

Legislative Council Panel on Commerce and Industry

**Report on the Work of the Overseas
Hong Kong Economic and Trade Offices**

Purpose

This paper informs Members of the work of the 12 overseas Economic and Trade Offices (ETOs) of the Government of the Hong Kong Special Administrative Region (HKSAR) in the promotion of Hong Kong's external relations over the past year.

Economic Outlook

2. In the past year, Hong Kong's economy has maintained strong growth. Nevertheless, since the beginning of this year, the United States of America (US) has initiated conflicts in international trade, trade protectionism has risen, and the trade conflict between China and the US has been escalating. It is our assessment that the international trade disputes will continue for some time, their impact will expand from trade in goods to trade in services, and the situation may become worse before it would get better. Apart from the direct impact on trade, the impact of the international trade disputes on Hong Kong as a whole and on the global economy has begun to emerge. The uncertainties of the external environment have increased markedly, while the global economy as well as trade and investment sentiment have also deteriorated. Although the current economic data are still good, the outlook is highly uncertain. Many institutions have lowered their forecasts for global economic growth next year and Hong Kong economy cannot stay immune. We estimate that the impact of China-US trade conflict on Hong Kong economic growth this year should be relatively limited, but the economy outlook in 2019 will be uncertain.

3. The Government has been closely monitoring developments of the China-US trade conflict and their impact on Hong Kong economy, maintaining close communication and exchanging information with the trade, and responding promptly to its needs. The Government has announced and implemented a number of targeted measures in response to the trade's needs with a view to assisting the trade in market promotion and development, alleviating the financing burden of local enterprises, strengthening protection of Hong Kong exporters affected by US' tariff measures, etc.

4. Despite the challenges, Hong Kong maintains its solid foundation, possesses unique advantages, and has huge opportunities. Hong Kong remains an open economy and supports free trade. It is a competitive city which has always been recognised by the international community. We also benefit from enormous opportunities arising from innovation and technology, the Belt and Road Initiative, the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development, etc. Amid the changing economic environment, we must expand our market and strengthen our work in external relations, thus the role of ETOs is even more important. We will maintain and reinforce our unique status as a separate customs territory and trading entity under the Basic Law. Leveraging on our unique advantages under “One Country, Two Systems”, we will continue to respect economic principles, uphold operation of the market, promote free trade, and actively seek economic growth. We will expand our network of partners through the signing of more bilateral and multilateral economic, trade and investment agreements and the establishment of more overseas ETOs, highlight Hong Kong’s role as a staunch supporter of free trade, as well as advocate free trade at the World Trade Organization and the Asia-Pacific Economic Cooperation to safeguard the multilateral trading system and its principles. The National 13th Five-Year Plan pledges support for Hong Kong to reinforce and enhance its status as an international financial, transportation and trade centre; develop its innovation and technology industry; and establish itself as a centre for international legal and dispute resolution services in the Asia-Pacific region. The Belt and Road Initiative and the Greater Bay Area development of our country have brought huge opportunities to Hong Kong, in particular in a changing trade and economic environment. As an international centre for trade, investment and professional services, Hong Kong is attracting more enterprises, investors and talents from overseas and the Mainland to Hong Kong. This would help the trade expand business opportunities and diversify risks, and promote Hong Kong’s advantages and enhance its international economic and trade status. The Government will do its best as a “facilitator” and “promotor” to seize opportunities to capitalise on Hong Kong’s strengths to serve the country’s needs and seek active liaison with the world to explore more business opportunities.

Network of Overseas ETOs

5. The ETOs are the official representatives of the HKSAR Government in countries under their respective coverages. At present, the 12 overseas ETOs are located in various cities of Hong Kong’s major trading partners. Their primary responsibilities are to foster relations and liaison with the local authorities at the government-to-government level and to handle bilateral economic and cultural matters between Hong Kong and the countries under their respective purviews¹.

¹ The Geneva ETO represents Hong Kong, China in the World Trade Organization and the Trade Committee of the Organisation for Economic Co-operation and Development and is mainly responsible for handling issues relating to these organisations.

6. To consolidate and enhance the status and importance of Hong Kong among its trading partners and to further explore new business opportunities, expanding the ETOs' network is an important step to take. After considering the economic development potential of various trading partners and their economic and trade relations with Hong Kong, we have decided to set up new ETOs in five countries.

