

**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 12 overseas Hong Kong Economic and Trade Offices (ETOs) of the Government of the Hong Kong Special Administrative Region (HKSARG) in the promotion of Hong Kong's external relations.

2. The current term of Government has three major principles in expanding its external relations –

- (a) we will underline Hong Kong's core values, geographical advantages as well as our free and open market in order to ensure that we can maintain our top positions in various international competitiveness rankings;
- (b) we will capitalise on the unique advantages of the “One Country, Two Systems” to raise our profile in the international community; and
- (c) we will take full advantage of the significant opportunities under the Belt and Road (B&R) Initiative and the Guangdong-Hong Kong-Macau Bay Area (Bay Area) Development by enhancing our own competitiveness and explore new areas of economic growth.

3. In addition, the Chief Executive announced in the 2017 Policy Address the focuses of the current term of Government. Apart from participating fully in the B&R Initiative and the Bay Area Development, our external promotion work should also cover the following important policy areas –

- (a) Innovation and technology/research and development/smart city;

- (b) Attract inward investment and foster the expansion of overseas markets for Hong Kong enterprises;
- (c) Showcase arts, culture and creative soft powers of Hong Kong;
- (d) Attract talents and renowned international institutions/organisations to Hong Kong;
- (e) Services promotion, including finance, legal and other professions; and
- (f) Financial market development.

4. The 12 overseas ETOs of the HKSARG, which are located in major cities of Hong Kong's major trading partners, will align their work with the principles and focuses outlined above¹. Our ETOs' primary tasks are to seek to foster closer ties with the local authorities at government-to-government level and handle bilateral matters relating to social, economic and cultural issues, etc. between Hong Kong and the countries under their respective purviews. They actively organise/participate in events and activities every year to promote Hong Kong. The ETOs also collaborate closely with the Hong Kong Trade Development Council (TDC) and the Hong Kong Tourism Board. Together, they make joint efforts to raise the international profile of Hong Kong and promote Hong Kong's economic development.

5. Major areas of work of the overseas ETOs are set out in the paragraphs below.

Government to Government Relationship

6. The ETOs maintain close liaison with key government officials and closely monitor the political and economic developments in the countries under their purviews that may affect Hong Kong. The ETOs adopt different strategies in their work having regard to the political and economic situations of different regions.

7. In the area of the Association of Southeast Asian Nations (ASEAN), we have just signed the Hong Kong-ASEAN Free Trade Agreement (FTA) and a related Investment Agreement with ASEAN. As ASEAN, as a bloc,

¹ The Geneva ETO's primary role is to represent Hong Kong at the World Trade Organization and hence its adjustment in approach would be less significant than other ETOs.

is currently Hong Kong's second largest trading partner and an economic region with significant development potential under the B&R Initiative, we will further strengthen our liaison with ASEAN countries. CE's visits to three ASEAN countries since she took office in July and the announcement of the establishment of a new ETO in Thailand (see paragraph 11 below) are clear indications of the significance that we attach to further enhancement of our economic and trade relations with ASEAN. As for Europe, our ETOs in Europe continue to closely monitor the development and opportunities under Brexit as well as the strong interest of the European Member States in participating in the B&R Initiative through Hong Kong. Our active engagement with the United Kingdom and the rest of the European Union will help Hong Kong strengthen relationships with them and prepare for our further cooperation in the post-Brexit era. As for the United States of America (US), our US ETOs are monitoring closely the policy direction of the new administration and the political landscape in the US, particularly developments that may affect the bilateral economic and trade relations between Hong Kong and the US.

Contacts between Government and Business

8. The ETOs keep the business community and chambers of commerce abreast of the latest developments of Hong Kong and its advantages in various aspects, and encourage them to conduct business and invest in Hong Kong. Most ETOs have Investment Promotion Units. Through participating in major conferences and seminar, organising outreach programmes, and highlighting the key development sectors set out in the Policy Address, such as innovation and technology, financial technology, startups, etc., the ETOs proactively attract potential targets to invest and set up business in Hong Kong.

9. In addition, to strengthen the synergy in promoting Hong Kong, the ETOs collaborate closely with TDC when the latter organises conferences, trade exhibitions and other promotion activities. TDC organises a number of flagship events overseas annually, including "Think Asia, Think Hong Kong" in mature markets such as North America and Europe, to promote Hong Kong as a platform for doing business in the Mainland and in Asia; and "In Style Hong Kong" in ASEAN countries to showcase Hong Kong's professional services and trendsetting brands. Senior Government officials officiate at such events, and these officials will take the opportunity to call on their counterparts in the governments concerned and meet with the business communities there. All these will raise Hong Kong's profile and foster government-to-business relationships between Hong Kong and the

host countries. In the coming years, the ETOs, in collaboration with TDC, will prioritise their work on promoting Hong Kong's services and business opportunities under the B&R Initiative.

Contacts between Government and Local People

10. With the focus of the current term of Government in promoting Hong Kong's soft powers and furthering cultural exchange, including fostering people to people bond in the B&R countries, the ETOs have been organising and participating in various promotion events and reaching out to local people. They organise and sponsor a wide range of events, including film festivals, concerts, dance performances, arts exhibitions, dragon boat races, etc., and invite Hong Kong film directors, actors, designers and emerging artists to participate in related events. In addition, our ETOs maintain good relationships with Hong Kong communities in countries under their purviews, and help attract talents to Hong Kong. They reach out to students of local universities and people by organising seminars, careers talks and exhibitions to promote various talent admission schemes. Our ETOs also bring Hong Kong students overseas through the overseas internship programme which enables students to experience the work culture in different places and broaden their perspectives. In addition to ETOs themselves, host organisations offering internship places include international organisations, academic institutions, start-ups, private companies, etc.

Looking Ahead

11. To raise Hong Kong's international profile as well as to build closer economic relationship with our trading partners, it is very important to identify suitable locations for establishing new ETOs. For example, riding on the signing of the FTA with ASEAN and the strong economic development of ASEAN, we are discussing with the Thai Government on the establishment of a new ETO in Thailand. We will also continue our discussion with the Korean Government on establishing an ETO in Seoul, as well as the respective host governments on our plan to set up new ETOs in the countries as announced earlier (such as India, Russia and the United Arab Emirates).

12. We would review, together with the overseas ETOs, the strategies that have been adopted in achieving the objectives set by the current term of Government, and will make finetunings as appropriate.

Reports from the ETOs

13. The work reports of individual ETOs are set out in the following Appendices

<u>ETO</u>	<u>Appendix</u>
Geneva ETO	1
Washington ETO	2
New York ETO	3
San Francisco ETO	4
Brussels ETO	5
London ETO	6
Berlin ETO	7
Tokyo ETO	8
Sydney ETO	9
Jakarta ETO	10
Singapore ETO	11
Toronto ETO	12

14. The performance indicators and the relevant figures in 2015 and 2016 in respect of commercial relations, public relations and investment promotion of the overseas ETOs are set out in Appendix 13.

Commerce and Economic Development Bureau
November 2017

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). The Geneva ETO 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 Co-operation and Development (OECD) in Paris.

Commercial Relations

2. Since early 2016, discussions have been held among WTO Members to follow up on the decisions of, and directions given by, Ministers at the Tenth Ministerial Conference (MC10) of the WTO. The nine decisions made at MC10 were concerned with regular work as well as Doha negotiations covering agriculture, cotton and issues related to least-developed countries.

3. Regarding the implementation of previous decisions, the Agreement on Trade Facilitation, concluded at the Ninth Ministerial Conference, entered into force on 22 February 2017. The Agreement seeks to lower the cost and improve the efficiency of cross border trade. Its full implementation is expected to reduce trade costs by 14.3% on average and increase global trade by up to one trillion US dollars a year. As an externally oriented economy and an international trading hub, Hong Kong stands to benefit.

4. Meanwhile, with a view to delivering further outcomes at the Eleventh Ministerial Conference (MC11) to be held in Buenos Aires, Argentina from 10 to 13 December, WTO Members are engaged in intensive negotiations on various fronts. As trade in services accounts for over 90% of the Gross Domestic Product of HKC and plays an increasingly important role in the global economy, HKC has been particularly proactive in the services negotiations. During the past year, HKC joined hands with a number of WTO Members to put up proposals as envisaged by the General Agreement on Trade in Services, which seek to ensure that domestic regulations of Members do not become barriers to trade.

5. Also to reduce trade barriers on the goods side, HKC has submitted a joint proposal with other Members which calls for greater transparency in, and better access to, information pertaining to government regulations on food and product safety.

6. Meanwhile, WTO Members are negotiating an agreement to eliminate subsidies which threaten the sustainability of fisheries resources. There are also calls for better trade remedies rules to ensure due process and transparency in anti-dumping and other proceedings, and to improve disciplines on subsidies notification. HKC has been working closely with other Members to strive for an outcome acceptable to all.

7. Apart from multilateral negotiations, HKC continues to participate in plurilateral negotiations which can contribute to the global liberalisation of trade and strengthening of the multilateral trading system, namely the Trade in Services Agreement¹ and the Environmental Goods Agreement². Talks had been intensive in 2016, but are at present put on hold as participants reflect on the way forward.

8. Other discussions that HKC has been working with other Members to advance at the WTO include those on electronic commerce and investment facilitation. On electronic commerce, HKC has co-sponsored proposals to take forward the discussion. As regards investment facilitation, HKC has been active in informal dialogues to explore what contributions the multilateral trading system can make.

9. Throughout the year, the Geneva ETO participated constructively in various regular WTO bodies. As a way to contribute to the WTO and raise HKC's profile, the Permanent Representative of HKC also served in her personal capacity as Chair of the Trade Policy Review Body from March 2016 to April 2017; Chair of the Council for Trade-Related Aspects of Intellectual Property Rights from June 2017; and Member of the Management Board of the ACWL from November 2016.

10. Regarding OECD, the Geneva ETO represented HKC at all relevant meetings of its Trade Committee, and supported the participation of the then Secretary for Commerce and Economic Development (SCED) in the

¹ Based on the WTO's existing General Agreement on Trade in Services, the Trade in Services Agreement aims to improve market access and develop new and enhanced disciplines for various services sectors. Currently, 23 WTO Members participate in the negotiations.

² Currently, 18 WTO Members participate in the negotiations on this Agreement. They aim at tariff cuts for a wide range of environmental products, the benefits of which will be extended to all other WTO Members by virtue of the most-favoured-nation principle.

Trade and Investment Session of the OECD Ministerial Council Meeting in June 2017.

Celebration of the 20th Anniversary of the Establishment of the Hong Kong Special Administrative Region (HKSAR)

11. The Geneva and Berlin ETOs co-organised a reception in Geneva on 30 June 2017 to celebrate the 20th anniversary of the establishment of the HKSAR. The event was well attended by about 300 guests, including many ambassadors and heads of diplomatic missions. It centred upon the theme of “Together, Progress, and Opportunity”; showcased the successful implementation of “One Country, Two Systems” in Hong Kong; and promoted Hong Kong as a culinary paradise, with special dishes prepared by chefs coming from the Vocational Training Council’s Chinese Culinary Institute.

Looking ahead

12. In the coming year, the Geneva ETO will continue to advance and defend the commercial interests of HKC; uphold the systemic value of the multilateral trading system; and support the work of the WTO. We will continue to participate actively in trade negotiations, mainly to seek greater market access and reduce trade barriers for our services sectors and industrial goods.

13. Between now and December 2017, we will redouble our efforts to help broker deliverables for MC11. As part of the preparation, the then/the present SCED has already attended several informal ministerial meetings of WTO Members held in Davos, Paris and Marrakesh in January, June and October 2017 respectively. He has been elected by Members to be one of the Vice-chairs for MC11. In parallel, we will continue to contribute to the work of the OECD and the ACWL.

Hong Kong Economic and Trade Office, Geneva
November 2017

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 also represents Hong Kong's trade and economic interest in the US and actively promotes bilateral co-operation between the two economies.

Commercial Relations

2. The bilateral economic and trade ties and exchanges continued to strengthen. In 2016, the US was Hong Kong's second largest trading partner and Hong Kong was the ninth largest export market for US products. The US had the largest trade surplus with Hong Kong among all economies.

3. The Washington ETO strives to strengthen Hong Kong's audience-building work and engage a wide spectrum of interlocutors, including US federal government agencies, members of the Congress and their staffers, think-tanks, the media, academia, the business community, former Hong Kong residents and other opinion formers. We assure our contacts of Hong Kong's commitment to free trade and economic freedom. We promote 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, as well as the Belt and Road (B&R) Initiative. We are seeing a growing interest of our interlocutors in the Initiative.

4. At the same time, the Washington ETO monitors and reports on significant domestic US issues and its relations with key trading partners that may have implications on Hong Kong. These include –

- (a) policy priorities and agenda of President Trump and his Administration as well as Congress (such as withdrawal of the US from the Trans-Pacific Partnership and Paris Climate Accord, the renegotiation of the North American Free Trade Agreement, and its efforts to reduce trade deficits);

- (b) economic and trade issues relevant to Mainland China and Hong Kong, such as the newly established US-China Comprehensive Dialogue, trade investigations and enforcement actions);
- (c) US fiscal and monetary policies, particularly the movement of federal funds rate as the Hong Kong dollar is pegged to the US dollar and interest rate fluctuations will have an impact on our economy; and
- (d) review of financial services regulation which may have impact on compliance and administrative burden on Hong Kong financial institutions.

5. High-level visits by senior HKSARG officials to Washington, DC provide a focal point on Hong Kong's strengths in various sectors. During the then Financial Secretary's visit in October 2016, he met with senior management of the International Monetary Fund, financial institutions and think-tanks. He updated them on the economic and financial developments in Hong Kong, exchanged views on the global economic outlook, and highlighted business opportunities arising from the reform in Mainland China and the B&R Initiative.

