London ETO continued to maintain close liaison with Hong Kong communities in countries under its purview to keep them updated of Hong Kong's latest development, understand their concerns and offer assistance as appropriate. For instance, the London ETO spoke at luncheons and dinners attended by Hong Kong business community active in the UK, as well as supported events organised by Hong Kong student bodies at universities in the UK.

Investment Promotion

14. During the reporting period, the Investment Promotion Unit (IPU) of the London ETO met with 108 companies and assisted 28 companies in establishing their business operation in Hong Kong. The IPU continued to be one of the most active overseas units of Invest Hong Kong, 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 InvestHK and senior business executives of companies.

15. The IPU participated in the Innovation Forum as well as Building and Developing Business in China & Hong Kong Seminar organised by the local partners in Cambridge and Stroud respectively in May 2015. In July 2015, the IPU also participated and spoke at the HardwarePro's Acceleration Programme in the city of London. In September 2015, an evening event jointly organised with the Institute of Directors and Level 39 was held in London Canary Wharf's financial district, during which IPU spoke about the business opportunities in Hong Kong in one of the sessions.

Looking Ahead

16. The London ETO will continue to strengthen dialogues with its interlocutors, as well as organise various business, public relations and cultural events in the countries under its purview, with an aim to enhance bilateral ties and step up Hong Kong's profile overseas. On top of promoting Hong Kong as an international financial and business centre as well as the ideal gateway to Mainland China and Asia, the London ETO will continue to highlight Hong Kong's soft strengths in its publicity efforts, namely the East-meets-West culture, vibrant art scene, creativity and greenery. The London ETO will also continue to monitor developments on domestic issues in the nine countries that may have implications on Hong Kong's economic and trade interests.

Hong Kong Economic and Trade Office, London
October 2015

Report on the Work of the Berlin ETO

The Berlin ETO is responsible for promoting Hong Kong's bilateral economic and trade relations with eight central and eastern European countries, namely Austria, the Czech Republic, Germany, Hungary, Poland, the Slovak Republic, Slovenia and Switzerland.

Commercial Relations

2. The Berlin ETO maintains close contact with the business community, political and government leaders, academics, think-tanks, the media, art and cultural institutions, and updates them on the latest developments in Hong Kong. Either on its own or in collaboration with the Hong Kong Trade Development Council (HKTDC), Invest Hong Kong (InvestHK) and other local business associations, the Berlin ETO organised and supported business events in Aachen, Berlin, Dusseldorf, Frankfurt, Hamburg, Hannover, Magdeburg and Stuttgart of Germany; Budapest of Hungary; Warsaw of Poland and Zurich of Switzerland during the reporting period to promote Hong Kong as the gateway to Mainland China and Asia, a trading, logistics, creative industry and maritime hub, a regional education centre as well as a green city.

3. The Berlin ETO also arranged visits of senior government officials to countries under its purview. In November 2014, the Secretary for Education led a delegation from the Education Commission to visit Germany and Switzerland to look into the vocational education systems in the two countries and their good practices in promoting young persons' career development. The delegation had extensive exchanges with officials, academics, professionals and the business sector on vocational education and other education issues. They also met with young people from Hong Kong studying in or working in Berlin, including the second generation of Hong Kong emigrants.

4. In April 2015, the Secretary for Transport and Housing (STH) led a delegation from Hong Kong Maritime Industry Council (MIC) to visit Hamburg to promote Hong Kong's maritime services. The delegation visited the Port of Hamburg and met with the German Shipowners' Association, the International Union of Marine Insurance and the German Shipbrokers Association, as well as prominent maritime companies and business leaders in Hamburg. STH also met with senior officials from the

Hamburg City Government, and spoke at a business luncheon jointly organised by MIC, the Berlin ETO, HKTDC and the Hamburg Chamber of Commerce to promote Hong Kong's maritime services.

5. From 31 May to 2 June 2015, the Secretary for Commerce and Economic Development (SCED) visited Berlin to foster cooperation between Hong Kong and Germany, particularly in the areas of innovation, technology and business start-ups. He met with senior officials from the Berlin City Government and delivered keynote speeches at a roundtable discussion on intellectual property trading and at the Hong Kong Gala Dinner, both organised by the Berlin ETO, and attended a high-level lunch co-organised by the Berlin ETO and the Association of German Chambers of Commerce & Industry. SCED further visited a leading science and technology park, a German company working on solutions for affordable electric vehicle charging infrastructure and a Berlin-based accelerator for digital start-ups, and met with some Hong Kong people studying, working and doing business in Berlin.