7. In this regard, we consulted the Panel in July 2018 on the details of our proposal to set up five new ETOs in Bangkok (Thailand), Dubai (United Arab Emirates (UAE)), Moscow (Russia), Mumbai (India) and Seoul (Korea) respectively and obtained support from the Members. We have reached an agreement with the Thai Government on the proposal of establishing the Bangkok ETO. It is hoped that we will be able to set up the Bangkok ETO in early 2019, which will be our third ETO in the Association of Southeast Asian Nations (ASEAN) (the other two are the Singapore ETO and the Jakarta ETO in Indonesia). In addition, our discussion with the UAE Government on the establishment of the Dubai ETO has been in good progress. We hope that the Dubai ETO will be the second new ETO to be established after the Bangkok ETO. We have initiated the procedures to seek approval from the Legislative Council for and creation of the relevant posts and funding for the two ETOs. For our proposal to set up ETOs in the other three cities, we will continue to discuss the detailed arrangements with the relevant governments.

Work of Overseas ETOs

8. As the ETOs are the overseas representatives of Hong Kong, their work is essential in maintaining Hong Kong's international status. The ETOs maintain close contact with local government officials, chambers of commerce, media organisations, etc. of the countries under their respective purviews, as well as organise/co-organise with other Hong Kong agencies various promotional activities to publicise the advantages and latest developments of Hong Kong.

9. In the past year, the ETOs continued to strengthen the work on promoting Hong Kong abroad in line with the overall strategy of the HKSAR Government, including promoting innovation and technology/research and development (R&D)/smart city; attracting inward investment and fostering the expansion of Hong Kong enterprises into overseas markets; showcasing the arts, culture and creative soft powers of Hong Kong; attracting talent and renowned international institutions/organisations to Hong Kong; promoting our services (including financial, legal and other professional services); and enhancing financial market development.

10. Besides, the ETOs continued to actively organise/participate in events and activities to promote Hong Kong on various fronts. They also collaborated closely with other Hong Kong overseas agencies such as the Hong Kong Trade Development Council

(HKTDC) and the Hong Kong Tourism Board, with a view to raising the international profile of Hong Kong.

11. The scope of work and the major work of the ETOs in the past year are set out in the ensuing paragraphs.

Government to Government Relationship

12. The ETOs continued to maintain close liaison with key government officials of the countries under their purviews, actively promote exchange activities among high-level officials, and closely monitor local political and economic developments that may affect Hong Kong. The ETOs adopt appropriate strategies in expanding their network having regard to the political and economic situations of different regions. Over the past year, the Chief Executive and key officials of the HKSAR Government visited different countries. They were invited to various international conferences and they promoted Hong Kong's business opportunities on different occasions, with a view to fostering our co-operation with these countries in such areas as trade and commerce, innovation and technology, etc. The ETOs rendered essential support for these overseas visits.

13. For Asia, we signed the Hong Kong-ASEAN Free Trade Agreement (FTA) and a related Investment Agreement with ASEAN in November 2017. As ASEAN is Hong Kong's second largest trading partner and an economic region with significant development potential under the Belt and Road Initiative, the signing of the FTA and the Investment Agreement will further promote our collaboration with ASEAN countries. In addition, Hong Kong enjoys a mature and stable bilateral relationships with Japan and Korea, both of which are major economies in Asia. The Tokyo ETO will continue to maintain close liaison with these two governments and promote Hong Kong's unique advantages, with a view to deepening our mutual economic and trade relations. The Tokyo ETO will also continue to assist in discussing with the Korean Government on the HKSAR Government's plan to set up a new ETO in Seoul.

14. In Europe, our relevant ETOs will continue to closely monitor the development of the United Kingdom (UK)'s exit from the European Union (EU) (Brexit) and the outcomes of negotiations on future economic and trade agreements. They will also make preparations for Hong Kong's economic and trade co-operation with the UK and other EU countries in the post-Brexit period, including strengthening communication with the relevant local organisations and stakeholders of various sectors, promoting the role of Hong Kong as a major partner and platform as well as new opportunities arising from the Belt and Road Initiative and the Greater Bay Area development, thereby attracting overseas investment and exploring business opportunities for Hong Kong.

15. For the US, the trade measures taken by the US Administration have heightened international trade tension, impacting on the multilateral trading system. Our ETOs in the US will continue to maintain a close working relationship with senior officials in the US Administration and members of Congress whose portfolios are relevant to Hong

Kong. They will also closely monitor the US Administration's policy directions as well as the developments in the US, particularly developments that may affect the bilateral relations between Hong Kong and the US, so that follow-up actions can be taken in a timely manner.