6. The then Secretary for Commerce and Economic Development visited Washington, DC in October 2016 and met with senior officials in the Department of Commerce and senior management of business associations and think-tanks. The Washington ETO hosted a reception in his honour to promote Hong Kong-US bilateral relations, the business opportunities in Hong Kong as well as the B&R Initiative. The reception was well attended by US Congressional staffers, federal government officials, as well as members of the business sectors, academia, think-tanks and Hong Kong community.

7. The Financial Secretary visited Washington, DC in mid-October 2017 to attend the annual meetings of the International Monetary Fund (IMF) and the World Bank Group as a member of the Chinese delegation. During his visit in Washington, DC, he met with senior US government officials (including Secretary of Commerce Wilbur Ross, Chairman of Federal Reserve Board Janet Yellen and Under Secretary of State for Political Affairs Thomas Shannon), senior representatives of the IMF and World Bank Group, prominent think-tanks, as well as financial institutions to promote Hong Kong's core advantages for business and trade. He also attended a luncheon in celebration of the 20th anniversary of the

establishment of the HKSAR (see paragraph 17 below for details of the luncheon).

8. During the past year, the ETO facilitated the visits of Congressional members and staffers to Hong Kong, some of which are under the HKSARG's Sponsored Visitors Programme. Notable examples included a Congressional delegation led by Senator Steve Daines (Republican Senator of Montana) and a Congressional Hispanic Caucus delegation led by Congresswoman Michelle Lujan Grisham (Democratic House Representative for New Mexico and Chair of the Caucus). They met with HKSARG officials and were given a wide range of briefings by government bureaux/departments and relevant organisations on the latest developments in Hong Kong. US visitors found such visits helped them acquire a better understanding about the situation in Hong Kong, including our economy, opportunities and challenges.

Public Relations

9. The Washington ETO regularly reaches out to strengthen our contact with various sectors, to raise Hong Kong's profile and promote our core attributes, as well as to explain our policy agenda/initiatives and priorities. We brief key interlocutors on the latest developments in Hong Kong, including the implementation of "One Country, Two Systems" and address issues of concern. We also, on a regular basis, host and participate in a wide range of public relations activities (such as briefings, cultural events and receptions) to maintain and broaden the ETO's network of contacts.

10. The Washington ETO hosted a large scale spring reception to celebrate Chinese New Year, and briefed separate groups of high school students, university students, university alumni, academic fellows, scholars, diplomats and members of the local Chinese communities on Hong Kong's developments.

11. The Washington ETO promoted the talent admission schemes through our website, distribution of publicity materials as well as through speeches, briefings and presentations, particularly to students and young professionals.

12. To continue the efforts in strengthening people-to-people ties between Hong Kong and US, and broadening the exposure and experience of Hong Kong university students, the three US ETOs ran the internship programme in the summer of 2017 for the second year. These students

were placed on internships of three to eight weeks in US ETOs as well as partnering business and non-profit organisations. Under the internship scheme, 14 Hong Kong students took up placements during the reporting period.

Celebration of the 20th Anniversary of the Establishment of the Hong Kong Special Administrative Region (HKSAR)

13. In connection with the 20th Anniversary of the establishment of the HKSAR (20A), the Washington ETO hosted a gala dinner in late June 2017 to celebrate this significance milestone with our senior US interlocutors. Guests included Congressional members, senior Congressional staffers, senior contacts in the White House, federal government agencies, business organisations, think-tanks, academia, non-government organisations, media outlets, and Hong Kong community. The evening featured operatic performance by Hong Kong tenor Warren Mok and the piano and string quartet performance by Hong Kong and US musicians of the International Chamber Orchestra of America. The event raised Hong Kong's profile and image as a world class city, with rich diversity in arts and culture. Feedback from our guests was overwhelmingly positive.

14. The Hong Kong Commissioner for Economic and Trade Affairs, USA participated in a panel discussion at a symposium "20th Anniversary of Hong Kong's Handover: Reflections and Expectations" in June to discuss Hong Kong's unique role and strengths under "One Country, Two Systems". The symposium was organised by the Center for Strategic and International Studies and the American Chamber of Commerce in Hong Kong.

15. The Washington ETO's annual "Made in Hong Kong Film Festival", co-organised with the Smithsonian Institution's Freer Gallery of Art, showcased Hong Kong cinema and culture to US audiences between July and August 2017. Riding on the 20A, this year's 22nd annual film festival featured appearances by Hong Kong director Wong Chun and screenwriter Florence Chan for a screening of their new film "Mad World".

16. The Washington ETO hosted a reception in August to welcome the Asian Youth Orchestra (AYO), which performed with violinist Sarah Chang in Virginia. The performance was part of their world tour to mark 20A. The reception and AYO's performance provided a good opportunity to promote Hong Kong's vision of nurturing talent, encouraging creative expression and promoting education in the arts.

17. In October, the Washington ETO co-organised a conference-cum-luncheon with the Carnegie Endowment for International Peace on Hong Kong's overall development since 1997 and future opportunities and challenges. During his visit mentioned in paragraph 7 above, the Financial Secretary delivered a keynote speech at the luncheon to further promote Hong Kong's core strengths by highlighting Hong Kong's low and simple tax regime and introducing the two-tier profits tax system and the additional tax deductions for research and development expenditure announced in the 2017 Policy Address as well as opportunities in Hong Kong, particularly with regard to the B&R Initiative and the Greater Bay Area.

Looking Ahead

18. Since the inauguration of President Trump in January 2017, there have been notable changes in personalities in the Administration and its policies. The Washington ETO will continue to develop its working relationship with senior officials in the Trump Administration whose portfolios are relevant to Hong Kong. We will continue to closely monitor the policy direction of the Trump Administration and political landscape in the US, particularly on developments that may affect Hong Kong and our bilateral relationship.

**Hong Kong Economic and Trade Office, Washington, DC
November 2017**

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.

Commercial Relations

2. In 2016, New York State was Hong Kong's second largest trading partner among all 50 states in the US, behind California, with exports to Hong Kong reaching US\$7.4 billion, a decrease of about 22.2% compared to 2015. Meanwhile, the 31 eastern states exported US\$18.2 billion worth of goods to Hong Kong, accounting for 52% of the total from the US. Besides New York State, Illinois ranked fifth, with Florida, Massachusetts, Kentucky and New Jersey from seventh to tenth among the 50 states by the value of goods they exported to our city.

3. The New York ETO continued to arrange programmes for senior officials from Hong Kong to visit the eastern US. During the reporting period, the then Financial Secretary visited New York City (NYC) in October 2016 to promote Hong Kong's strengths as an international financial and business centre, and updated interlocutors on the latest economic developments in Hong Kong. He also took up speaking events co-organised with the Manhattan Chamber of Commerce, the China Institute, the America China Public Affairs Institute, Invest Hong Kong (InvestHK), the Hong Kong Trade Development Council (HKTDC) and the Hong Kong Monetary Authority.

4. 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, the Director and/or the Deputy Director of the ETO

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

conducted 20 visits to 16 different states². They called on governors/lieutenant governors, cabinet secretaries, state legislators, mayors, academia, think-tanks and business leaders, delivered keynote speeches, and conducted media interviews with a view to promoting a better understanding of Hong Kong as a vibrant international financial, trading, education and arts and cultural hub. HKTDC and/or InvestHK also joined some of these visits.

5. During the reporting period, the New York ETO facilitated visits to Hong Kong by senior representatives from various sectors, including the President of the Chicago Council on Global Affairs in October 2016, a State Representative from Massachusetts in November 2016, the President of the Manhattan School of Music in February 2017, as well as a delegation of scholars led by the National Committee on US-China Relations in August 2017. The ETO also facilitated visits to the eastern US by notable personalities from Hong Kong³.

Public Relations

6. The New York ETO has organised or supported a variety of arts, cultural and sporting events to reach out to new stakeholders, and to promote Hong Kong's soft power in arts and culture. Riding on the successes achieved in 2016, the ETO again sponsored the New York Sevens and the Hell Gate Sevens Rugby Tournaments in NYC, as well as the Collegiate Rugby Championship in Philadelphia, Pennsylvania. In particular, the two-day tournament in Philadelphia in June 2017 drew over 37 000 athletes, fans, and spectators, with NBC and NBC Sports Network providing comprehensive national television coverage.

7. On the promotion of arts and culture, the New York ETO continued to collaborate with the Yale-China Association on an arts fellowship programme, and brought two young artists from Hong Kong on a six-month art immersion programme at Yale University, which cumulated with a showcase of their work at an international arts festival.

8. The New York ETO supported a number of film festivals to promote Hong Kong's film industry, presenting a diverse slate of films, and

² Including Alabama, Connecticut, Florida, Georgia, Illinois, Indiana, Kentucky, Massachusetts, Michigan, Missouri, New Jersey, New York, Ohio, Pennsylvania, Rhode Island and Tennessee.

³ Such as the Chairperson of the Women's Commission, and the delegation of actors, directors, screenwriters and filmmakers participating in the film festivals mentioned in paragraph 8 below.

introducing a crop of up-and-coming young filmmakers to the US audience. These events included the New York Asian Film Festival in NYC and the Asian Pop-Up Cinema film festival in Chicago, Illinois. Stars, directors and screenwriters who attended these festivals included Teddy Robin Kwan, Eric Tsang, Carrie Ng, Lawrence Lau, Wong Chun, Derek Hui, Alan Lo and Florence Chan.

9. Mixing sport and culture, and to raise the awareness and interests in Hong Kong, the New York ETO supported the Hong Kong Dragon Boat Festivals in several strategic cities, namely Atlanta, Georgia; Boston, Massachusetts; Chicago, Philadelphia and NYC.

10. The New York ETO had continued to engage and reach out to the younger generation through five speaking engagements at universities, meetings with Hong Kong students studying or visiting the US on nine occasions, and with its Facebook page “Hong Kong Meets America”. Where appropriate, the New York ETO also promoted the relevant admission schemes for overseas talents and the second generation of Chinese Hong Kong permanent residents.

Investment Promotion

11. The New York ETO’s Investment Promotion Unit (IPU) conducted an extensive investment promotion programme in the eastern US, which continued to focus on traditionally strong business sectors as well as start-ups with overseas investment potential. During the reporting period, IPU met 309 companies to offer assistance and completed 15 projects helping companies to establish business operations in Hong Kong.

12. With a focus on financial technology (Fintech) and innovation sectors, IPU participated as attendees, speakers or exhibitors in major conferences such as Collision in New Orleans, Louisiana; Skift Forum, TechCrunch, Consensus and Marine Money in NYC; World Bank Group Global Private Equity Conference in Washington, DC, and EmTech in Boston. IPU also took an active role in organising targeted promotional events such as a Hong Kong Fintech briefing in NYC featuring the then Financial Secretary in October 2016; the Business Outreach Event in Miami, Florida, in March 2017; and a luncheon event in Chicago with the Invest Hong Kong’s Head of Fintech in September 2017. Besides, IPU collaborated with other Hong Kong agencies and local organisations for events such as Seatrade Cruise Global and Money 20/20.

Celebration of the 20th Anniversary of the Establishment of Hong Kong Special Administrative Region

13. To celebrate the 20th anniversary of the establishment of the Hong Kong Special Administrative Region (20A), the New York ETO organised a series of dedicated events and enhanced a host of other promotional events.

14. To kick off the celebrations, the New York ETO collaborated with the famed international fashion designer from Hong Kong, Vivienne Tam, to present a Hong Kong/20A-themed collection at the New York Fashion Week in February 2017. The collection was well-received and brought 20A to the attention of a wide range of international audience.

15. The New York ETO hosted and supported a number of galas, receptions and luncheons in celebration of 20A. In NYC, some 300 guests attended a gala dinner hosted by the ETO on 28 June 2017. Showcasing Hong Kong's dynamism, the event featured a performance of "Hong Kong Medley" by Hong Kong and New York-based musicians, and a catwalk of Vivienne Tam's Hong Kong and 20A-inspired fashion collection. A personal letter from New York State Governor Andrew Cuomo commemorating 20A was also presented at the gala.

16. To bring the celebrations to an even wider audience, the Director of the New York ETO rang the closing bell at the New York Stock Exchange (NYSE) on 30 June (i.e. 1 July in Hong Kong) to mark the anniversary. The bell ringing ceremony was broadcast worldwide, while a Cantonese opera singer and a lion dance troupe added some festive colours to the NYSE trading floor.

17. On 2 August, the ETO organised a business luncheon in collaboration with the Hong Kong Trade Development Council and the Hong Kong Association of New York. The luncheon featured a presentation by the co-chairman of the Hong Kong-US Business Council, John Slosar, to discuss Hong Kong's economic development in the past 20 years and promote our economic strengths and advantages.

18. The New York ETO also supported a gala dinner hosted by the Chicago Hong Kong Club on 12 May in Chicago, where about 500 guests gathered for the occasion. In Boston, the ETO co-hosted with the Hong Kong Association of Massachusetts a "Hong Kong Day" community reception on 11 July at the Massachusetts State House. The event was

officially recognised by Massachusetts Governor Charlie Baker and the Massachusetts House of Representatives, with about 300 guests attending.

19. The New York ETO supported a series of arts, cultural and sporting events in celebration of 20A, including film festivals, concerts, rugby tournaments and dragon boat festivals. The rugby events mentioned in paragraph 6 above, the film festivals mentioned in paragraph 8 above, and the dragon boat festivals mentioned in paragraph 9 above all featured prominent 20A elements.