6. The Financial Secretary (FS) led a high-level business delegation to visit Hungary, Poland and Germany in September 2015 to explore opportunities under the "Belt and Road" initiatives. In Budapest and Warsaw, the FS met with senior government officials, including the Prime Minister of Hungary and the respective ministers of finance and presidents of national banks of Hungary and Poland. He also spoke at two business luncheons organised by the Berlin ETO, HKTDC and the respective local chambers of commerce, met with the Hungarian Tourism Board, visited the Warsaw Stock Exchange, and attended a briefing on the freight railways between Mainland China and Poland. In Dusseldorf, he spoke at a business seminar co-organised by the Berlin ETO and WirtschaftsWoche (a German publishing house) on the business opportunities under the "Belt and Road" initiatives, a high-level business lunch co-organised by the Berlin ETO and the HKTDC, as well as a gala dinner hosted by Cathay Pacific Airways to celebrate the inauguration of its direct flights between Hong Kong and Dusseldorf. FS also visited logistics facilities in Duisburg. In Frankfurt, the FS visited the Deutsche Bank and met with some business leaders.

7. During the reporting period, the Berlin ETO also provided assistance in the visits of the Under Secretary for Home Affairs (to Austria), as well as delegations from the Legislative Council (to Germany and Switzerland), East Kowloon Energizing Office (to Austria), the Planning Department (to Germany), the Economic Analysis and Business Facilitation Unit of the Financial Secretary's Office (to Switzerland), the German Savings Bank

Association (to Hong Kong), and the Hong Kong Design Centre (to Austria), etc.

8. The Berlin ETO continued to monitor and report developments on various issues of interest to Hong Kong, and supported other government bureaux and departments by researching relevant policies and practices in the host countries on selected subjects.

Public Relations

9. The Berlin ETO, in collaboration with HKTDC and local chambers of commerce, hosted 11 annual Chinese New Year receptions between January and March 2015 to update our contacts on the latest developments in Hong Kong and the implementation of the “One Country, Two Systems” and Hong Kong’s constitutional developments, etc. Some 2 000 guests from diplomatic, political and business circles attended the receptions. Cultural performances by Hong Kong artists were staged in most of the receptions. A Chinese New Year gathering was also organised in February 2015 to maintain contact with the Hong Kong community in Berlin.

10. The Berlin ETO also staged or supported a number of cultural, social and sports events to promote Hong Kong in different ways. During the reporting period, we sponsored the screening of Hong Kong films at the International Film Festival Bratislava, the Five Flavours Film Festival in Warsaw, the FILMASIA in Prague, the Munich Film Festival and the Zurich Film Festival. In November 2014, we presented the “Hong Kong’s Evolving Harbour” exhibition in Hamburg, introducing major harbourfront infrastructure projects such as the West Kowloon Cultural District and the Kai Tak Cruise Terminal. In April 2015, we participated in the international education fair *Study World Berlin 2015* to promote Hong Kong’s various admission schemes for talents, professionals and entrepreneurs, as well as Hong Kong’s advantages as a regional education hub. Together with the Hong Kong Tourism Board, we also sponsored the annual *Dragon Boat City Cup*, Berlin’s largest water sports event in June 2015.

11. We also supported performances of Hong Kong cultural performance groups in Central and Eastern Europe. In March 2015, the Berlin ETO hosted a reception for the Hong Kong Philharmonic Orchestra in Berlin, where leading representatives and musicians of the orchestra met with representatives of the federal and local governments and the media before the orchestra’s performance in the same evening. In summer 2015, we hosted two concerts by the Hong Kong Children’s Choir in Budapest and

by the Hong Kong Children's Symphony Orchestra in Vienna respectively. Special arrangements were made for the Hong Kong Children's Choir to perform jointly with a local choir in order to maximise the exposure of the choir members.

12. The Berlin ETO sponsored five journalists and eight other visitors under the HKSARG's Sponsored Visitors Programme to visit Hong Kong and see first-hand developments in the city. Some of the journalists covered specific events like the Asian Financial Forum, Art Basel Hong Kong and the International IT Fest. The Berlin ETO also maintained regular liaison with the media and arranged interviews for the Director of the Berlin ETO and visiting Principal Officials.