16. Moreover, as a member of the World Trade Organization (WTO), Hong Kong, China (HKC) actively participates in the work pertaining to the multilateral trading system through the Geneva ETO. At the relevant WTO meetings, the Geneva ETO raised objection to measures incompatible with WTO agreements and reaffirmed HKC's support for the multilateral trading system. The negotiations and relevant discussions will continue. The Secretary for Commerce and Economic Development, as one of the Vice-chairs, chaired a part of the meetings at the WTO's Eleventh Ministerial Conference held in December 2017.

Contact between Government and Businesses

17. The overseas ETOs continued to maintain close liaison with the business communities and chambers of commerce of the countries under their purviews, keeping them abreast of the latest developments of Hong Kong and its advantages in various aspects, and encouraging them to conduct business and invest in Hong Kong. There is an Investment Promotion Unit in most ETOs. Through participating in major conferences and seminars, organising outreach programmes and focusing on the key development sectors, such as innovation and technology, financial technology and start-ups, the ETOs proactively attracted potential targets to invest and set up business operation in Hong Kong. For example, many countries in Europe are at the forefront of innovation and technology and the development of smart cities. Our ETOs in Europe will continue to actively liaise with major R&D institutes, R&D talents and relevant stakeholders to promote Hong Kong's advantages and development strategies in innovation and technology, with a view to attracting these institutes and talents to Hong Kong for development and establishing their presence in the Asian market. Moreover, faced with global economic uncertainties and trade protectionist measures, local businesses are keen to open up trade markets in other places, which is expected to bring more business opportunities to Hong Kong.

18. Furthermore, the ETOs collaborated with the relevant Hong Kong overseas agencies to promote Hong Kong. For example, the ETOs worked closely with the HKTDC to support the latter's conferences, trade exhibitions and other promotion activities, so as to strengthen the synergy in promoting Hong Kong. The HKTDC 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 with the Mainland and countries around the world. This event was held in Tokyo, Japan in November 2018. In recent years, the HKTDC has also organised "In Style Hong Kong" in ASEAN countries to showcase Hong Kong's professional services and trendsetting brands. Apart from officiating at these events, key officials of the HKSAR Government also took the opportunity to call on their

counterparts in the governments concerned and meet with the business communities there. These activities not only raised the profile of Hong Kong, but also fostered government-to-business relationships between Hong Kong and the countries under the ETOs' respective purviews. The ETOs will continue to work in collaboration with the HKTDC, with focus on promoting Hong Kong's services and business opportunities brought by the Belt and Road Initiative and the Greater Bay Area development.

Contact between Government and Local People

19. With the focus of the current-term Government on promoting Hong Kong's soft powers and furthering cultural exchanges, including fostering people-to-people bonds in the Belt and Road countries, the ETOs continued to organise, sponsor and participate in various promotion events, such as film festivals, TV programmes, concerts, dance performances, arts exhibitions, dragon boat races, etc. They also invited Hong Kong film directors, actors, designers and emerging artists to participate in related events. In addition, the ETOs maintained good relationships with the Hong Kong communities in the countries under their purviews. To attract talents to Hong Kong, the ETOs reached out to local university students and professionals by organising seminars, careers talks and exhibitions to promote Hong Kong's various talent admission schemes. They also arranged visiting HKSAR Government officials to meet with members of the local Hong Kong communities to promote development opportunities in Hong Kong.

20. The overseas ETOs continued to arrange higher education students in Hong Kong to take up internship in local organisations of the countries under their purviews, including ETOs, international organisations, private companies, academic institutions as well as cultural and arts groups. This enables students to experience the economic and cultural landscape of different countries and understand the work environment and operation of the sectors/organisations concerned, thereby widening their perspectives.

Looking Ahead

21. Looking ahead, the overseas ETOs will continue to maintain close liaison with the governments, local groups and people of the countries under their purviews so as to promote Hong Kong's unique advantages under "One Country, Two Systems", open up markets and forge partnership. They will also seek to encourage more enterprises and investors to set up business operation in Hong Kong and use Hong Kong as a platform to enter the Mainland market, thereby consolidating and enhancing Hong Kong's status as an international financial and commercial centre. We will continue to leverage on the opportunities arising from the Belt and Road Initiative and the Greater Bay Area development, which will become the impetus for the future economic development of Hong Kong. Meanwhile, the ETOs will continue to closely monitor the economic and trade developments of Hong Kong's major trading partners, including the growing trade tension between China and the US, and map out responding measures and follow-up actions in conjunction with the relevant bureaux and departments.