20. Additionally, the New York ETO supported three concerts by Hong Kong musicians and composers in NYC between April and July 2017, including recitals at the Carnegie Hall. These concerts featured works by Hong Kong composers, as well as performances by professional and young Hong Kong musicians, to showcase the breadth of music talents that have developed in Hong Kong in the past 20 years. Furthermore, the ETO also supported the Asian Youth Orchestra's concert in New York State in August 2017 as part of its world tour in celebration of the 20A.

Looking Ahead

21. The New York ETO will continue to strengthen our audience building work and maintain the drive to promote Hong Kong's strengths through out-of-state visits and various outreach activities in collaboration with HKTDC and InvestHK.

Hong Kong Economic and Trade Office, New York
November 2017

Report on the Work of the San Francisco ETO

The San Francisco ETO is responsible for promoting economic and trade relations between Hong Kong and 19 western states¹ in the United States of America (US).

Commercial Relations

2. In 2016, the western states exported US\$16.1 billion worth of goods to Hong Kong, accounting for 46% of the total from the US. California, Texas, Utah and the State of Washington ranked first, third, fourth and sixth among the 50 states by the value of goods they exported to our city.

3. Over the past year, the Commissioner for Economic and Trade Affairs to the United States and the Director of the San Francisco ETO jointly or individually visited eight cities in seven western states². They called on senior state and city government officials, leaders of state legislatures and business organisations, academia and think-tanks to update them on economic and political developments in Hong Kong. They also gave media interviews, and spoke at business events and chambers of commerce 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 Mainland China. New opportunities arising from the Belt and Road Initiative were also prominently featured in their presentations to the officials, business leaders and the media in different states. The then Financial Secretary visited Los Angeles in October 2016 and delivered a keynote speech at a business luncheon organised by the San Francisco ETO on “Hong Kong: an international financial centre, a natural hub for Startups, Fintech and more”, elaborating on the long-standing trade ties and business opportunities between the US and Hong Kong.

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

² Key cities visited include Los Angeles and Sacramento in California; Denver in Colorado; Honolulu in Hawaii; Las Vegas in Nevada; Portland in Oregon; Dallas in Texas; and Seattle in Washington.

4. The San Francisco Bay Area (where Silicon Valley is located) continued to attract a steady stream of visitors. The Hong Kong Science and Technology Parks Corporation (HKSTP) visited the Bay Area three times to attend major conferences about consumer electronics, clean technology, biotechnology and startups, while the Hong Kong Cyberport led a delegation to the Bay Area focusing on financial technology (fintech). The San Francisco ETO, in collaboration with Invest Hong Kong (InvestHK) and the Hong Kong Trade Development Council (HKTDC) as appropriate, facilitated both organisations to make use of the opportunities to network with technology companies, accelerators and investors in the region. The Secretary for Innovation and Technology conducted a visit to the Bay Area in October 2016. He took part in the panel discussion of the “Digital Cities Summit” for global CEOs, entrepreneurs and policymakers at Stanford University, and spoke on “Innovation and Technology: the New Economic Driver for Hong Kong” at a dinner hosted by the San Francisco ETO in Palo Alto, California to entrepreneurs and professionals involved in innovation and technology. He also met with venture capitalists and angel investors as well as technology entrepreneurs and executives, updating them about the burgeoning start-up scene in Hong Kong and opportunities it presented.

5. Apart from innovation and technology, California also prides itself in environmental protection and education. The Secretary for Environment visited Los Angeles after attending a summit in Mexico in December 2016, exchanging views and experience on environmental and sustainability initiatives with the Californian community. The then Secretary for Education had a brief stay in San Francisco after visiting Peru in October 2016, during which he was apprised of the latest development in the use of technology in education and interaction with Hong Kong students. The San Francisco ETO also hosted a reception for a delegation of MBA students from the Chinese University of Hong Kong visiting San Francisco as part of their study program to provide an overview of US-Hong Kong relations.

Public Relations

6. On promoting Hong Kong’s film industry, the San Francisco ETO sponsored the presentation of Hong Kong productions at seven major film festivals held in the states of Colorado, Texas, Washington and California over the past year. The ETO hosted receptions to honour visiting film directors Johnnie To and Cheung Cheuk, and actress Dada Chan. Among

the festivals sponsored was “Modern Cinema – Johnnie To: Cops and Robbers” – a special tribute to To organised by the San Francisco Museum of Modern Art in partnership with SFFILM. The special series featured 17 productions of To and “An Evening with Johnnie To” – a dialogue with To on stage. In addition, the ETO continued its partnership with SFFILM in organising “Hong Kong Cinema” in September 2017 to showcase a total of eight Hong Kong productions in San Francisco with the presence of veteran producer Roger Lee. Apart from films, the ETO also hosted a dinner at the opening of “Episode: Requiem” – an exhibition in San Francisco presented by the Tung Wah Group of Hospitals, depicting how the organisation helped Chinese who died overseas to return to their roots from the end of the 19th century to mid-20th century.

7. The San Francisco ETO continued to deliver career talks at major West Coast universities, and invite Hong Kong business and alumni associations in the region to help disseminate information on Hong Kong Government initiatives such as the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents to their members, so as to provide more information to those interested in working in Hong Kong.

Investment Promotion

8. Over the last 12 months, the Investment Promotion Unit of the San Francisco ETO visited 314 companies and assisted 27 companies to establish new business or expand their operations in Hong Kong. The Unit arranged the visits of four Invest Hong Kong directorates and sector teams to San Francisco. It also actively promoted the 2017 StartmeupHK Venture Forum and the 2017 Hong Kong Fintech Week, and publicised notable developments in innovation and technology in Hong Kong. Moreover, it collaborated closely with the HKSTP and the Cyberport in their promotional activities in San Francisco and Silicon Valley as mentioned in para. 4 above.

Celebration of the 20th Anniversary of the Establishment of the Hong Kong Special Administrative Region (HKSAR)

9. The San Francisco ETO organised a series of events and activities spanning the western states of the US to celebrate the 20th anniversary of the establishment of the HKSAR (20A). For the first time, a Hong Kong Young Entrepreneur Competition was held this year challenging college

students in the western US to develop business ideas that could change the way Hong Kong residents work, communicate and live. Among entries received from 13 cities across five western states, five winners were selected. They were awarded a week-long and all-expense-paid trip to Hong Kong in July, meeting with government officials and business leaders, and experiencing first-hand the city's rich and dynamic culture. In October, the ETO organised a large-scale business conference cum luncheon in San Francisco with a theme on technological developments with a panel of high-power speakers. To enhance understanding of Hong Kong's success and latest developments, 20A exhibits were displayed in gala receptions in San Francisco, Los Angeles, Dallas, Seattle and San Jose. A full-page advertorial on Hong Kong and a half-page advertorial on the Basic Law were published in a major Chinese daily in San Francisco and Los Angeles respectively.

10. To tie in with the respective 20A receptions, the San Francisco ETO presented "A Musical Journey" – a concert by the visiting Hong Kong Oratorio Society and Voices of the Valley from San Francisco Bay Area in San Francisco and Los Angeles in end of June. The Hong Kong Oratorio Society Chinese Music Ensemble also gave a special performance at the reception in Dallas. In August, the Asian Youth Orchestra kicked off its 2017 North American and European Tour with two performances in the Bay Area, one in San Jose and one in Berkeley.

11. On arts and culture, six large-scale illuminated bamboo lanterns ranging from five to six metres in height, titled "Sui Sui Ping An – Peace All Year Round" (歲歲平安), by Hong Kong artist Freeman Lau lit up the Civic Center Plaza in San Francisco from 30 January to 10 March. This public art installation was organised by the San Francisco Arts Commission in partnership with the Asian Art Museum and sponsored by the San Francisco ETO. On film, the ETO presented the special "Hong Kong Showcase" in Seattle from 29 June to 1 July, showing both recent and classical Hong Kong productions. On sports, the ETO was the title sponsor of the Northern California International Dragon Boat Festival which took place in Oakland, in end of September. Many paddlers and spectators visited the ETO's booth where 20A exhibits were displayed during the two-day festival. A team of youth participants from Hong Kong joined the dragon boat race and showcased the multi-talented facets of the Hong Kong community.

Looking Ahead

12. The San Francisco ETO will, in collaboration with InvestHK and HKTDC as appropriate, 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 western states. Considering the strengths of this region, innovation and technology, arts and culture, and food and wine will remain the primary foci in the coming year. Particular attention will also be given to opportunities for talents and startups.

Hong Kong Economic and Trade Office, San Francisco
November 2017

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 various supranational organisations of the EU, including the European Commission ("EC") and the European Parliament, as well as national governments and permanent representations stationed in Brussels of the 28 EU MSS, and monitored EU policies or directives which might have impact on Hong Kong. We also closely monitored discussions at summits of EU leaders regarding, for example, the EU's migration and refugee crisis, and kept a close watch on the development of the Brexit negotiations in case of any implication it might have on Hong Kong.

3. On trade issues, the Brussels ETO 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. We are also working with the EC to explore the possibility of an investment agreement between Hong Kong and the EU.

4. At the level of national/regional governments, the Brussels ETO supported the liaison that led to the signing of the Memorandum of Understanding ("MOU") on Co-operation in Wine-related Businesses with Comité Champagne of France in June 2017 and the MOU on France-Hong Kong Mutual Recognition of Funds in July 2017. The ETO also made efforts in facilitating liaison with the Italian authorities to further strengthen the collaboration in arts and culture between Hong Kong and Italy.

5. During the reporting period, the Brussels ETO lined up six senior official visits. These included the visit by the then Financial Secretary to The Hague in the Netherlands in October 2016; visits by the then Secretary

for Commerce and Economic Development (SCED) to Dublin in Ireland in December 2016, to Milan in Italy in April 2017, and Amsterdam and The Hague in the Netherlands in June 2017; the then Under Secretary for Environment's visit to Paris in France in November 2016; and the Secretary for Home Affairs' visit to Venice in Italy in May 2017.

6. In collaboration with Invest Hong Kong (InvestHK), the Hong Kong Trade Development Council (HKTDC), local chambers of commerce and organisations, the Brussels ETO organised a total of 67 seminars, talks, receptions, luncheons and dinners to promote Hong Kong's distinct role in connecting Mainland China and Europe, as well as business opportunities for European companies and individuals in Hong Kong. In particular, we organised seminars to promote the unique role of Hong Kong under the Belt and Road (B&R) Initiative in Belgium, Bulgaria, Croatia, Cyprus, Luxembourg, Ireland, Italy, The Netherlands, Greece, and Romania.

Public Relations

7. With the launch of enhanced talent admission schemes in May 2015, the Brussels ETO stepped up its efforts and organised a number of talks in different renowned universities in various European cities including Brussels in Belgium, Delft in the Netherlands, Luxembourg City in Luxembourg, Milan in Italy, Paris in France and Siena in Italy, to promote the schemes among university students and graduates.

8. In terms of arts and culture, the Brussels ETO continued to promote Hong Kong music talents, in particular soloists and small groups. We always strive to present music performances with Hong Kong characteristics in our major activities. During January and February 2017, we invited the Hong Kong Drum Ensemble to perform at the Chinese New Year receptions organised in six European cities. Hong Kong's first professional A Cappella choral theatre group, Yat Po Singers, performed at three functions in Belgium and Luxembourg in end-June 2017. The Brussels ETO also supported a young cellist, Mr Calvin Wong, in joining a one-week Young Artist Programme to practise with outstanding musicians worldwide and perform at the Rome Chamber Music Festival in Rome in June 2017. We were also active in supporting big performing groups such as performances by the Hong Kong Festival Youth Wind Orchestra in Barcelona in Spain and Lisbon in Portugal; concerts by Hong Kong Sinfonietta in Marvao in Portugal, Menton and La Roque d'Antheron in France. Besides, the Brussels ETO supported the Asian Youth Orchestra's world tour in various European cities, including Brussels in Belgium,

Santander and San Sebastian in Spain and Toulouse in France held in August and September 2017.

9. The Brussels ETO devoted great efforts in promoting Hong Kong's creative industries. In January 2017, we supported the participation of Hong Kong comics artists in the Angoulême International Comics Festival in France and the staging of the Hong Kong Comics Touring Exhibition in Brussels in September 2017. For visual arts, the Brussels ETO gave support to Hong Kong Arts Development Council's participation in the Venice Biennale held in May 2017. With the consideration of the growing popularity of Hong Kong fashions in the international circle, we supported the Hong Kong fashion designers in the runway show and networking event organised by the Hong Kong Fashion Farm Foundation in Paris in September 2017.

10. Noting Hong Kong's unique position in European cinema and worldwide, the Brussels ETO continued to sponsor the screening of Hong Kong films in various international film festivals in Europe. The Brussels ETO sponsored a total of 13 international film festivals with six of them having standalone film events on Hong Kong movies. Many Hong Kong directors/artists attended those film festivals and other exchange sessions with our support, including Ms Heiward Mak, the producer of award-winning film "Mad World" at the CinemAsia Film Festival in Amsterdam in March 2017; Mr Stanley Tong, director of "Kung Fu Yoga", at the Brussels International Fantasy, Fantastic, Thriller and Science Fiction Film Festival in Brussels in April 2017; Director Adrian Kwan and Co-writer Ms Hannah Cheung of "Little Big Master" spoke at Dragon Film Festival in Florence in April 2017; and Mr Eric Tsang, Mr Fruit Chan, Mr Herman Yau and Mr Derek Tsang at the Far East Film Festival in Udine in April 2017; Mr Hui See-wai, director of "the Posterist", at the Asian Summer Film Festival in Vic in July 2017; and Director Ann Hui at the opening ceremony of a film festival in Paris in September 2017.