Investment Promotion

13. The Investment Promotion Unit (IPU) of the Berlin ETO continued to enhance Hong Kong's profile by hosting business seminars in cooperation with local business chambers and other multipliers, and promoted Hong Kong's advantages at events organised by outside organisations. The IPU also actively arranged meetings with potential companies interested in establishing and/or expanding their business presence in Hong Kong. During the reporting period, it met with 153 companies and assisted 25 companies in establishing business operations in Hong Kong.

Looking Ahead

14. The German Chamber of Commerce has decided to hold its bi-annual Asia Pacific Business Conference in Hong Kong in early November 2016. It is a long-established large-scale business conference with over 700 senior participants from German businesses. In the months ahead, we will work closely with our counterparts in the Chamber, the Asia-Pacific Committee of German Business and the German Federal Ministry of Economic Affairs and Energy to prepare for the conference.

Hong Kong Economic and Trade Office, Berlin
October 2015

Report on the Work of the Tokyo ETO

The Tokyo ETO promotes closer economic and trade ties, understanding and cooperation, cultural and tourism exchange with Japan and the Republic of Korea (Korea).

Commercial Relations

2. In 2014, Japan and Korea were our third and sixth largest trading partners respectively.
3. We leverage on high level exchanges to extend Hong Kong's network in Japan and Korea and to enhance bilateral relations with the two countries. The Chief Executive (CE) visited Korea in November 2014 and met with President PARK Geun-hye, Minister of Foreign Affairs, Minister of Science, ICT and Future Planning, and other key interlocutors of creative and innovation industries. He also delivered a speech at a business luncheon organised by Tokyo ETO and Korea International Trade Association. During the CE's visit, the Secretary for Commerce and Economic Development (SCED) also took the opportunity to visit Seoul to sign a memorandum of understanding on cooperation on creative industries with the Korean Minister of Culture, Sports and Tourism.
4. During the reporting period, we also facilitated the duty visits of other Principal Officials from Hong Kong, including the SCED's visit to Japan in January 2015 to promote Hong Kong's tourism and business opportunities, and the Secretary for Financial Services and the Treasury's visit to Korea in May 2015 to learn more about Korea's experience and initiatives in nurturing the development of financial technologies. We also provided support to the President of Legislative Council's visit to Japan in March 2015.
5. To achieve greater synergy and impact of promotion activities, the Tokyo ETO convened meetings and collaborated with Hong Kong related organisations (including Hong Kong Trade Development Council (HKTDC) and Hong Kong Tourism Board (HKTB)) in Japan. We also made conscious efforts to reach out to different regions of Japan to raise Hong Kong's profile and image, including organising/speaking at business promotion seminars in Tokyo, Osaka, Sendai and Kagoshima in Japan to promote the many advantages and opportunities of doing business in and

through Hong Kong with Mainland China, Asia and other parts of the world, and conducting liaison visits to Sapporo, Nagoya, Miyazaki, Kagawa and Okinawa in Japan to meet with the leaders of local Government and business chambers.

Public Relations

6. During the reporting period, we organised or sponsored a number of public relations events and initiatives to raise Hong Kong's profile. Major ones included the "Hong Kong in Miniature" exhibition in Tokyo in October 2014, the 2014-15 Hong Kong Cup All Japan University Student Ambassadors English Programme, a large-scale spring reception in Tokyo in February 2015, "Special Focus on Hong Kong" at the Osaka Asia Film Festival in March 2015, "International Dragon Boat Race – Hong Kong Cup" in Yokohama in June 2015, a summer reception in Tokyo in July 2015, performances of the Asian Youth Orchestra (AYO) in Tokyo and in Osaka in August 2015, and the City Contemporary Dance Company's performance in the Niigata International Dance Festival in August 2015. A full-page newspaper supplement was also published in The Japan News, a major English-language newspaper, in January 2015.

7. In view of the Middle East Respiratory Syndrome (MERS) in Korea, Hong Kong issued the Red Outbound Travel Alert (OTA) on Korea on 9 June 2015. The spread of MERS had affected business and tourism exchanges between Hong Kong and Korea. When no more new cases were found for 28 days, the Red OTA was removed on 1 August 2015. We have resumed our regular promotion and liaison work in Korea to renew our close business and tourism ties.