22. We will review the strategies adopted by the ETOs in achieving the objectives set by the current-term Government from time to time and will make finetuning as appropriate.

Reports of the ETOs

23. The work reports of individual ETOs are set out in the following Appendixes:

<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

24. The performance indicators and the relevant figures for 2016 and 2017 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 2018**

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

Trade in Services

2. 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 services negotiations. Prior to the Eleventh WTO Ministerial Conference (MC11) in 2017, HKC joined hands with a number of WTO Members to put up proposals as mandated under the General Agreement on Trade in Services (GATS), with a view to formulating multilateral disciplines to ensure that domestic regulations of Members do not become unnecessary barriers to trade. Although the Ministerial Conference failed to reach a consensus, HKC and other like-minded Members issued a joint statement during MC11, reiterating their commitment to taking forward negotiations. They also called upon all Members to intensify efforts in concluding negotiations on domestic disciplines. Thereafter, HKC and other Members further took forward discussions on the proposed text with a view to reaching a consensus as early as possible.

3. Although market access negotiations under GATS are yet to have any concrete progress, all along HKC has supported and welcomed WTO Members to put forward proposals conducive to resumption of negotiations.

Trade in Goods

4. To reduce barriers to trade in goods, HKC submitted a joint proposal with other WTO Members in mid-2017 which called for greater transparency in, and better access to, information pertaining to government regulations on food safety, sanitary and phytosanitary and product standards. The proposal was discussed at MC11 without reaching any outcome.

5. In addition, HKC and other WTO Members played an active role in the implementation of the Agreement on Trade Facilitation, which would streamline import and export procedures, and reduce the cost of doing business. At the Trade Facilitation Committee meeting in October 2018, HKC's representative introduced the Hong Kong Authorized Economic Operator Programme to WTO Members, and shared experience with experts from other economies.

Electronic Commerce

6. Electronic commerce is having an increasing impact on global trade. HKC's joint proposal with other Members on electronic commerce was discussed at MC11. Members agreed to continue implementing the existing Work Programme on Electronic Commerce, and to maintain the practice of not imposing customs duties on electronic transmissions until the next Ministerial Conference.

7. Moreover, during the Ministerial Conference, HKC and 69 other like-minded Members also issued a joint statement to initiate exploratory work towards future WTO negotiations on trade-related aspects of electronic commerce. Since the first quarter of 2018, Members have been exchanging views on their expectations of the trade rules to be developed, followed by in-depth discussion of the related issues. HKC has been participating actively in the discussions, with a view to laying the ground for formulation of trade rules in future.

Investment Facilitation

8. In order to create a more transparent, efficient and predictable environment to facilitate cross-border investment, HKC, together with other WTO Members, submitted a joint proposal at the MC11 to call for structured discussions at the WTO, with the aim of developing a multilateral framework on investment facilitation. During the Ministerial Conference, the Secretary for Commerce and Economic Development chaired a breakfast meeting on the subject. In addition, HKC and 68 other like-minded Members issued a joint statement to encourage all Members to commence discussions in early 2018. Thereafter, HKC participated actively in the discussions to exchange views on subjects such as how to enhance transparency of the various investment facilitation measures, improve administrative efficiency, and strengthen co-operation among Members.

Fisheries Subsidies

9. At MC11, Members committed to securing, by the end of 2019, a deal to ban or eliminate certain types of fisheries subsidies. To this end, Members agreed on a work programme, and held rounds of negotiations. HKC has been working closely with other Members with a view to reaching an early consensus.

Micro, Small & Medium Enterprises (MSMEs)

10. By a joint statement issued during MC11, HKC and 87 other like-minded Members established an Informal Working Group on MSMEs, which would launch comprehensive and strategic discussions in the WTO to help MSMEs participate in international trade. The Coordinating Committee of the Working Group, of which HKC is a member, was established in early 2018. In accordance with the work plan drawn up by the Coordinating Committee, thematic discussions on improving access to information for MSMEs, trade finance and trade facilitation were held.

Trade Disputes

11. The unilateral trade measures implemented by the United States since March 2018, including tariffs on steel and aluminium products and other imports which were substantially higher than the bound rates, affected the interests of many WTO Members, including HKC. Such measures have not only created tensions in international trading relations, but have also dealt a blow to the multilateral trading system. At various WTO formal and informal meetings, including meetings of the General Council and the Council for Trade in Goods, the Geneva ETO raised objection to measures which were inconsistent with WTO Agreements, reaffirmed our support for the multilateral trading system, and called upon all Members to dutifully honour their commitments under the WTO Agreements. We are monitoring closely developments of the issue under the WTO dispute settlement mechanism.