11. The Brussels ETO is keen to promote Hong Kong as an ideal destination for outdoor activities. We sponsored the Oxfam Peacewalker and the Oxfam Trailwalker in Belgium in April and August 2017 respectively to showcase Hong Kong's can-do spirit and promote the local green tourism. We also sponsored the Hong Kong Dragon Boat Festival in Antwerp and the Dublin International Dragon Boat Regatta in Dublin in September 2017 to promote our strong team spirit and unique cultural heritage.

12. On student exchanges, the Brussels ETO partnered with the European Union Academic Programme Hong Kong to organise the Hong Kong-EU School e-Learning Project, which paired up six Hong Kong secondary schools with a total of five secondary schools in Germany, the Netherlands and Spain, to exchange ideas and produce a blog on green living and sustainability. Besides, following the pilot scheme in 2016 to provide more overseas internship opportunities for Hong Kong university students during the summer time, the Brussels ETO has continued to launch the scheme in 2017. In 2017, we secured 19 places (as compared to ten places in 2016) from 14 organisations in six countries, including Belgium, the Netherlands, Italy, Spain, Ireland and France. Among them, three of the places were provided by the Brussels ETO.

13. Staying in close contact with the Hong Kong communities living in Europe is also an important part of our daily liaison. Various gatherings involving the Hong Kong communities were organised in Belgium, France, Ireland, Luxembourg and the Netherlands during visits of principal officials and activities to celebrate the 20th anniversary of the establishment of the Hong Kong Special Administrative Region (“HKSAR”) in which they were kept abreast of Hong Kong’s latest developments. Thematic presentations on talent admission schemes targeting the second generation of Hong Kong emigrants were organised to attract them to work and stay in Hong Kong. We also handled enquiries from Hong Kong residents living abroad and provided assistance where appropriate.

Investment Promotion

14. 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. For some global events, like Websummit in Lisbon, Portugal in November 2016 and Mobile World Congress in Barcelona, Spain in February 2017, the IPU of the Brussels ETO joined hands with IPUs of Berlin and London ETOs to make a prominent Hong Kong presence. IPU also provided support to trade missions from Hong Kong and visits from different sector teams of InvestHK Headquarters.

15. During the reporting period, the IPU met with 181 companies and multipliers that are interested in setting up an operation in Hong Kong, and

helped 77 companies initiate the process of setting up a company in Hong Kong. During the same period, 20 companies set up new offices in Hong Kong with IPU's assistance.

Celebration of the 20th Anniversary of the HKSAR

16. The year of 2017 is the 20th anniversary of Hong Kong's return to our motherland and the establishment of the HKSAR (20A). To celebrate this historic moment for Hong Kong, the Brussels ETO partnered with different local organisations to organise a wide range of activities including exhibitions, arts and cultural performances, sports events, youth exchange programmes and other promotional events in Europe which echoed the theme "Together Progress Opportunity".

17. In April 2017, we supported the Hong Kong Design Centre in staging a special Hong Kong multi-disciplinary exhibition known as the "Confluence • 20+ Creative Ecologies of Hong Kong" during the Milan Design Week 2017 which showcased the works of 20 distinguished Hong Kong designers. In June 2017, we sponsored Hong Kong chefs to run a Hong Kong restaurant in the Vinexpo to showcase Hong Kong gourmet, co-organised with our local partners a golf tournament in the Netherlands, and held receptions in Luxembourg City, Brussels and Rotterdam. On 30 June, we dressed the iconic statue of Brussels, Manneken-Pis in his Hong Kong costume which was donated to the City of Brussels by the Brussels ETO in 2012. In July, August and September 2017, we sponsored the concerts of Hong Kong Sinfonietta and the Asian Youth Orchestra in Belgium, France, Portugal and Spain. In October 2017, the Brussels ETO organised thematic gala dinners on marital arts novel in Brussels and Paris, with live performances given by a group of five Hong Kong award-winning wushu athletes which aimed to promote the Hong Kong martial arts culture on one hand and the uniqueness of the Hong Kong culinary culture on the other hand to our European audience.

18. Celebration events aside, the Brussels ETO is keen to support youth exchange programmes which allow young people from Hong Kong to broaden their horizon and help spread positive messages about Hong Kong across Europe. The Brussels ETO partnered with the Hong Kong Professionals And Senior Executives Association to bring a group of 20 Hong Kong young people at the age of 20 to join a one-week youth exchange programme in Belgium in August 2017 in which they demonstrated the Hong Kong-can-do spirit at the 100km-walk at the Oxfam Trailwalker. We also sponsored a group of eight Hong Kong elite

rope skipping athletes to take part in various exchange programmes in Europe and perform at the Dragon Boat events in Dublin, Ireland and Antwerp, Belgium in September 2017.

Looking Ahead

19. Over the years, the EU has been exploring various means at the EU-level with a view to boosting the economy of Europe. According to latest available statistics, for the first time in almost a decade, the economies of all EU MSS are expected to grow in the coming two years. It is widely expected that the EU will continue to push ahead supportive measures and its priority projects such as the EU Investment Plan so as to sustain this positive sign. This will continue to provide opportunities for future Hong Kong-EU bilateral trade growth given Hong Kong's leading role as an international financial and trade centre and the largest offshore Renminbi business centre. With the Brexit talks formally started in June 2017, we are keeping a close watch on the developments and looking for possible opportunities to enhance and deepen closer cooperation and relations with the EU in this new dynamics.

20. Riding on opportunities arising from the B&R Initiative, the Brussels ETO will continue its efforts in promoting Hong Kong's special role in connecting the Mainland with the rest of the world and hence an excellent platform for the European companies to grasp new business opportunities from the Initiative. The Brussels ETO will also actively promote Hong Kong's special status in the Guangdong-Hong Kong-Macao Bay Area Project and encourage European businessmen to make the most out of this regional cooperation. On the trade and investment fronts, the Brussels ETO will continue to facilitate discussions between Hong Kong and the EU regarding the possibility of a Hong Kong/EU investment agreement.

21. The Brussels ETO will maintain the momentum to promote Hong Kong as the regional hub for creative industries, arts and culture through different means. We will also continue our dedicated efforts to reach out to overseas talents such as young entrepreneurs, university graduates and descendants of Hong Kong emigrants to encourage them to work and stay in Hong Kong.

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, academia, 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 ETO had, either on its own or in collaboration with the Hong Kong Trade Development Council (HKTDC), local trade associations or other organisations, organised and supported over 40 business events such as luncheons/seminars/receptions/ roundtable meetings in 13 cities in the countries under its purview to promote Hong Kong's advantages under "One Country, Two Systems" and opportunities as a springboard to Mainland China and other parts of Asia. Apart from Hong Kong's pillar industries, emphases were also placed to promote Hong Kong's developments in financial technology (Fintech), start-ups, innovation and technology as well as creative industries. Presentations were also made to introduce the opportunities under the Belt and Road Initiative as well as the Guangdong-Hong Kong-Macao Bay Area development.

3. High-level official exchanges help strengthen bilateral ties and commercial relations. The London ETO organised and supported nine visits by senior officials from Hong Kong during the reporting period, including the Chief Executive's visit to London in September 2017, during which she attended the HKTDC annual dinner and "Think Asia Think Hong Kong" Symposium as the guest of honour, met with officials of the UK Government including the Chancellor of the Exchequer, the First Secretary of State and Minister for the Cabinet Office and the Secretary of State for International Trade, as well as met stakeholders from various fields. Other visits included the then Secretary for Security to London in November 2016, the then Secretary for Transport and Housing to London in February 2017, the then Secretary for Food and Health to London in May 2017, the then Secretary for Education to London in May 2017, the Secretary for Justice to London and Oxford in May 2017, the Secretary for

Transport and Housing to London in September 2017, the Secretary for Commerce and Economic Development to London in September 2017, and the Secretary for Financial Services and the Treasury to London in September 2017. The Director-General of the London ETO also called on senior state and local government officials in the nine countries under the ETO's purview from time to time to maintain government-to-government dialogues.

4. Through public avenues and its network of contacts, the London ETO keeps in view the economic and political developments in the countries under its purview with a view to fostering closer economic and trade relations between Hong Kong and the relevant countries. During the reporting period, the UK notified the European Council of its decision to invoke Article 50 of the Treaty on European Union (EU). The UK is expected to leave the EU on 29 March 2019. As at end September 2017, four rounds of negotiation were held between the UK and the EU.

5. The UK is one of the major trading partners of Hong Kong, being our second in the EU in terms of trade in goods, our third in the world in terms of trade in services, and our fourth in terms of outward direct investment. Hong Kong's trade and economic relations with the UK will continue to develop even after the UK leaving the EU. On the other hand, being an open and external-oriented economy, Hong Kong's economy may be easily affected by global economic headwinds. The London ETO has been monitoring the Brexit developments closely and will continue to maintain liaison with the concerned parties including the business community to watch out for any impact on the economic and trade relations between Hong Kong and the UK. We have also been actively reaching out to the UK's business community to introduce the opportunities Hong Kong could offer if they wish to set foot or expand their operations in Asia to diversify their business interest after Brexit.

Public Relations

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

7. In the UK, the London ETO worked as a cultural partner of the British Film Institute (BFI) in October 2017 and supported the screening of a few Hong Kong films at the 61st BFI London Film Festival, which is the UK's largest public film event. The ETO supported the London East Asia Film Festivals in both 2016 and 2017 to promote the vibrant film industry of Hong Kong. The ETO also invited the Hong Kong Drum Ensemble to perform at the Chinese New Year (CNY) celebration organised by the Chinese communities in Trafalgar Square, London. In addition, Hong Kong young musicians were invited to perform in some of the CNY receptions of the London ETO to showcase Hong Kong's talent in the cultural aspect.

8. From February to May 2017, the London ETO organised the sixth student competition to encourage more UK students to study in Hong Kong. The theme was "Hong Kong: A dream vacation destination for youth travellers!" this year, and five winners were sponsored to attend summer schools at universities in Hong Kong. The visit allowed the students to better understand Hong Kong's advantages as a regional education hub and to consider pursuing tertiary education in Hong Kong.

9. In the summer of 2017, the London ETO arranged overseas internship opportunities for 11 Hong Kong students in the ETO and several companies/institutions in the UK, covering various industries such as banking, retail trade and real estate. The aim was to help broaden the horizon of our younger generation. Besides, the ETO helped promote and provided administrative support to the Mainland China Legal Internship Programme for Hong Kong Youths 2017 that gave an opportunity to Hong Kong students, who are studying law in the UK, to have youth exchange in Beijing.

10. During the reporting period, Hong Kong also took part in several high-profile events in London. The London ETO took part in the Lord Mayor's Show in the City of London in November 2016, featuring a colourful float showcasing Hong Kong's beautiful scenery and natural attractions. In February 2017, it again took part in the London Chinatown CNY celebration in Trafalgar Square. In June 2017, the ETO once again supported the annual London Hong Kong Dragon Boat Festival, where more than 40 dragon boat teams participated.

11. To promote the enhancements to the admission arrangements for talents, professionals and entrepreneurs thereby attracting more talents to work in Hong Kong, the London ETO supported the visit by the Immigration Department in November 2016 and organised or took part in

talks/seminars at universities and relevant organisations in four cities in the countries under its purview.

12. During the reporting period, 14 visitors including ten members of the All Party Parliamentary China Group 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.

13. The London ETO continued to maintain close liaison with Hong Kong communities in the countries under its purview to keep them updated of Hong Kong's latest development, understand their concerns and offer assistance as appropriate. The London ETO also maintained regular liaison with the media and issued press releases and updates to its media contacts and interlocutors on various topics. Six journalists from the UK visited Hong Kong under the Sponsored Journalists Programme during the reporting period at the ETO's invitation. The ETO made use of social media to publicise its activities as well as to disseminate information on Hong Kong's major events.

Investment Promotion

14. During the reporting period, the Investment Promotion Unit (IPU) of the London ETO met with 351 companies and assisted 46 companies in establishing their business operation in Hong Kong. The IPU has greatly expanded its activities into Fintech, and will step up Hong Kong's fintech profile, build relationships, and refine Hong Kong's offering in the post-Brexit market place. A good pipeline of Fintech companies interested in setting up in Hong Kong has been achieved and two such companies have already set up in Hong Kong during the reporting period.

15. The IPU participated in an increased number of events during the period with its own seminars in Durham, Liverpool and London, as well as joint events in the UK including Gloucester, Glasgow, Leeds, Cambridge, Bristol and Edinburgh. Highlights included our participation in the London Technology Week in June 2017 in conjunction with the Hong Kong Science & Technology Park; the 5th Annual China Business Conference of China British Business Council in March 2017, focusing on innovation, creativity and technology; as well as the two pan European events, namely the Web Summit in Lisbon, Portugal in November 2016, and the Mobile World Congress in Barcelona, Spain in March 2017. There is continued

interest from UK companies in setting up their business operation in Hong Kong.