8. As an on-going effort, the Tokyo ETO has continued to liaise with Hong Kong people living, working or studying in Japan. Two gatherings were held in Tokyo (December 2014 and March 2015) and one in Osaka (January 2015). We also took the opportunity to inform them about the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents on those occasions.

9. To underline that Hong Kong welcomes foreign talents, we have stepped up promotion of the various admission schemes for talents, professionals and entrepreneurs. An article on the admission schemes was included in "Hong Kong Liner", our quarterly publication, in Japanese. We also distributed leaflets on the admission schemes at our functions and business seminars in Japan and Korea. We will continue to make use of

suitable opportunities to promote these schemes through our liaison and other activities.

Investment Promotion

10. During the reporting period, the Investment Promotion Unit (IPU) of the Tokyo ETO conducted investment promotion visits to various places in Japan, including Sapporo, Nagoya, Gifu, Shizuoka, Hamamatsu and Sendai to meet potential clients and to brief local Japan External Trade Organization (JETRO) offices, local prefectural government, city government and regional banks on the latest investment environment in Hong Kong.

11. Director-General of Investment Promotion (DGIP) visited Japan in July 2015 to speak at a business seminar and a reception organised by the IPU. He also met with strategic companies and a bank to promote setting up corporate treasury centres in Hong Kong. He visited a major venture support company to exchange information on start-ups and explore future collaboration opportunities. Invest Hong Kong (InvestHK) head office teams also made promotion trips to Japan on creative industries as well as business and professional services.

12. In total, the IPU successfully supported 28 companies in either setting up a new company or expanding its existing business operations in Hong Kong.

Looking Ahead

13. The Tokyo ETO will continue to promote Hong Kong and foster closer bilateral relations with both Japan and Korea through government-to-government contacts, business promotion, cultural and public relations events. We will coordinate the efforts of InvestHK, HKTDC and HKTB in major events and partner with local organisations to maximise reach and impact, and leverage on visits of Principal Officials or Hong Kong delegations to widen the network and cultivate relationship.

Hong Kong Economic and Trade Office, Tokyo
October 2015

Report on the Work of the Sydney ETO

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

Commercial Relations

2. The Sydney ETO maintains regular liaison with its contacts in the business, political, government, academic, cultural and media sectors. In collaboration with local business associations, think-tanks and other Hong Kong agencies such as Hong Kong Trade Development Council and Invest Hong Kong, it organised and supported business awards, business seminars and boardroom lunches in major cities of Australia and New Zealand such as Sydney, Melbourne, Brisbane, Perth, Adelaide, Auckland and Wellington to promote Hong Kong as a premier gateway to Mainland China. It also issued monthly newsletters to keep the contacts posted of the latest developments in Hong Kong and its local activities.

3. The Sydney ETO organised four visits by senior officials from Hong Kong to strengthen the bilateral economic and cultural ties, including the Financial Secretary's visit in November 2014 to attend the G20 Leaders' Summit as part of the delegation of the People's Republic of China, the Secretary for Financial Services and the Treasury's visit in July 2015 to speak at the Boao Forum for Asia Sydney Conference and to promote Hong Kong's role as a leading offshore Renminbi hub, the Secretary for Commerce and Economic Development's visit in August 2015 to promote Hong Kong's business advantages in areas such as wine trade and start-ups, and the Chief Secretary for Administration's visit in September 2015, as invited by the Australian Government, to reinforce the high-level bilateral relations and to promote Hong Kong's soft strengths in arts and culture, and Hong Kong as a premier gateway to Mainland China for Australian businesses.

4. During the reporting period, Australian and New Zealand ministers such as then Australian Treasurer Joe Hockey, Australian Minister for Trade and Investment Andrew Robb, and New Zealand Minister of Foreign Affairs Murray McCully visited Hong Kong to strengthen the bilateral ties. The Governor and Premier of South Australia joined the Financial Secretary in opening the Adventures in Australia in Ocean Park Hong Kong in March 2015. Five visitors including Philip Ruddock, Co-

Convenor of Hong Kong Friendship Group of Australian Parliament, Tanya Plibersek, Shadow Minister of Foreign Affairs and International Development, Australia, and Penny Wong, Shadow Minister for Trade and Investment, Australia visited Hong Kong under the HKSARG's Sponsored Visitors Programme.