12. Moreover, as the United States did not agree to start the process for appointing Appellate Body Members, the dispute settlement mechanism could not function effectively. HKC submitted a joint proposal with other Members for starting the process as early as possible.

Ministerial Conference

13. MC11 was held in December 2017 in Buenos Aires, Argentina. The Secretary for Commerce and Economic Development was one of the three Vice-chairs and he chaired some of the meeting sessions. Thereafter, in January, March and May 2018, WTO Members Switzerland, India and Australia each hosted an Informal Ministerial Meeting, at which HKC and other members jointly explored ways to take forward multilateral negotiations and address systemic challenges facing the WTO. During the World Economic Forum held in Davos, Switzerland in January 2018, the Chief Executive also met with the Director-General of the WTO, exchanging views on upholding the multilateral trading system and advancing the work of the WTO.

OECD

14. The Geneva ETO represented HKC at relevant meetings of the OECD Trade Committee, participating actively in the discussions on subjects such as global supply chains, trade in services, trade facilitation, electronic commerce and trade in value added.

Looking ahead

15. In the coming year, the Geneva ETO will continue to advance and defend the commercial interests of HKC, as well as uphold the core values and effective operation of the multilateral trading system. We will continue to participate actively in trade negotiations and relevant discussions, in order to seek greater market access for our services sectors and industrial goods, reduce trade barriers, and further facilitate trade and investment. In addition, we will continue to contribute to the work of the OECD and the ACWL.

**Hong Kong Economic and Trade Office, Geneva
November 2018**

Report on the Work of the Washington ETO

The Washington ETO closely monitors the political and economic developments 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 interests in the US and actively promotes bilateral co-operation between the two economies.

Commercial Relations

2. In 2017, counting on the basis of individual economies, 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 its trading partners, amounting to US\$34.5 billion in 2017.

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 Congress and their staffers, think-tanks, the media, academia, the business community, former Hong Kong residents and other opinion formers. We impress upon our contacts Hong Kong's commitment to free trade and economic freedom. In particular, we have recently reiterated to our interlocutors our stance that trade disputes would have significant impact on world trade and economic development, and that disputes and disagreement should be dealt with through bilateral talks and the World Trade Organization.

4. We continue to actively promote Hong Kong's 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. In addition, our efforts in promoting the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area development have drawn growing attention among our interlocutors to the initiatives.

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

- (a) policy priorities and agenda of President Trump and his Administration as well as Congress, such as (i) withdrawal of the US from the Trans-Pacific Partnership, the Paris Climate Accord and the Joint Comprehensive Plan of Action (i.e. the Iran nuclear deal), (ii) renegotiation of the North American Free Trade Agreement, and (iii) measures to reduce trade deficits;
- (b) major changes to the Trump Administration at cabinet level;

- (c) economic and trade issues related to Mainland China and Hong Kong, such as trade investigations and enforcement actions (including additional tariffs and trade bans), export controls and external investment reviews; and
- (d) US fiscal and monetary policies, particularly the movement of federal funds rate as the Hong Kong dollar is pegged to the US dollar and US' interest rate fluctuations will have impact on our economy.

6. High-level visits by senior Hong Kong Special Administrative Region (HKSAR) Government officials to Washington, DC provide a focal point on promotion of Hong Kong's strengths in various sectors. The Secretary for Justice visited Washington, DC in mid-July 2018. During the visit, she met with senior US government officials (including the Attorney General and the Deputy Secretary of State), and important personnel of the World Bank Group, prominent think-tanks, US Chamber of Commerce and the academic sector. She briefed them on the implementation of "One Country, Two Systems" and the rule of law in Hong Kong, and promoted Hong Kong's legal and dispute resolution services. Subsequent to the meeting between the Secretary for Justice and the US Deputy Secretary of State, the US Department of State had a readout reiterating the US' support for US-Hong Kong ties under the "One Country, Two Systems" framework and noting Hong Kong's high degree of autonomy, rule of law and independent judiciary. The Secretary for Justice also delivered a speech at the biennial conference of the Society of International Economic Law.