Celebration of the 20th Anniversary of the Establishment of the Hong Kong Special Administrative Region (HKSAR)

16. To celebrate the 20th anniversary of the establishment of the HKSAR (20A) and spread the message of the 20A celebration, the London ETO supported/organised a series of events in different cities of the countries under its purview. They include –

- a series of business seminars and receptions throughout 2017;
- a wide range of arts and cultural events throughout 2017, including a music tour of Hong Kong Chinese Orchestra in Russia in February; musical performances by the Musicus Society in Finland, and the dance performance “The Legend of Mulan” in London by Hong Kong Dance Company, in April; two contemporary arts exhibitions in Manchester, namely “One of Two Stories, or Both (Field Bagatelles)” by Samson Young and “From Ocean to Horizon”, from July to October; five productions and eight performances under the Hong Kong Arts Development Council’s “Hong Kong Music Series in London”, and musical performances by the Music for Our Young Foundation, in London in July; a remake of William Shakespeare’s “Titus Andronicus” by Tang Shu Wing Theatre Studio in London in August; “PLAY! Hong Kong Comix Touring Exhibition” organised with the Hong Kong Arts Centre in Helsinki in September; and the film festival “Creative Visions – Hong Kong Cinema 1997 to 2017”, organised with the Hong Kong International Film Festival Society in Moscow and Manchester in September and October respectively, and the final series of screenings in London in November 2017;
- a catwalk show namely “Hong Kong Fashion Designers Showcase”, as well as a series of events under the London Craft Week, including the “UNFOLD Experimental Was Batik Workshop” and exhibitions of Hong Kong designer makers, in London in May;
- events in London to promote Hong Kong’s intangible culture heritage, including food culture and the Mid-Autumn Festival

in May and September respectively, and a Poon Choi Festival in Chinatown in July with the London Chinatown Chinese Association; and

- a 20th Anniversary Gala Dinner with the Organising Committee of the UK Chinese Gala Celebration for the 20th anniversary of the HKSAR, and a dinner with The All Party Parliamentary China Group of the UK Parliament in July.

Looking Ahead

17. 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 ETO will continue to highlight Hong Kong's unique advantages under the "One Country, Two Systems" arrangement and encourage companies to make use of these advantages in exploring the opportunities under the Belt and Road Initiative and the development of Guangdong-Hong Kong-Macao Bay Area. The ETO will also promote Hong Kong's soft strengths in its publicity efforts, namely the East-meets-West culture, vibrant arts scene, creativity and greenery.

18. The London ETO will also continue to monitor developments on domestic issues in the nine countries, including legislative proposals, government policies and regulatory measures, which may have implications on Hong Kong's economic and trade interests. In particular, we will continue to closely monitor the Brexit developments and maintain close dialogues with relevant trade and business sectors. For those British and European companies which intend to set up and/or expand their presence in Mainland China and the rest of Asia to diversify their business interest, Hong Kong serves as an ideal platform for them to tap the increasing potential Asia may offer. With this backdrop, we will continue to step up efforts to highlight Hong Kong's strengths as a gateway for the Asian markets in our promotion and liaison work.

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 countries in the Central and Eastern European (CEE) region, namely Austria, Czechia, Germany, Hungary, Poland, Slovakia, Slovenia and Switzerland.

Commercial Relations

2. The Berlin ETO maintains close contact with the business community, political and government leaders, academia, think-tanks, the media, arts and cultural institutions in the CEE region. During the reporting period, the ETO organised and supported business events in Frankfurt, Berlin and Hamburg of Germany; Vienna of Austria; Warsaw, Gdansk and Poznan of Poland; Budapest of Hungary; and Ljubljana of Slovenia to promote Hong Kong as the gateway to Mainland China and Asia, a trading and logistics hub, a regional education centre, and a city offering ample opportunities for small and medium sized enterprises and start-ups.

3. From January to March 2017, the Berlin ETO, in collaboration with the Hong Kong Trade Development Council (HKTDC) and local chambers of commerce, hosted 11 Chinese New Year receptions in major cities in the CEE region¹, to update our contacts on the latest developments in Hong Kong, especially the new opportunities under the Belt and Road (B&R) Initiative. Some 1500 guests from the diplomatic, political and business communities attended the receptions.

4. The Berlin ETO also arranged visits of HKSARG senior officials to the countries under its purview. Such visits include the then Secretary for Security to Geneva of Switzerland as well as Berlin and Nuremburg of Germany in November and December 2016, the then Secretary for Commerce and Economic Development (SCED) to Bern of Switzerland in December 2016, the then Under Secretary for Financial Services and the Treasury to Wiesbaden and Berlin of Germany in January 2017, the then Secretary for Transport and Housing (STH) and members of the Hong

¹ Namely Vienna (Austria), Prague (Czechia), Berlin, Frankfurt, Hamburg, Munich (Germany), Budapest (Hungary), Warsaw (Poland), Bratislava (Slovakia), Ljubljana (Slovenia) and Zurich (Switzerland).

Kong Maritime and Port Board to Hamburg in March 2017, and the Secretary for Home Affairs (SHA) to Budapest and Vienna in May 2017.

5. In addition, the then SCED visited Ljubljana in April 2017 for the signing of a Memorandum of Understanding on Cooperation in Wine-related Businesses with Slovenia. He also gave a keynote address at the business seminar-cum-luncheon on “Hong Kong – Slovenia: Opportunities in Hong Kong for Slovenian Business” co-organised by the Berlin ETO and the Slovenian Times, a leading business magazine in Slovenia. In July 2017, the Secretary for Justice visited Vienna to attend a congress hosted by the United Nations Commission on International Trade Law. He gave a speech at the session on “Making of International Trade Law”. In the same month, the Financial Secretary visited Hamburg to attend the G20 Leaders’ Summit as a member of the Chinese delegation. Opportunities were also taken to meet with senior officials from Germany and Italy.

6. Apart from the CEE business communities, the Berlin ETO also maintains regular contact with Hong Kong people residing in the region. In particular, the ETO hosted two gatherings in early 2017, in Berlin and Vienna respectively, to celebrate the Chinese New Year with the Hong Kong communities in these two cities. In May 2017, another gathering was organised in Vienna for SHA to meet with the Hong Kong community during his visit to Austria.

Public Relations

7. To help promote Hong Kong culture and raise the profile of Hong Kong artists in the CEE region, the Berlin ETO supported several cultural events in Germany where Hong Kong talents were showcased. These included a performance of the contemporary “kunqu” opera “Flee by Night” produced by Zuni Icosahedron and staged in Berlin in November 2016; an exhibition entitled “A darker theme keeps me here, I’ll make a broken music” by contemporary artist Samson Young in Dusseldorf, Germany between December 2016 and March 2017; as well as two fashion shows by William Fan, a Germany-based fashion designer with Hong Kong roots, in January and July 2017. The ETO also invited young musical talents from Hong Kong to perform at its annual round of Chinese New Year receptions in CEE countries as mentioned in paragraph 3 above. In connection with the celebration of the 20th anniversary of the establishment of Hong Kong Special Administrative Region (HKSAR) (20A), the ETO hosted a series of cultural events in mid-2017. Details are provided in paragraphs 20 to 21 below.

8. To promote studying in Hong Kong as well as various talent admission schemes and working holiday schemes, the Berlin ETO participated in three international education fairs over the past year, namely the *Einstieg* in Munich, the *BeST* in Vienna and the *Study World Berlin 2017*.

9. On the media front, the Berlin ETO maintained regular liaison with the media and arranged from time to time interviews for the Director of the Berlin ETO and visiting HKSARG officials. The ETO also facilitated 14 journalists to visit Hong Kong for them to see first-hand developments in the city. Some of the journalists visited Hong Kong to cover specific events, such as the Formula E race, Art Basel and the Belt and Road Summit.

10. During the period under review, the Berlin ETO issued multi-lingual press releases to its media contacts and interlocutors on various topics, and provided regular updates on new developments in Hong Kong and work of the ETO through its official website and electronic newsletters to its contacts.

Investment Promotion

11. 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 arranged meetings with potential companies interested in establishing and/or expanding their business presence in Hong Kong. During the reporting period, it met with 210 companies and assisted 20 companies in establishing business operations in Hong Kong.

Promotion of Hong Kong's Strengths under the B&R Initiative

12. Due to the relatively slow economic growth in Europe in recent years, many countries in the CEE region have started to look for new business and investment opportunities from the east. Poland, in particular, has introduced a "Go China" program aiming at increasing trade with China; whereas Hungary has adopted the "Eastern Opening" policy with similar objectives. The introduction of the B&R Initiative has added a new impetus to this trend. Riding on the growing interest in Asia and China, the

Berlin ETO has stepped up its business outreach, to Poland and Hungary in particular, to promote the strengths of Hong Kong under the Initiative.

13. In October 2016, the Berlin ETO co-organised with the Ministry of Foreign Affairs of Poland and the Polish Chamber of Commerce a business seminar in Warsaw to introduce the B&R Initiative as well as its impact and opportunities for CEE businesses. Immediately afterwards, the ETO sponsored the international supply chain conference “EXCHAIiNGE” in Frankfurt of Germany. Mr Willy Lin, Chairman of the Hong Kong Productivity Council and member of the Hong Kong Logistics Development Council, was invited to speak on both occasions.

14. In the same month, the Berlin ETO collaborated with the Law Society of Hong Kong, the Polish National Bar of Attorneys and the Polish Chamber of Commerce to organise a conference entitled “China - Hong Kong - Poland: Opportunities for the Polish Business” in Warsaw, to promote Hong Kong legal services and our role in connecting the Mainland with the CEE region under the B&R Initiative.

15. In January 2017, the Berlin ETO hosted a business seminar in Budapest to promote Hong Kong’s unique position and advantages under the B&R Initiative.

16. In April 2017, the Berlin ETO collaborated with Slovenian Times, a leading business magazine in Slovenia, to organise a business seminar-cum-luncheon in Ljubljana to present what Hong Kong had to offer under the B&R Initiative. Major speakers included the then SCED, former President of Slovenia, and State Secretary of the Slovenian Ministry of Agriculture, Forestry and Food.

17. In June 2017, the Berlin ETO co-organised the “China – Hong Kong – Poland: towards the Belt and Road Initiative” seminar in Gdansk, a major seaport city in Poland, in collaboration with Gdansk Bar Association, the Polish National Bar of Attorney, the Law Society of Hong Kong, and the Hong Kong International Arbitration Centre, to promote Hong Kong’s legal services.

18. In September 2017, the Berlin ETO joined hands with the Law Society of Hong Kong, the Hungarian Bar Association and the Budapest Bar Association to co-organise a seminar to present how Hungarian businesses could make use of legal services provided by Hong Kong to expand to the Chinese market under the B&R Initiative.

19. To promote people-to-people exchange under the B&R Initiative, the Berlin ETO also provided support to individual youth groups involving some 50 youths coming from Hong Kong during their exchange visits to Poland, Hungary and Germany. During the reporting period, the Berlin ETO successfully arranged eight students from tertiary education institutions in Hong Kong to enterprises and organisations in Germany for taking up internship placements. The internship scheme aims to broaden Hong Kong students' horizons and strengthen people-to-people bonds, thereby enhancing the bilateral ties between Germany and Hong Kong.

Celebration of the 20th Anniversary of the Establishment of HKSAR

20. In mid-2017, the Berlin ETO rolled out a series of events to celebrate 20A, including:

- an exhibition in Berlin on the West Kowloon Cultural District (WKCD) hosted in collaboration with Aedes Architecture Forum and WKCD Authority, as part of Berlin's Asia Pacific Weeks program² (26 May – 31 August);
- an exhibition on Hong Kong comics arts organised together with the Berlin Museum for Communication and Hong Kong Arts Centre (17 June – 2 July);
- a ground-breaking production of William Shakespeare's tragedy "Macbeth" in Cantonese performed by Tang Shu Wing Theatre Studio from Hong Kong on 22 June at the Admiralspalast-Studio in Berlin, on 25 June at Halle G in Vienna, and on 28 and 29 June at ATM Studio in Warsaw;
- a gala dinner in Berlin on 27 June, a gala reception in Geneva on 30 June and a gala dinner in Budapest on 5 July for senior representatives from governments, diplomatic missions, business associations, academia, think-tanks and the media in Germany, Switzerland and Hungary. All galas featured special Hong Kong cuisines prepared by culinary masters and students of the Chinese Culinary Institute to demonstrate the culinary traditions of Hong Kong;

² The "Asia Pacific Weeks" is an annual program hosted by the Berlin Senate Government dedicated for exchange of major topics between Berlin and the Asia-Pacific Region.

- a special supplement on Hong Kong in Frankfurter Allgemeine Zeitung, the opinion-leading daily newspaper in Germany, on 4 July; and
- screening of Hong Kong films on various occasions, such as the Munich Film Festival (24 & 30 June), a film festival in Berlin named “Creative Visions – Hong Kong from 1997 to 2017” (14 July – 3 August), the Jameson CineFest in Miskolc of Hungary (12 – 13 September), the Zurich Film Festival (28 September to 8 October) and the Viennale in Vienna (19 October – 2 November).

21. The Berlin ETO also supported musical performances by the Hong Kong Sinfonietta in Poland (April 2017) and Germany (July 2017), the Philharmonia APA in Vienna (April 2017), and the Asian Youth Orchestra in Lucerne, Berlin and Prague (August to September 2017), to raise the profile of Hong Kong’s music talents in Europe.

Looking Ahead

22. In the coming year, the Berlin ETO will continue to strengthen its outreaching work in the CEE region to promote Hong Kong’s unparalleled strengths and our role under the B&R Initiative.

Hong Kong Economic and Trade Office, Berlin
November 2017

Report on the Work of the Tokyo ETO

The Tokyo ETO promotes closer economic and trade ties, understanding and co-operation, as well as cultural and tourism exchanges with Japan and the Republic of Korea (Korea). Through exchanges at various levels and promotional events, we have also been strengthening Hong Kong's status, visibility and presence in the two economies.

Commercial Relations

2. In 2016, Japan and Korea were our fourth and sixth largest trading partner respectively. Reciprocally, Hong Kong was their eighth and fifth. Through meetings, courtesy calls and other occasions, the Tokyo ETO has continued to reach out to government officials, legislators, business leaders, academia, the media and other opinion formers in both places to promote Hong Kong, including the latest developments and emerging business opportunities.