Public Relations

5. The Sydney ETO, in collaboration with Hong Kong Australia Business Association, Hong Kong New Zealand Business Association and other Hong Kong agencies, hosted Chinese New Year receptions in major cities of Australia and New Zealand in order to raise the profile of Hong Kong and promote Hong Kong's business opportunities and advantages. The opportunity was also taken to showcase the talent of a Hong Kong-based group of clowns who had won various international awards to guests at the receptions.

6. The Sydney ETO arranged the Hong Kong Dance Company to stage "The Legend of Mulan" in Sydney and organised an exhibition on Hong Kong's arts and culture in September 2015. With the support of Hong Kong Tourism Board, it also organised an exhibition on miniature models showcasing Hong Kong's lifestyle and culture with a view to enhancing Hong Kong's attractiveness as a travel destination. It continued to take part in the City of Sydney Chinese New Year Dragon Boat Festival and supported the Auckland Lantern Festival and other local film festivals.

7. The Sydney ETO continued to promote Hong Kong among young people in Australia and New Zealand through activities such as career talks and young professional events, highlighting the pilot Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents and other enhanced admission schemes (Admission Schemes). It also reached out to local Hong Kong people through organising Hong Kong community gatherings, attending events organised by Hong Kong-related organisations such as alumni associations of Hong Kong universities, and attending media interviews.

Investment Promotion

8. The Investment Promotion Unit (IPU) of the Sydney ETO continued to identify and assist potential Australian and New Zealand companies to establish and/or expand their business presence in Hong Kong. During the reporting period, the IPU met with over 230 companies and assisted 26 companies in establishing their business operations in Hong Kong.

Looking Ahead

9. The Sydney ETO will continue to promote Hong Kong's bilateral relations with Australia and New Zealand through business promotion, public relations and cultural events. It will also work closely with business associations and other local organisations, and leverage on visits by Hong Kong officials to maximise the impact of its promotional activities. With the support of the Immigration Department, it will organise activities to promote the Admission Schemes.

Hong Kong Economic and Trade Office, Sydney
October 2015

Report on the Work of the Singapore ETO

The Singapore ETO is responsible for promoting bilateral economic, trade and cultural relations between Hong Kong and the ten member countries of the Association of Southeast Asian Nations (ASEAN)¹.

2. In 2014, ASEAN continued to be Hong Kong's second largest trading partner taken as a bloc, since 2010. Trade between ASEAN and Hong Kong increased by 6% year-on-year from 2010-2014. In their own right, five of the ASEAN member countries, i.e. Singapore, Thailand, Malaysia, Vietnam and the Philippines were among Hong Kong's top 20 trading partners in 2014. In addition, more investment from Hong Kong was going into ASEAN economies in view of the low cost base and huge growth potential. The Singapore ETO's efforts in promoting the "One Country, Two Systems" principle, Hong Kong as an international financial centre and business hub, a centre for international legal and dispute resolution services in the Asia-Pacific region, a regional logistics and maritime hub and a travel destination worldwide continued during the past year. In particular, a key focus of our work was to further deepen Hong Kong's integration with ASEAN.

Commercial Relations

3. During the reporting period, the Singapore ETO actively promoted, among others, Hong Kong as an international financial centre, the premier offshore Renminbi centre, its unique role as the "super-connector" between Mainland China and ASEAN and related business opportunities on many occasions, including the arrangement for the Chief Executive (CE) to address the 12th ASEAN Leadership Forum, a high-level annual forum held alongside the ASEAN Leaders' Summit, in April 2015 in Kuala Lumpur, Malaysia to promote Hong Kong's roles in and contribution to the regional economic integration. The Singapore ETO also arranged bilateral meetings between CE and six ASEAN leaders respectively, namely Malaysian Prime Minister (PM), Singaporean PM, Thai PM, Cambodian PM, Myanmar's President and Lao PM to exchange views on enhancing bilateral trade, economic and cultural ties.

¹ The ten ASEAN member countries are Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Vietnam.