7. The Secretary for Commerce and Economic Development visited Washington, DC with a business delegation in September 2018 and met with senior officials from US federal government agencies (including the Department of Commerce and the Office of the US Trade Representative), congressional leaders, important personnel of business organisations and think-tanks, and figures from academia and the media. To take advantage of the launch of a new direct flight service between Washington, DC and Hong Kong, the Washington ETO co-organised with Cathay Pacific Airways a business luncheon in the Secretary's honour to promote stronger ties and opportunities in business, investment and other areas between the two places. Besides, the ETO also organised a seminar where the Secretary spoke on regional economic development and the delegation shared their entrepreneurial and business experiences as well as tips on coping with the changing global economic and trade environment.

8. During the past year, the Washington ETO facilitated visits of Congress members and staffers to Hong Kong, some of which were organised under the HKSAR Government's Sponsored Visitors Programme. Examples included congressional delegations led by Congressman Rodney Frelinghuysen (Republican House Representative from New Jersey and Chairman of the House Appropriations Committee) and by Congressman Jeb Hensarling (Republican House Representative from Texas and Chairman of the House Financial Services Committee) in July and August 2018 respectively. They met with the Chief Executive and other HKSAR Government 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 useful for acquiring a better understanding of the latest situation in Hong Kong, including the economy, opportunities and challenges.

Public Relations

9. The Washington ETO continued to broaden and diversify its network of contacts to raise Hong Kong's profile, promote our core attributes, and explain our policy agendas, initiatives and priorities. We regularly briefed key interlocutors on the latest developments in Hong Kong, including the implementation of "One Country, Two Systems", and addressed their issues of concern. We also hosted and participated in a wide range of public relations activities (such as briefings, cultural events and receptions) to maintain and strengthen the ETO's network of contacts.

10. The Washington ETO hosted a large-scale spring reception to celebrate Chinese New Year, and briefed various groups, including students, university alumni, academic fellows, scholars, diplomats and members of the local Chinese communities on Hong Kong's developments. The ETO promoted various talent admission schemes through its website and publicity materials, as well as through giving speeches, briefings and presentations, particularly to students and young professionals.

11. The Washington ETO also organised or supported arts and cultural events to reach out to new stakeholders and promote Hong Kong's soft power in these areas. It co-organised with the Smithsonian Institution's Freer Gallery of Art the annual "Made in Hong Kong" Film Festival between July and August 2018 to showcase Hong Kong cinema and culture to US audiences. This year's festival marked the 23rd anniversary of the event and featured appearances by Hong Kong director Alan Lo and actress Venus Wong for a screening of their new film "Zombiology: Enjoy Yourself Tonight". The Washington ETO also supported the visiting Hong Kong String Orchestra in their joint performance with Georgetown University students to celebrate Chinese New Year.

Looking Ahead

12. The mid-term elections in November 2018 will be the most significant juncture on the near horizon in the US, which may drastically change the US' policy direction and focus. The Washington ETO is keeping a close watch on the development and will continue to enhance its working relationship with senior officials in the US Administration and members of Congress whose portfolios are relevant to Hong Kong. We will also continue to closely monitor the US Administration's policy direction as well as the US political and economic landscape, particularly developments that may affect Hong Kong and our bilateral relationship with the US.

**Hong Kong Economic and Trade Office, Washington, DC
November 2018**

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. The launch of the US tariffs on China's imports aroused grave concern in the business community. The New York ETO monitored closely the potential impact brought by the US-China trade relations on our bilateral trade ties with the 31 states in the eastern US. In 2017, 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\$8.9 billion, an increase of about 19.2% compared to 2016. Hong Kong was New York State's second largest export destination, behind Canada. Meanwhile, the 31 eastern states exported US\$20.3 billion worth of goods to Hong Kong, accounting for 51% of the total from the US. Besides New York State, Illinois, Massachusetts and New Jersey ranked fifth to seventh respectively, with Florida and Georgia ranked ninth and tenth among the 50 states by the value of goods they exported to Hong Kong.

3. The New York ETO continued to arrange programmes for senior officials from Hong Kong to visit the eastern US. The Secretary for Labour and Welfare (SLW) visited New York City (NYC) in March 2018 to attend as part of the Chinese delegation the 62nd session of the United Nations Commission on the Status of Women. During the visit, he met with NYC officials to discuss poverty alleviation, workforce support initiatives, and solutions to reduce and prevent homelessness. SLW also spoke on Hong Kong's initiatives in women's empowerment at a business luncheon co-organised by the New York ETO with the Hong Kong Association of New York (HKANY) and two women's organisations, namely Asian Women in Business and the International Women's Entrepreneurial Challenge Foundation.