3. On high-level exchanges, the Tokyo ETO facilitated the visit of the Secretary for Justice to Seoul, Korea in October 2016 to strengthen exchanges and co-operation with Korea in developing arbitration services; the Permanent Secretary for Commerce and Economic Development (Commerce, Industry and Tourism)'s visit to Tokyo, Japan in January 2017 to promote Hong Kong in respect of tourism, investment and trade; the Financial Secretary's visit to Yokohama and Tokyo in May 2017 to attend the Annual Meeting of Asian Development Bank and strengthen bilateral ties with Japan, and to Jeju, Korea in June 2017 to attend the Annual Meeting of the Asian Infrastructure and Investment Bank; the Secretary for Home Affairs's visit to Kyoto, Japan in August 2017 to attend a cultural ministers meeting; and the Permanent Secretary for Development (Works)'s visit to Tokyo to attend the Asia-Pacific Economic Cooperation Tokyo High Level Meeting on Quality Infrastructure in October 2017.

4. In addition, the Tokyo ETO assisted some other government departments and bodies/organisations in conducting visits, including the Invest Hong Kong (InvestHK)'s visit to Tokyo in February 2017 to participate in the Tokyo Global Partners Seminar which promoted co-operation and exchanges among leading world cities; the Elderly Commission's visit to Tokyo in March 2017 to learn about policy measures

in Japan for coping with aging population; the Hong Kong Maritime and Port Board's visit to Tokyo in March 2017 to promote Hong Kong's status as an international maritime centre; the Hong Kong Council of Social Service's visit to Tokyo in September 2017 to attend the International Healthcare and Rehabilitation Expo and draw reference from Japan's experience in the provision of social welfare; and the Architectural Services Department's visit to Seoul in October 2017 to draw reference from the city's recent projects of landscape architecture and urban design.

5. Through visits, meetings and speaking opportunities, the Tokyo ETO expanded its network with the public and private sectors of various regions in Japan and Korea. For Japan, the ETO reached out to ten prefectures during the reporting period, i.e. Fukuoka, Fukushima, Hokkaido, Hyogo, Kanagawa, Kumamoto, Miyagi, Osaka, Shimane, and Tottori Prefectures. For Korea, efforts were focused on Seoul and Busan, but opportunities were also taken to reach out to Tongyeong, Daegu and Gyeongju.

6. The Tokyo ETO also collaborated with different bodies, such as the Hong Kong Trade Development Council (HKTDC), Hong Kong Tourism Board (HKTB), the InvestHK, the Hong Kong University of Science and Technology, as well as local business associations in various networking events and a total of seven business seminars in Japan (Tokyo, Yonago and Nagoya) and Korea (Seoul and Busan). In these events, we promoted various aspects of Hong Kong including the unique status and advantages of doing business in Hong Kong, as well as the opportunities arising from the latest developments such as the Belt and Road Initiative.

Public Relations

7. Apart from publishing a quarterly newsletter and a monthly email-newsletter to update our counterparts in Japan on various aspects of Hong Kong, the Tokyo ETO distributed booklets and leaflets about Hong Kong to our contacts in Japan and Korea from time to time. Regular gatherings were held with Hong Kong people living, working or studying in Japan and Korea to maintain contact and provide updates on the latest developments of Hong Kong. Apart from the VIP reception in January 2017, the ETO also organised a large-scale spring reception in Tokyo in February 2017 in collaboration with the Hong Kong-Japan Business Co-operation Committee and HKTDC. Between October 2016 and March 2017, we also organised the Hong Kong Cup All Japan University Student Ambassadors English Programme 2016-17 to promote Hong Kong among young people in Japan, and sponsored a special programme entitled "Special Focus on Hong Kong"

with a “Hong Kong Night Movie Screening” as its highlight at the Osaka Asian Film Festival 2017 to promote our film industry as part of our regular public relations programmes.

8. To further promote people-to-people exchanges with Japan and Korea, the Tokyo ETO has facilitated youth exchange programmes organised by Kowloon City and Sham Shui Po District Councils, as well as various universities in Hong Kong such as the University of Hong Kong, the Chinese University of Hong Kong, the Hong Kong University of Science and Technology and the City University of Hong Kong. New youth exchange co-operation schemes have been launched with the Tottori Prefecture of Japan as well as the Junggu District in Seoul. In addition, the ETO sponsored a networking reception organised by the Hong Kong Arts Development Council during the Performing Arts Market Seoul in October 2017 to facilitate exchanges between over 100 Hong Kong artists and their counterparts from Korea and all over the world. During the reporting period, we also arranged 11 Hong Kong students to have overseas internship in the ETO.

Investment Promotion

9. During the reporting period, apart from business seminars (vide paragraph 6 above), the Investment Promotion Unit (IPU) of the Tokyo ETO conducted investment promotion and liaison visits to various places in Japan, including Nagoya, Shizuoka, Toyohashi, Fukushima, Sendai and Kanazawa to meet potential investors and brief local offices of the Japan External Trade Organisation, chambers of commerce and prefectural/city governments on the latest investment environment in Hong Kong.

10. The IPU also assisted InvestHK’s head office sector teams in conducting investment promotional trips to Japan and lined up meetings with potential investors and banks. The business sectors covered by these trips included consumer products, transport and industrial, business and professional services.

11. Despite the sluggish market sentiment in East Japan, the IPU successfully met with 192 companies and assisted 11 companies in either setting up a new company or expanding their existing business operations in Hong Kong during the reporting period. It also paid extra effort in reaching out and extending its network in various sectors in different prefectures outside Tokyo.

Celebration of the 20th Anniversary of the Establishment of Hong Kong Special Administrative Region (HKSAR)

12. Between April and October 2017, the Tokyo ETO organised various promotional activities in Japan and Korea to celebrate the 20th anniversary of the establishment of the HKSAR. The activities included a Hong Kong Cup race held under the Yokohama Dragon Boat Races 2017; gala dinners and receptions in Tokyo and Seoul to renew ties with and reach out to senior representatives in the public and private sectors as well as the media and academia; a miniature exhibition in Tokyo and a design exhibition in Seoul to promote cultural exchanges and showcase our creative industries; a fashion show cum reception in collaboration with HKTDC to feature the work of Hong Kong designers and provide a platform for exchanges during the Tokyo Fashion Week 2017; and a Hong Kong Night during the Busan International Film Festival 2017 to promote our film industry and Hong Kong movies. The ETO also supported Create Hong Kong in organising a film festival in Seoul in July and August 2017.

13. On cultural performances, the Tokyo ETO supported various performing groups from Hong Kong to tour in Japan and Korea, including the Hong Kong Chinese Orchestra concert in Tongyeong, Korea in April 2017, the Hong Kong Philharmonic Orchestra concerts in Seoul and Osaka in April 2017, the Asian Youth Orchestra concerts in Tokyo in July and August 2017, the City Contemporary Dance Company's performances in Niigata, Japan and Daegu, Korea in October 2017, and the Romer String Quartet's performance in Tokyo in October 2017.

14. To raise Hong Kong's profile among the general public and business sectors, the Tokyo ETO published full-page newspaper supplements as well as advertisements in major newspapers in Japan and Korea in late June/early July 2017. We also collaborated with HKTB to launch a promotional campaign in Japan, in which two TV-coop programmes on Hong Kong gourmet and tourism were broadcasted in April 2017.

Looking Ahead

15. 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 continue to coordinate the efforts of InvestHK, HKTDC and HKTB in major events and partner with local organisations to

maximise reach and impact. We will also keep in view any legislative proposals, government policies and regulatory measures in Japan and Korea that may affect Hong Kong.

Hong Kong Economic and Trade Office, Tokyo
November 2017

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. During the reporting period, the Sydney ETO continued to promote the unique strengths of Hong Kong under “One Country, Two Systems”, Hong Kong as the gateway for doing business with Mainland China and Asia, and opportunities arising from the Belt and Road (B&R) Initiative. We maintained close liaison with contacts in governments at federal, state and city levels, business organisations, academia, cultural and media sectors, and think-tanks to update them on the latest developments and opportunities in Hong Kong. In collaboration with local business associations, the Hong Kong Trade Development Council (HKTDC), Invest Hong Kong (InvestHK) etc., we organised and supported various business events and seminars in major cities of Australia and New Zealand. We also issued monthly newsletters to keep our contacts posted of the latest developments in Hong Kong and the ETO's activities.

3. High-level official visits and exchanges help strengthen bilateral ties and commercial relations. During the reporting period, we organised three visits by senior government officials from Hong Kong. In November 2016, the then Secretary for Transport and Housing and the then Secretary for Financial Services and the Treasury (SFST) visited Australia. They conducted site visits to see the railway development of MTR in Australia with other MTR Board members and met with relevant Australian government officials such as Minister for Infrastructure and Transport Darren Chester and Treasurer Scott Morrison. SFST also spoke at a boardroom lunch on Hong Kong's strengths as a premier international financial centre. In September 2017, the Secretary for Innovation and Technology visited Australia and spoke at a business luncheon and a Hong Kong carnival which were held to celebrate the 20th anniversary of the establishment of the Hong Kong Special Administrative Region (20A) (see paragraph 15 below for details.) He also met with his counterparts in Australian Government such as Minister for Industry, Innovation and Science Arthur Sinodinos to exchange views on the innovation and technology developments in Hong Kong and Australia.

4. During the reporting period, the Sydney ETO provided assistance to visits to Hong Kong by senior government officials, including the Governor of New South Wales (Australia), David Hurley, and the Premier of Victoria (Australia), Daniel Andrews, in order to strengthen the bilateral ties.

5. We conducted visits to Melbourne, Brisbane, Perth, Adelaide and Canberra of Australia, and Auckland, Wellington and Christchurch of New Zealand. We called on federal, state and local government officials, parliamentarians, business leaders, academia and think-tanks to update them on Hong Kong's latest developments and opportunities. We also promoted Hong Kong's unique advantages under the "One Country, Two Systems", and Hong Kong's position as an international financial and trading hub through speaking engagements.

6. In May 2017, Australia and Hong Kong launched Free Trade Agreement (FTA) negotiations. The FTA would be instrumental in fostering closer economic relations between the two economies. It would also provide a platform for traders and investors on both sides to capitalise on new business opportunities and further expand their businesses.

Public Relations

7. In collaboration with HKTDC, InvestHK and local business organisations, we 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. Attendees included leading politicians, government officials, business and community leaders. We also organised exhibitions to showcase the vibrancy and unique characteristics of Hong Kong as Asia's world city and promote Hong Kong's advantages in exploring business opportunities under the B&R Initiative.

8. On the cultural front, we organised and supported various events to promote Hong Kong's arts and culture. With our support, Hong Kong Children's Choir staged a performance in July 2017 at City Recital Hall, Angel Place in Sydney. We also participated in Sydney Open presented by Sydney Living Museums in November 2016, which provided opportunities for the public to visit historical buildings in Sydney. The opening of Hong Kong House attracted more than 1 000 visitors, and video shows and exhibitions were arranged to highlight the arts and culture of Hong Kong.

9. We continued to participate in high-profile local events in Australia and New Zealand. In February 2017, we formed a “Hong Kong Team” to participate in the City of Sydney Chinese New Year Dragon Boat Races at Darling Harbour which was attended by tens of thousands of spectators and boat paddlers. For New Zealand, the Sydney ETO joined the Auckland Lantern Festival and the Christchurch Lantern Festival where lanterns were erected to introduce major festivals, business, sports events, etc. in Hong Kong.

10. The Sydney ETO continued to engage and reach out to the younger generation in Australia and New Zealand. We organised a series of career talks in various universities to promote working opportunities in Hong Kong among university students and graduates. The talks also covered the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents and other enhancement measures to the admission arrangements for talents, professionals and entrepreneurs. We also continued to reach out to Hong Kong people through Hong Kong community gatherings, and events organised by Hong Kong-related organisations such as alumni associations of Hong Kong universities.

11. In addition, we arranged Mukund Narayanamurti (CEO of Asialink Business), Simon Draper (Executive Director of Asia New Zealand Foundation), and Kirk Hope (CEO of Business NZ) to visit Hong Kong under the Hong Kong Special Administrative Region Government’s Sponsored Visitors Programme. During the visits, they were given a wide range of briefings by government bureaux/departments and relevant organisations on the latest developments in Hong Kong.

12. On the media front, we maintained regular liaison with the media, and arranged media interviews for, among others, visiting officials from Hong Kong. We also arranged journalists to visit Hong Kong to cover major events under the Sponsored Journalists Programme. During the reporting period, we arranged, among others, Lara Bullock (Lawyer’s Weekly) to cover the Hong Kong Arbitration Week 2016, Ian Ackerman (Lloyd’s List Australia) to cover the Asian Logistics and Maritime Conference 2016, and Victoria Suzanne Laurie (The Australian) to cover the Business of Design Week 2016.

Investment Promotion

13. The Investment Promotion Unit (IPU) of the Sydney ETO continued to identify and assist potential Australian and New Zealand companies in establishing and expanding their business presence in Hong Kong. During the reporting period, the IPU met with over 270 companies and assisted 25 companies in establishing their business operations in Hong Kong.

Celebration of the 20th Anniversary of the Establishment of the Hong Kong Special Administrative Region

14. The Sydney ETO organised and supported a series of celebration activities, including cultural performances, a business forum, a Hong Kong carnival, a gala dinner and receptions in Australia and New Zealand to celebrate the 20A. In May 2017, the ETO sponsored concerts by the Hong Kong Philharmonic Orchestra at Arts Centre Melbourne and Sydney Opera House to celebrate the 20A and to promote Hong Kong's music talent to local audience. The ETO and the Hong Kong Tourism Board jointly commissioned Network 10 in Australia to produce TV episodes to showcase 20A celebration events and Hong Kong's tourist attractions.