4. During the visit of the Chief Secretary for Administration (CS) to Singapore and Brunei in July 2015, the Singapore ETO co-organised, with the Hong Kong Chinese General Chamber of Commerce and the China Council for the Promotion of International Trade, a business luncheon in Singapore which was attended by some 200 representatives from the Hong Kong and ASEAN business communities. CS shared on, among others, the opportunities arising from the “Belt and Road” initiatives. CS also attended a breakfast meeting with local business leaders in Brunei and promoted Hong Kong as an international financial centre and its unique role as a gateway to Mainland China for the Bruneian business community.

5. The Singapore ETO co-organised with the Hong Kong Trade Development Council (HKTDC) a seminar on “Hong Kong as a Regional Logistics Hub – The Best Link in Your Global Supply Chain” with the support of the Maritime Institute of Malaysia, Malaysia Shipowners’ Association and Shipping Association of Malaysia, during the visit of the Secretary for Transport and Housing (STH) to Kuala Lumpur, Malaysia in December 2014. STH delivered an opening address to a high-level audience of 270 on the strengths of Hong Kong as a logistics hub in the region.

6. In November 2014, the Singapore ETO, together with Berlin ETO, supported the visit of the Secretary for Commerce and Economic Development (SCED) to attend the Asia-Pacific Conference of German Business held in Ho Chi Minh City, Vietnam where he promoted Hong Kong as a financial and trading hub in the region. In September 2015, the Singapore ETO provided support to Hong Kong, China’s participation in various meetings of the Asia-Pacific Economic Cooperation (APEC) held in the Philippines, including the Finance Ministers’ Meeting and Structural Reform Ministers’ Meeting attended by Financial Secretary (FS) and SCED respectively.

7. During the reporting period, the negotiation of the Hong Kong-ASEAN Free Trade Agreement (FTA) was progressing smoothly, with the completion of the fourth round of negotiation held in Singapore in July 2015. The establishment of an FTA between ASEAN and Hong Kong would no doubt foster closer economic partnership in the region.

Public Relations

8. Senior officials’ exchanges are an important element in strengthening bilateral ties between Hong Kong and ASEAN. The Singapore ETO organised and supported a total of eight visits of CE and

seven Principal Officials (including the CS, FS and Secretary for Justice) to ASEAN during the reporting period. The Singapore ETO also recently arranged for key interlocutors, including the Senior Minister and Minister of Commerce of Cambodia, Mr Chanthol Sun to visit Hong Kong under the Information Services Department's Sponsored Visitors Programme.

9. The Singapore ETO continued its efforts to promote cultural exchanges between Hong Kong and ASEAN. It organised networking receptions and sponsored the performances of visiting performance groups to promote Hong Kong's vibrant arts and cultural scene. For example, we invited performers of the Hong Kong Arts Festival to perform at its Chinese New Year Reception and Gala Dinner in Singapore respectively in March and July 2015; and it sponsored Hong Kong Fringe Club to co-present with Singapore's Global Cultural Alliance the "Spotlight Hong Kong in Singapore" festival in July 2015, featuring some 50 young artists/creative entrepreneurs from Hong Kong to exchange with some 50 from Singapore. It also sponsored the performance of the Hong Kong Repertory Theatre during the Singapore Chinese Theatre Festival 2015 in July and August 2015.

10. Initiated by the Singapore ETO, the ASEAN Internship for University Students of Hong Kong Scheme has received very positive responses with some 200 interns placed in eight ASEAN countries in the 2015 round. The host organisations offering internships included international organisations, academic institutions, think-tanks, arts and cultural groups, start-ups and private companies, etc. We believe that the scheme will contribute positively to further enhancing the bilateral relations between Hong Kong and the ASEAN countries, apart from offering our younger generation amazing opportunities to widen their horizon as well as a taste of the exciting ASEAN.

11. The Singapore ETO also out-reached proactively to key interlocutors in the region, including the Hong Kong community, government officials, media, think-tanks, etc., to keep them abreast of Hong Kong's latest situation, including the constitutional and economic developments. The Singapore ETO hosted two gatherings in May 2015 to meet with a total of some 70 Hong Kongers (targeting specifically the second generation Hong Kongers) to brief them on the enhanced talent admission schemes and the new Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents.

12. The Singapore ETO arranged journalists from Singapore, Indonesia and Thailand to visit Hong Kong under the Sponsored Journalists

Programme to help them understand more about Hong Kong's latest developments. Media interviews were also arranged for senior government officials from Hong Kong during their visits to the region as well as for the Director of the Singapore ETO (D(SG)) to share on Hong Kong's latest developments.