4. The Secretary for Justice visited NYC in July 2018 to promote Hong Kong as an international arbitration centre and to highlight the rule of law and judicial independence under "One Country, Two Systems". She took up speaking events co-organised by the New York ETO and the American Foreign Law Association, the New York City Bar Association, the International Chamber of Commerce, the National Committee on US-China Relations, the Asia Society, and the HKANY.

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.

5. The New York ETO also continued its efforts to reach out to the business community, political and government leaders, major universities, arts and cultural institutions and the media in the eastern US. During the reporting period, the Commissioner for Economic and Trade Affairs to the United States (C,USA), the Director and the Deputy Director of the New York ETO conducted 27 visits to 12 states and district². 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 Hong Kong as a vibrant international financial, trading, education, arts and cultural hub, our unique advantages under the “One Country, Two Systems”, as well as the business opportunities for US companies brought by the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development. The Hong Kong Trade Development Council (HKTDC) and Invest Hong Kong (InvestHK) also joined some of these visits. In October 2018, the ETO also continued to organise the annual Hong Kong Day reception in the Massachusetts State House in Boston to enhance the strong ties with local government officials and state representatives. A Proclamation from Governor Charlie Baker proclaiming 17 October 2018 as "Hong Kong Day" was presented to C,USA at the event.

6. To promote Hong Kong’s innovation and technology, especially our advantages in biotechnology, the New York ETO organised and co-ordinated a series of business events of the relevant Hong Kong entities³ during the 2018 BIO International Convention (BIO) held in Boston in June. The Convention was one of the largest annual biotech events in the world, providing a good platform to promote the new listing opportunities for biotech companies and biotech landscape in Hong Kong to more than 18 000 participants from the US and other countries. Apart from Boston, New York ETO also actively reached out to other US cities with strong potential in innovation and technology such as Pittsburgh and Philadelphia, Pennsylvania.

7. Moreover, the New York ETO maintained and developed closer ties with various design institutions in New York, as well as in other major US cities to explore possible collaboration to promote Hong Kong’s design industry in the US.

8. During the reporting period, the New York ETO facilitated visits to Hong Kong by senior representatives from various sectors, including the Mayor of City of New Haven, Chairman of the Committee of 100 and academics from major universities such as Dartmouth College and the Massachusetts Institute of Technology, etc. The ETO also facilitated visits to the eastern US by personalities from Hong Kong⁴.

² Including Washington, DC, and Alabama, Connecticut, Florida, Georgia, Illinois, Maryland, Massachusetts, New York, Pennsylvania, Rhode Island and Tennessee.

³ Including the HKTDC, Invest HK, the Hong Kong Exchanges and Clearing Ltd (HKEx), the Hong Kong Science and Technology Parks Corporation (HKSTP) and the Hong Kong Biotechnology Organization.

⁴ Including the HKSTP delegation, Secretary General of the Hong Kong International Arbitration Centre, film directors Kearen Pang, Adam Wong, and Wong Chun, and the delegation of actors, directors and filmmakers participating in the film festivals mentioned in paragraph 12 below.

Public Relations

9. The New York ETO has organised and 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. For Hong Kong's first entry in the Volvo Ocean Race, the ETO hosted a reception in May 2018 at the Race's stop at Newport, Rhode Island, for Hong Kong's Team Sun Hung Kai/Scallywag. The ETO also set up a festival booth in the Race Village, displayed a 38-foot-long dragon boat, and arranged games, Chinese arts and crafts activities and lion dance performances.

10. Continuing with the momentum from previous years, the New York ETO again sponsored two rugby tournaments in NYC, as well as the Collegiate Rugby Championship in Philadelphia. The two-day tournament in Philadelphia in June 2018 drew over 27 000 athletes, fans, and spectators, along with national television coverage. Besides, the ETO also sponsored the Windy City Open squash championship in Chicago, Illinois, and organised a reception to welcome the top squash players from Hong Kong who were taking part in the tournaments. To further showcase Hong Kong sports talents, the ETO invited the three-time world champion team from the Hong Kong Rope Skipping Academy to perform at the Chinese New Year receptions in different US cities.

11. On the promotion of arts and culture, the New York ETO continued to collaborate with the Asian Cultural Council on an arts fellowship programme to bring two Hong Kong artists to NYC for cultural immersion and engagement, as well as network-building. To nurture emerging leaders in Hong Kong's arts and culture sector, a new fellowship programme for emerging arts administrators was launched by the ETO and Yale-China Association this summer.