15. In July 2017, the Sydney ETO organised a gala dinner in Sydney and receptions in Melbourne and Auckland for senior political, business and community leaders and media contacts. Cantonese opera performances by the Hong Kong Children and Juvenile Chinese Opera Troupe were arranged to promote Cantonese opera in Australia and New Zealand. In August, with our support, a concert was jointly presented by Melbourne-based Chao Feng Chinese Orchestra and Hong Kong-based YWCA Chinese Orchestra to promote cultural exchanges between Hong Kong and Australia. In September, a business forum involving senior business leaders from Hong Kong and Australia was organised in Sydney to promote business opportunities in the areas of innovation and technology, trade and investment, and infrastructure. A Hong Kong carnival was also held in September 2017 to promote Hong Kong's soft strengths to the public including a hawker bazaar featuring Hong Kong style culinary delights, cultural performances and a photos exhibition.

Looking Ahead

16. In 2018, the Sydney ETO will continue to strengthen dialogues with its interlocutors, as well as organise and support various business, public relations and cultural events in Australia and New Zealand, with a view to enhancing bilateral ties, raising Hong Kong's profile, encouraging companies to make use of Hong Kong's platform to explore business opportunities in Mainland China and Asia, and attracting talents. We will also continue to work closely with business associations, HKTDC, InvestHK and other local organisations to maximise the impact of our promotional activities.

Hong Kong Economic and Trade Office, Sydney
November 2017

Report on the Work of the Jakarta ETO

The Hong Kong Economic and Trade Office in Jakarta (Jakarta ETO) represents the Government of the Hong Kong Special Administrative Region (HKSAR) in matters between Hong Kong and the Association of Southeast Asian Nations (ASEAN) as a whole, and promotes bilateral economic, trade and cultural relations between Hong Kong and four ASEAN countries, namely Indonesia, Malaysia, Brunei Darussalam and the Philippines.

Setting Up the Jakarta ETO

2. The Jakarta ETO commenced operation in June 2016. During the reporting period, one of its priorities was to set up the Jakarta ETO's long-term accommodation. After around one year of preparation, the Jakarta ETO moved into its long term accommodation on 19th Floor, World Trade Centre 2, Jalan Jenderal Sudirman Kav. 29-31, Jakarta on 1 May 2017. On 26 July 2017, the Financial Secretary (FS) officiated at the opening ceremony of the Jakarta ETO.

3. Currently, six Hong Kong-based officers are posted to the Jakarta ETO which is supported by six temporary local staff. Recruitment of permanent locally-engaged staff is underway.

Commercial and Public Relations

4. The Jakarta ETO has been actively building up contacts in the region, including key government officials, business associations, local and Hong Kong communities, media, academia, non-governmental organisations and think-tanks. The Jakarta ETO has also attended and participated in various events organised by chambers of commerce, business associations and organisations to establish its presence. Given its role in representing the HKSAR Government in handling all matters between Hong Kong and ASEAN, the Jakarta ETO has built up contacts with the ASEAN Secretariat and paid courtesy visits to all permanent missions of ASEAN member states.

5. To establish its presence within Indonesia and to gain a deeper understanding on the country, apart from holding events in Jakarta, the capital city, the Jakarta ETO also reached out to three major cities in Indonesia during the reporting period to establish ties in those cities and promote Hong Kong. Specifically, the ETO visited Medan, Surabaya and Bandung in November 2016, March 2017 and October 2017 respectively. During these visits, the ETO worked together with the Hong Kong Trade Development Council (HKTDC) and the Indonesia-Hong Kong Business Associations and jointly organised business seminars to promote Hong Kong. Visits to key government officials, chambers of commerce and other interlocutors were also conducted.

6. During the reporting period, the Jakarta ETO also organised and supported visits by Principal Officials to the countries under its purview. The ETO supported the duty visit of the then Secretary of Commerce and Economic Development (SCED) to Manila, the Philippines in October 2016 to lobby for the conclusion of the Hong Kong-ASEAN Free Trade Agreement (FTA); the visit of the then Secretary for Education to Kuala Lumpur, Malaysia in November 2016 (together with Singapore ETO), the visit of then Secretary for Financial Services and the Treasury to Kuala Lumpur and Malacca, Malaysia in November 2016 to attend an international conference (together with Singapore ETO); the visit of the then Secretary for Development and a Hong Kong delegation to Jakarta in March 2017; the visit of the Permanent Secretary for Commerce and Economic Development (Commerce, Industry & Tourism) (PSCIT) to Manila to attend an international conference in April 2017; the visit of the FS to Jakarta in July 2017 to officiate at the events to celebrate the 20th anniversary of the establishment of the HKSAR (20A); PSCIT's visit to Kuala Lumpur in August 2017 to attend the 20A events; and SCED's visit to Manila in September 2017 to conclude the Hong Kong-ASEAN FTA.

7. To enhance the presence of the Jakarta ETO, the ETO jointly organised a Chinese New Year Reception with HKTDC in February 2017 in Jakarta. More than 150 guests from the Hong Kong community, business associations and other work contacts attended. The ETO also hosted a welcoming reception in March 2017 for the visiting Law Society of Hong Kong to Jakarta. To facilitate cultural exchanges between Hong Kong and Indonesia, the ETO supported the first Jakarta Dragon Boat Festival in May 2017. Furthermore, to enhance the people-to-people bond and youth participation, the ETO cooperated with HKTDC and the Indonesian Students Association in Hong Kong to organise a pre-departure briefing for Indonesian students who were about to pursue higher education

in Hong Kong's institutions. With regard to the foreign domestic helper issues, the Jakarta ETO met with relevant bodies and government officials to understand the issues and stand ready to offer assistance if and when necessary.

8. The Jakarta ETO participated in the ASEAN internship Scheme for Hong Kong Higher Education Students initiated by the Singapore ETO. Four students were offered internship in the Jakarta ETO from July to August 2017. They were given opportunities to conduct exchanges with local communities and develop critical thinking and organisational skills in a workplace environment. Apart from assigning the interns with tasks related to large-scale events organised by the ETO, company and factory visits were arranged for the interns to enable them to learn more about Indonesia. Feedbacks from students on the internship experience were positive.

Investment Promotion

9. The Investment Promotion Unit (IPU) in Jakarta is being set up. Work related to investment promotion in countries under the Jakarta ETO's purview is being covered by the IPU in Singapore ETO. It is expected that the IPU in Jakarta ETO will commence operation in the next reporting period.

Celebration of the 20th Anniversary of the Establishment of the HKSAR

10. The Jakarta ETO organised various events in countries under its purview to celebrate 20A. In Indonesia, the ETO launched a photo exhibition in the Jakarta Marketing Week 2017 from 3 to 9 May 2017 to promote Hong Kong's history, culture and value. The ETO also took the opportunity of the photo exhibition to introduce the theme of 20A. The photo exhibition which was staged at a shopping mall was visited by the general public and they were keen to learn more about Hong Kong. On 20 May, the ETO supported the first Dragon Boat Festival in Jakarta. It was an event to promote the cultural side of Hong Kong and introduce Hong Kong as an international city which celebrates various festivals.

11. On 26 July, the Jakarta ETO and HKTDC organised a business seminar entitled "Belt and Road Initiative: Connecting China, Hong Kong, and Indonesia" which attracted more than 550 participants. The FS and Mr

Thomas Lembong, Chairman of the Indonesia Investment Coordinating Board as well as other prominent speakers promoted the Belt and Road (B&R) Initiative and the role played by Hong Kong at the seminar. In the evening of the same day, the ETO and HKTDC organised a gala dinner which was attended by more than 350 interlocutors. The gala dinner was an occasion to celebrate 20A and it also signified the official opening of the Jakarta ETO.

12. In Malaysia, the Jakarta ETO and the Hong Kong-Malaysia Business Association organised a gala dinner in Kuala Lumpur on 8 August. Apart from sharing the joy of the special occasion, it was also an opportunity to foster closer ties with Hong Kong people and enterprises in Malaysia, the Malaysian authority and other local counterparts. More than 400 guests attended the dinner. On 9 August, a business seminar entitled “Belt and Road Initiative: Connecting China, Hong Kong and Malaysia” was held in Kuala Lumpur. It attracted more than 150 businessmen and entrepreneurs from various sectors who were keen to find out more about the B&R Initiative. PSCIT attended both the gala dinner and the business seminar and delivered speeches.

13. In the Philippines, the Jakarta ETO jointly organised a business forum on the Belt and Road Initiative and a gala dinner with the Hong Kong Chamber of Commerce in the Philippines and HKTDC on 30 June in Manila. At the business forum, the Director of Research from HKTDC made a presentation on opportunities and challenges arising from the B&R Initiative. In Brunei Darussalam, the ETO organised a reception on 28 August which highlighted Hong Kong's achievements in various aspects over the past two decades. It also featured a presentation by Invest Hong Kong to introduce Hong Kong's business advantages and promoted the ample opportunities for closer co-operation between Hong Kong and Brunei under the B&R Initiative.

Looking Ahead

14. In the coming year, the Jakarta ETO will expedite in completing the recruitment of locally-engaged staff so that the office would operate in full swing. Together with the Singapore ETO, the Jakarta ETO will continue to enhance Hong Kong's presence in and further integration with ASEAN. Efforts will be further stepped up to build up our network in the ASEAN region.

15. Hong Kong and ASEAN will sign a FTA and an Investment Agreement in November 2017. The two Agreements will further facilitate the flow of trade and investment between ASEAN and Hong Kong, and make it easier for companies in ASEAN to use Hong Kong's services platform to tap opportunities arising from the B&R Initiative. The Jakarta ETO will support the work related to the implementation of the Hong Kong-ASEAN FTA. We will also continue to promote the strengths of Hong Kong, the "One Country, Two systems" principle and the Basic Law, and more exchanges between Hong Kong and ASEAN on various fronts.

Hong Kong Economic and Trade Office, Jakarta
November 2017

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 six member countries of the Association of Southeast Asian Nations (ASEAN), namely Cambodia, Laos, Myanmar, Singapore, Thailand and Vietnam.

Commercial Relations

2. 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 in connecting between Mainland China and ASEAN countries as well as related business opportunities on many occasions. The ETO maintained close relationship with the chambers of commerce and business associations in the countries under its purview. It also organised and supported visits by the Chief Executive (CE) and other Principal Officials (POs) to the countries under its purview.
3. During CE's visit to Singapore and Thailand in August 2017, the Singapore ETO arranged her to meet with key business and government leaders to promote commercial relations and renew bilateral ties. During her visit to Myanmar in September 2017, besides meeting leaders of the country, she attended the World Chinese Entrepreneurs Convention to speak to an audience of 2 000 business and government representatives. She shared on the opportunities arising from the Belt and Road (B&R) Initiative and the development plan of the Guangdong-Hong Kong-Macao Bay Area as well as Hong Kong's unique role as a gateway to Mainland China.
4. The Singapore ETO supported the visit of the Secretary for Justice to Bangkok in October 2016. He led a delegation of legal professionals of the Hong Kong legal and arbitration community to promote Hong Kong's legal and dispute resolution services. He also delivered speeches at the event "In Style · Hong Kong" staged by the Hong Kong Trade Development Council (HKTDC) and "Hong Kong LIVE in Bangkok" organised by the Hong Kong Tourism Board.

5. The Singapore ETO arranged the visit of the then Secretary for Transport and Housing (STH), who led a delegation comprising members of the Hong Kong Logistics Development Council and logistics industry representatives to Vietnam and Thailand in December 2016. He attended business seminars cum networking luncheons organised by HKTDC and delivered speeches to promote Hong Kong as the preferred logistics hub in the region. He also called on senior officials of the two countries with a view to enhancing bilateral ties.

6. The Singapore ETO also organised and supported other visits by senior officials from Hong Kong, including the then Secretary for Commerce and Economic Development to Singapore in October 2016; the then Secretary for Education (SED) to Malaysia in November 2016 (together with Jakarta ETO); the then Secretary for Financial Services and the Treasury (SFST) to Malaysia in November 2016 (together with Jakarta ETO); the then SED's visits to Thailand in February 2017 and to Vietnam in April 2017; the then Commissioner for Belt and Road (CBR) to Thailand in May 2017; SFST's visit to Singapore in June 2017; the Secretary for Labour and Welfare (SLW) to Cambodia in August 2017; and STH's visit to Singapore in August 2017.

7. During the reporting period, the negotiations on the Hong Kong-ASEAN Free Trade Agreement (FTA) were concluded and it is expected to be signed in November 2017. The establishment of an FTA between Hong Kong and ASEAN would foster closer economic partnership in the region.

8. The Singapore ETO actively promoted the B&R Initiative. Through our meetings with chambers of commerce, business associations, government officials and academia, we promoted the opportunities for ASEAN countries, as well as Hong Kong's roles under the B&R Initiative. A seminar on the B&R Initiative was co-organised by the ETO and the HKTDC in Bangkok, with the then CBR as the keynote speaker in May 2017 to share the opportunities arising from the B&R Initiative.

9. While individual ASEAN member states are in different development stages and have diverse trade and investment regimes, in general all of them are moving toward further liberalisation and facilitation of trade and investment. Hong Kong investors all along have a strong presence in many of the member states, and could tap the opportunities arising from this trend and the FTA. Singapore ETO will continue to work together with relevant

parties to promote commercial relations between Hong Kong and ASEAN countries concerned.