Investment Promotion

13. As at September 2015, the Investment Promotion Unit (IPU) of the Singapore ETO had met with more than 130 ASEAN companies and assisted 26 of these companies in establishing their business in Hong Kong during the same period. As part of its efforts to engage companies in ASEAN, the IPU organised 15 investment promotion visits to Singapore, Brunei, Thailand and the Philippines, and organised/co-organised/presented at a number of outreach events such as the Joint Promotion Seminar with Guangdong & Macau (in Singapore), Seminar on Hong Kong Logistics and Transport Sectors (in Bangkok), Anvil Business Club Business Forum and the Franchise Asia Philippines 2015 Conference as well as a business seminar with HKTDC (in Manila). Such events highlighted the business opportunities in Hong Kong and the benefits of establishing a presence there. The IPU also worked on strengthening its partnership with similar investment promotion agencies in the region, and arranged for the signing of a Memorandum of Understanding on investment promotion cooperation between Board of Investment of Thailand and Invest Hong Kong, and a Memorandum of Intent between the Philippines Board of Investment and Invest Hong Kong.

Looking Ahead

14. In the coming year, the Singapore ETO will continue to enhance Hong Kong's presence in and further integration with ASEAN. By renewing and establishing ties with key government officials, chambers of commerce, business communities, academic and think-tanks in ASEAN, the Singapore ETO will continue to support the work relating to the negotiations of the Hong Kong-ASEAN FTA. In addition, we will keep on promoting the strengths of Hong Kong, the importance of "One Country, Two Systems" principle and the Basic Law, and more exchanges between Hong Kong and ASEAN on various fronts.

Report on the Work of the Toronto ETO

The Toronto ETO promotes the profile of Hong Kong and the bilateral economic and trade relations between Hong Kong and Canada through joint efforts with relevant bodies.

Commercial Relations

2. During the reporting period, the Toronto ETO continued to promote Hong Kong's strengths and its unique position as the gateway for Canadian businesses to venture into Mainland China and other parts of Asia. We also maintained regular contacts with the three levels of government in Canada to foster good relations.

3. The Toronto ETO organised and participated in various business seminars and networking events held in major Canadian cities in Ontario, Quebec, Alberta, British Columbia and Saskatchewan in conjunction with the Hong Kong Trade Development Council (HKTDC), the Hong Kong-Canada Business Association (HKCBA) and other local trade bodies. At these events, presentations were made to promote the economic pillars and new industries in Hong Kong as well as to provide information on business facilitating measures by the Government. We also promoted the unique position of Hong Kong as the "super-connector" between Mainland China and the rest of the world. In addition, we explained how Canadian companies doing business with Hong Kong could benefit under the Hong Kong-Canada Comprehensive Avoidance of Double Taxation Agreement as well as how they could take advantage of the Closer Economic Partnership Arrangement between Mainland China and Hong Kong for business venture into the Mainland.

4. The Toronto ETO took the opportunity of the incoming visit by the Hong Kong Stock Exchange to Vancouver in November 2014 to promote Hong Kong's financial services. Business events were organised to brief the local business communities on the latest developments of the equity market in Hong Kong, as well as the leading position of Hong Kong in fund raising. We also took part in the business forum held by the M&A Club in Montreal in December 2014 to showcase our position as a major global financial centre, a premier Renminbi offshore business centre, and a leading fund management hub in Asia.

5. To further illustrate Hong Kong as the springboard to Asia, we supported a business award event held by a local Chinese association in March 2015 and presented the Best Asia Pacific Business award on the occasion. The annual award showcased success stories of Chinese Canadian entrepreneurs who have established or expanded their business into the Asia Pacific Region through Hong Kong. Furthermore, we supported the organisation of investment pitch competitions for students by HKCBA and local universities.

6. In May 2015, the Toronto ETO held a breakfast seminar in the Parliament Hill in Ottawa, with a keynote delivered by the President and CEO of the Asia Pacific Foundation of Canada. The President and CEO spoke about how Canadian technology companies could connect to Asia by fostering linkages with the innovation ecosystems in Hong Kong. At the event, the Toronto ETO also updated Canadian parliamentarians, government officials, business leaders, academics and think-tanks on the economic development in Hong Kong and the Government's new initiatives to further support innovation and technology as well as intellectual property trading.

7. The Chief Executive (CE) and the Secretary for Commerce and Economic Development (SCED) made an official visit to Toronto in June 2015. During the visit, CE spoke at the Think Asia Think Hong Kong symposium organised by HKTDC and at a breakfast event held by local business bodies to highlight Hong Kong's close business ties with Canada and its unique position as the "super-connector" between Mainland China and the international community. On the other hand, SCED spoke at a lunch reception hosted by the Hong Kong Tourism Board (HKTB) to promote Hong Kong's tourism.

Public Relations

8. The Toronto ETO continued to organise and participate in various publicity and community events, and reach out to local community through our public relations network.

9. In April 2015, the Toronto ETO co-organised with HKCBA the "Hong Kong-Canada Chinese Theme Song Competition" to highlight the long-standing friendship and relation between the two places through creative song writing. Then in June 2015, we launched an exhibition under the theme "Journey to Hong Kong" at the Toronto Pearson International Airport. This one-month exhibition featured the iconic Hong Kong tram

stop with colourful exhibit panels to give out-bound flight passengers a feel about our exciting and vibrant city.

10. The Toronto ETO also took the opportunities of the Chinese New Year celebrations, dragon boat race festivals and other community events held in major cities across Canada to promote Hong Kong through public speaking, displays and exhibitions. In collaboration with HKTB, spring receptions were held in Toronto and Vancouver in February and March 2015 respectively to promote Hong Kong as a glamorous cosmopolitan city and a wonderful place for leisure and business.

11. As part of our work to promote Hong Kong's culture and arts, we supported local performance by visiting artists and arts groups from Hong Kong, including the performance by three theatre groups at a Pacific theatre festival held in Vancouver in September 2015. Furthermore, we assisted a local body in Toronto in holding the Canada-Hong Kong Week in May 2015, which featured a photo exhibition on Hong Kong and the promotion of Hong Kong food. Meanwhile, we continued to work with the organisers of international film festivals in Toronto, Vancouver, and Montreal for the screening of Hong Kong films.

12. To help attract talents to Hong Kong, the Toronto ETO held exhibitions, organised career talks and gatherings, as well as participated in career fairs at major universities across the country to brief students about the latest developments and opportunities in Hong Kong. At these events we introduced the various admission schemes for talent, professionals and entrepreneurs, including the pilot Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents among the student and business communities. During the reporting period, the Secretary for Education also visited Vancouver and Banff in March 2015 to attend an international conference, to call on government officials and university presidents, as well as to meet with students.

13. As for Basic Law promotion, the Convenor of the Working Group on Overseas Community of the Basic Law Promotion Steering Committee visited Vancouver in September 2015. He spoke on the implementation of the Basic Law at a business luncheon and met with local media, students and local community leaders. Meanwhile, the Toronto ETO collaborated with different local bodies to organise Chinese debate, calligraphy and painting competitions with themes relating to Hong Kong and the Basic Law.

14. The Toronto ETO continued to engage the mainstream and Chinese media to enhance our publicity efforts. Year-end briefings were conducted for the media. A number of nation-wide newspapers, including National Post, Globe and Mail and Toronto Star, and two French dailies, La Presse and Les Affaires, carried special supplements and reports highlighting Hong Kong's advantages and position as a global financial centre during the reporting period.

Investment Promotion

15. The Investment Promotion Unit (IPU) of the Toronto ETO continued to facilitate Canadian companies to invest and expand in Hong Kong. During the reporting period, the IPU met with 205 companies and assisted seven companies in establishing their business operations in Hong Kong. It co-organised with Guangdong and Macao authorities the Joint Promotion Investment Forum in November 2014 and supported the Think Asia Think Hong Kong symposium in June 2015. During the reporting period, it also organised investment promotion visits for Invest Hong Kong directorates in Vancouver, Toronto and Montreal. The IPU continued to generate new contacts and cooperate with multipliers to promote Hong Kong as a prime location for investment and doing business.

Looking ahead

16. The Toronto ETO will continue to leverage on the close relations between Hong Kong and Canada to promote business and trade, facilitate exchanges on other fronts like culture and education, and promote the interests of the second generation of Chinese Canadians in pursuing development in Hong Kong.

Hong Kong Economic and Trade Office, Toronto
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