Public Relations

10. Senior officials' exchanges are an important element in strengthening bilateral ties between Hong Kong and ASEAN. Apart from organising and supporting visits by CE and POs, the Singapore ETO also helped arrange key interlocutors to visit Hong Kong under the Information Services Department's Sponsored Visitors Programme during the reporting period. The visitors include the Executive Vice President of the Vietnam Chamber of Commerce and Industry, Dr Doan Duy Khuong; the President of the Associated Chinese Chambers of Commerce and Industry of Malaysia and the Executive Chairman and Executive Director of Sunsuria Berhad of Malaysia, Datuk Ter Leong Yap; the President of National Chamber of Commerce and Industry Brunei Darussalam, Dr Hj Kamaruddin Bin Dato Seri Paduka Hj Talib; the Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to the Kingdom of Thailand, Mr Ning Fukui; and the Chairman of Agency for Science, Technology and Research (A*STAR) of Singapore, Mr Lim Chuan Poh.

11. The Singapore ETO also continued its efforts in promoting cultural exchanges between Hong Kong and ASEAN countries under its purview. Like previous years, we scheduled different events/receptions and sponsored performances of visiting performance groups to promote Hong Kong's vibrant arts and cultural scene.

12. Initiated by the Singapore ETO in 2014, the ASEAN Internship Scheme for Hong Kong Higher Education Students (previously called ASEAN Internship for University Students of Hong Kong Scheme) continued to receive very positive responses. More than 150 interns were placed in eight ASEAN countries in the 2017 round. Host organisations offering internship places included international organisations, academic institutions, think-tanks, arts and cultural groups, start-ups, private companies, etc. The scheme contributes positively to enhancing exchanges between Hong Kong and ASEAN countries, and offers our young people invaluable opportunities to widen their horizon and a taste of the vibrant ASEAN region. Echoing the B&R Initiative, which aims to enhance, among others, people-to-people bonds, starting from the 2016 round, the ETO has extended the scheme to cover three more Hong Kong higher education institutions on top of the original eight University Grants Committee-funded institutions. They are the Hong Kong Academy

for Performing Arts, Hong Kong Shue Yan University and Hang Seng Management College.

13. The Singapore ETO outreached proactively to key interlocutors in the region, including the Hong Kong communities, government officials, media and think-tanks, to keep them abreast of Hong Kong's latest situation and economic developments. During the reporting period, the ETO hosted a Chinese New Year Reception and a business luncheon with the Hong Kong and Singapore Business Association to meet with more than 350 active interlocutors from the Hong Kong communities. The ETO also hosted a gathering for about 70 student interns working in Singapore to provide an opportunity for them to exchange experience.

14. The Singapore ETO arranged a feature writer from Singapore, Mr Helmi Yusof of *The Business Times*, to visit Hong Kong in March 2017 under the Sponsored Journalists Programme when Art Basel Hong Kong was being held so as to update him on Hong Kong's latest development, particularly in the art scene. Media interviews with senior government officials from Hong Kong were also arranged during their visits to the ASEAN region.

Investment Promotion

15. During the reporting period, the Investment Promotion Unit (IPU) of the Singapore ETO met with more than 100 ASEAN companies and assisted 18 companies in establishing their businesses in Hong Kong. As part of its efforts to engage companies in ASEAN, the IPU organised 14 investment promotion visits to Singapore, Brunei, Vietnam and the Philippines. The IPU also leveraged several key business events/conferences, such as the Lloyd's List Business Briefing and the 16th Annual Marine Money Week Asia (both held in Singapore) and the Dinner Reception of the 20th anniversary of the establishment of the Hong Kong Special Administrative Region (HKSAR) (20A) in Brunei, to promote Hong Kong as a business location for ASEAN companies.

Celebration of the 20th Anniversary of the Establishment of the HKSAR

16. Singapore ETO organised a series of events to celebrate 20A this year. In February 2017, we held a Chinese New Year Reception in

Singapore, and supported Zuni Icosahedron's exhibition "Cage is Stage · Stage is Cage" in Singapore, featuring the work of more than 50 artists from Hong Kong, Mainland China, Taiwan, Japan, Korea, the United States of America and Europe. The celebration started with two cultural performances: Hong Kong theatrical production "Golden Cangue" by Perry Chiu Experimental Theatre performing in Singapore from March 31 to April 1, followed by a 100-strong Hong Kong Philharmonic Orchestra performing in Singapore on May 1 as part of the "HK Phil Tour 2017".

17. On June 8, the ETO hosted a Gala Dinner in Singapore for some 400 guests from the diplomatic circle, Hong Kong communities, business associations, etc., and other interlocutors. The dinner featured Hong Kong-style "Poon Choi" cuisine prepared by chefs and students from the Chinese Culinary Institute of Hong Kong. To present different facets of Hong Kong to our guests, we arranged a dance performance "Danz-Up 2.0" by Hong Kong Arts Festival, a short video on Hong Kong-ASEAN synergies produced by Hong Kong film director Clifton Ko, as well as a portrait of Hong Kong's natural beauty presented by photographer Edward Stokes. The then SFST officiated at the Gala Dinner, together with Mr Lawrence Wong, Minister for National Development and Second Minister for Finance of Singapore. We also co-organised with the Hong Kong Business Association of Cambodia a Gala Dinner for some 200 interlocutors in Phnom Penh, Cambodia in August 2017. SLW attended and gave a speech at the Gala Dinner.

18. Between July and August, the Singapore ETO presented a bundle of arts exhibitions in Singapore to showcase Hong Kong as a regional arts hub. They included Artwow's visual art exhibition "Joy to the Words" cum workshops from July 20 to 26, featuring the artworks of Hong Kong-based artists Sun Chan and Hikoko Chan, with Chinese characters embedded in vivid colours and patterns; Zuni Icosahedron's art project "Tian Tian Xiang Shang" displayed in public areas from July 28 to August 21, bringing together collective creativity and promoting multi-cultures; and The Photographic Heritage Foundation's photo exhibition "Lee Fook Chee: Son of Singapore, Photographer of Hong Kong" capturing the can-do spirit of people of all backgrounds who helped build Hong Kong during the 1950s in the eyes of the late Lee Fook Chee, a Singaporean who came to Hong Kong as a seaman in the 1940s.

Looking Ahead

19. In the coming year, the Singapore ETO will, together with the Jakarta ETO, continue to enhance Hong Kong's presence in and further integration with ASEAN. We will continue to renew and establish ties with key government officials, chambers of commerce, business communities, academia and think-tanks in ASEAN. We will also support the work related to the implementation of the Hong Kong-ASEAN FTA. In addition, we will keep on promoting the strengths of Hong Kong, the "One Country, Two Systems" principle and the Basic Law, and more exchanges between Hong Kong and ASEAN on various fronts.

Hong Kong Economic and Trade Office, Singapore
November 2017

Report on the Work of the Toronto ETO

The Toronto ETO is responsible for promoting bilateral economic, trade and cultural relations between Hong Kong and Canada.

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 and local business chambers.

3. The Toronto ETO organised various business seminars and events in major cities across Canada in conjunction with the Invest Hong Kong (InvestHK), the Hong Kong Trade Development Council (HKTDC), the Hong Kong-Canada Business Association (HKCBA) and other local trade bodies. At these events, we promoted the unique position of Hong Kong as the gateway between Mainland China and the rest of the world, as well as how Canadian companies doing business in Hong Kong could take advantage of the Closer Economic Partnership Arrangement between Mainland China and Hong Kong for better access into the Mainland market. In addition, we vigorously promoted the unique role of Hong Kong and opportunities for business collaboration under the Belt and Road Initiative, and staged exhibitions on this subject on suitable occasions across Canada.

4. The Toronto ETO also participated in various sector-specific business events to promote the economic pillars and new industries in Hong Kong, including our position as a major international financial centre cum premier Renminbi offshore centre. We also promoted the vibrant start-up ecosystem in Hong Kong and the various business and start-up facilitating measures of the Government.

5. To further illustrate Hong Kong as the springboard to Asia, the Toronto ETO continued to sponsor an established business award event organised by a local business association in March 2017 and presented the "Best Asia Pacific Business Award" on the occasion. The annual award showcased success stories of Chinese Canadian entrepreneurs who had established or expanded their business in the Asia Pacific Region through

Hong Kong. The ETO also sponsored the HKCBA in organising its National Conference entitled “Hong Kong and Canada – the Next 20 Years” in early June 2017, at which speakers from across Canada, Hong Kong and the United States of America shared insights on Hong Kong’s business advantages.

Public Relations

6. During the reporting period, the Toronto ETO continued to organise and participate in various publicity and community events and reach out to the local community in order to raise Hong Kong’s profile.

7. To help attract talents to Hong Kong, the Toronto ETO organised career talks and gatherings as well as participated in career fairs at major universities in Toronto, Vancouver, Montreal, Calgary and Edmonton to brief students on the latest developments and opportunities in Hong Kong. At these events, we introduced the various admission schemes for talent, professionals and entrepreneurs, including the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents. In particular, the ETO worked with a delegation of the Immigration Department in March 2017 to organise dedicated seminars at universities, gatherings with Hong Kong emigrants and their descendants, and media interviews to further step up promotion of the various admission schemes to the target groups.

8. To promote Hong Kong’s arts and culture, the Toronto ETO sponsored the Vancouver Art Gallery in organising the “Pacific Crossings: Hong Kong Artists in Vancouver” exhibition in March – May 2017, which presented works from well-known Vancouver-based Hong Kong artists. We also supported two Hong Kong young artists to participate in a local crafting event in September – October 2017 organised by a local youth group to showcase their creations and facilitate exchanges with local artists. Meanwhile, we continued to work with organisers of international film festivals in Toronto, Vancouver and Montreal for screening of Hong Kong films. These events were well-received by the public and impressed the guests that apart from being an international financial and trade centre, Hong Kong was also a vibrant hub of arts and culture.

9. The Toronto ETO also continued to take 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 partnership

with the Hong Kong Tourism Board (HKTB), we held spring receptions in Toronto and Vancouver to promote Hong Kong's various tourist attractions. We also continued to work with different local bodies to organise Chinese debate, calligraphy and painting competitions with themes relating to Hong Kong and the Basic Law.

Investment Promotion

10. 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 159 companies and assisted 8 companies in establishing their business operations in Hong Kong. The IPU supported seminars, business luncheons and other promotion activities led by the ETO and organised investment promotion visits for the directorates of the Invest Hong Kong. The IPU continued to generate new contacts and cooperate with multipliers to promote Hong Kong as a prime location for investment and doing business.

Celebration of the 20th Anniversary of the Establishment of Hong Kong Special Administrative Region (HKSAR)

11. During the reporting period, the Toronto ETO organised and sponsored a series of events to celebrate the 20th anniversary of the establishment of HKSAR (20A) in Canada.

12. The flagship 20A celebration events organised by the Toronto ETO were the two official gala dinners in Vancouver and Toronto in early June 2017. Apart from publicising the economic and social achievements of HKSAR in the past 20 years, we also briefed the attending guests on the latest updates of the Asia's world city. To foster cultural exchanges between Hong Kong and Canada and to highlight the high quality of young Hong Kong artists, the Toronto ETO also arranged a Cantonese opera performance jointly staged by the students and faculty members of the Hong Kong Academy for Performing Arts and a Toronto-based performance group towards the end of the two gala dinners.

13. On the business front, the Toronto ETO, with the support of HKTDC and InvestHK, organised a business seminar in October 2017 where business and industry leaders as well as Government representatives across Canada and from Hong Kong shared with the participants on how Canadian

companies could tap the vast opportunities presented by the rapid-growing Asian market through Hong Kong.

14. Promoting Hong Kong's vibrant arts and culture development is one of the themes of the 20A activities organised by the Toronto ETO. We sponsored the Hong Kong-based Zuni Icosahedron and Chung Ying Theatre Company to exhibit and perform in Toronto and Vancouver to facilitate cultural exchanges between Hong Kong and Canada. We also supported the small and medium sized performing group, Rhythm and Tempo, to stage its first North America tour in Toronto in July 2017. The group presented two performances of "Muban - A Tap Dancing Journey" which blended western tap dance with the Chinese story of Hua Mulan in an interesting way. The young and talented performers were able to impress the local audience.

15. The Toronto ETO also sponsored different local academia and community associations to organise academic seminars, celebration galas, drama performances, and exhibitions with themes relating to Hong Kong in Toronto and Vancouver so as to celebrate this joyous occasion with the local communities and further foster the ties between Hong Kong and Canada.

Looking Ahead

16. The Toronto ETO will continue to leverage on the close relations between Hong Kong and Canada to promote business and trade, support cultural and other exchanges between the two places, and attract talents to Hong Kong.

Hong Kong Economic and Trade Office, Toronto
November 2017

Performance Indicators of Overseas Hong Kong Economic and Trade Offices

The performance indicators in respect of commercial relations, public relations and investment promotion work of the 12 overseas Hong Kong Economic and Trade Offices and relevant figures in 2015 and 2016 are as follows –

Commercial Relations

Indicators	2015	2016
Meetings on trade-related matters attended	3 472	3 412
Visits to host governments and trade organisations	1 514	1 420
Seminars, exhibitions and workshops		
- organised	278	293
- participated	856	889
Public speeches given	484	449
Media interviews/briefings given	674	677
Circulars/newsletters/press releases issued	932	980

Public Relations

Indicators	2015	2016
Call on senior government officials/organisations	1 697	1 638
Public relations functions/events		
- organised	713	726
- participated	1 570	1 578
Newsletters, pamphlets, press releases issued	1 371	1 384
Public speeches given	557	528
Media interviews/briefings given	759	746

Investment Promotion

Indicators	2015	2016
New projects generated ¹	345	375
Projects completed ²	189	187

¹ New projects with the potential of becoming completed projects.

² Investment projects each resulting in an overseas company setting up or expanding its business in Hong Kong.