12. The New York ETO also supported a number of film festivals to promote Hong Kong's film industry, presenting a diverse slate of films and a host of Hong Kong movie talents 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. The talents who attended these festivals included actors Stephy Tang, Jennifer Yu and Ling Man-lung, and directors Anthony Chan, Sunny Chan, Chan Tai-lee, Andrew Fung and Dante Lam.

13. On combining sports with culture, to raise the awareness of Hong Kong and to entice the interests of different sectors, the New York ETO sponsored the Hong Kong Dragon Boat Festivals in several strategic cities, namely Atlanta, Georgia, Boston, Chicago, Philadelphia and NYC. These festivals attract tens of thousands of locals and visitors every year.

14. To attract more overseas young talents to work in Hong Kong and promote our talent admission schemes, the New York ETO continued to engage and reach out to the younger generation through speaking engagements at universities and meetings with students, and with its Facebook page "Hong Kong Meets America". The ETO also made use of other social media platforms such as Instagram to promote Hong Kong.

Investment Promotion

15. 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 275 companies to offer assistance and completed 19 projects, i.e. assisting the companies concerned to establish business operations in Hong Kong.

16. IPU conducted a series of promotional activities in strategically important sectors, including financial technology (fintech), innovation, start-ups, and promoted Hong Kong as an international maritime and aviation centre. IPU attended or exhibited in a number of the largest events in the US in the respective sectors, including exhibiting at Consensus (blockchain technology) and Money 20/20 (fintech); sponsoring Marine Money Week (maritime); and attending LendIt USA (marketplace lending), Collision and eMerge Americas (start-ups), Airline Economics Growth Frontiers (aviation), and BIO (biotechnology), where IPU organised a programme in Cambridge, Massachusetts for HKEx to introduce its new listing rules for biotechnology companies. IPU also organised events in April and June 2018 for the Hong Kong Monetary Authority's Chief Fintech Officer to introduce Hong Kong's fintech environment and promote the Hong Kong Fintech Week respectively.

Looking Ahead

17. The New York ETO will continue to closely monitor the development of the US-China trade relations. We will also further strengthen the bilateral ties between Hong Kong and 31 states in the eastern US through government to government liaison, as well as different business and cultural promotion events. We will, in collaboration with the HKTDC and InvestHK, as well as other Hong Kong Inc. members, continue to promote Hong Kong's unparalleled strengths and encourage more US companies to make use of Hong Kong's unique advantages under the "One Country, Two Systems" to seize the vast business opportunities under the Belt and Road Initiative and the Greater Bay Area development.

**Hong Kong Economic and Trade Office, New York
November 2018**

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 2017, the US western states exported US\$19 billion worth of goods to Hong Kong, accounting for 47% of the total from the US. California, Texas, Utah and the State of Washington ranked first, third, fourth and eighth respectively 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 (C,USA) and the Director of the San Francisco ETO (D(SF)) conducted a number of joint or separate visits to seven cities in five 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 the latest economic and political developments in Hong Kong. They also gave media interviews, and spoke at business events 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 innovation and technology, the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development were also prominently featured in their presentations to officials, business leaders and the media in different states.

4. The San Francisco Bay Area is where the Silicon Valley is located. The Secretary for Financial Services and the Treasury (SFST) visited the San Francisco Bay Area between May and June 2018. Apart from visiting local financial technology (Fintech) institutions, SFST also attended a business luncheon hosted by the San Francisco ETO and gave a keynote speech on the opportunities for Hong Kong arising from its stock market, the development of green finance and the Belt and Road Initiative. At another luncheon hosted by the ETO and the Plug and Play Tech Center, an accelerator specialising in growing technology startups, SFST spoke on the vital role of Hong Kong as a base for Fintech companies to explore new business opportunities in Asia. The Chairperson and management personnel of the Hong Kong Science and Technology Parks Corporation (HKSTP) as well as an HKSTP delegation visited the Bay Area to attend large-scale conferences on artificial intelligence and robotics,

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, San Diego and Sacramento in California; Honolulu in Hawaii; Portland in Oregon; Houston in Texas; and Seattle in Washington.

biotechnology, smart city and startups. Besides, a delegation from Hong Kong Cyberport paid a visit to the Bay Area, focusing on artificial intelligence technology. The Hong Kong Stock Exchange also sent representatives to speak on “New Tech in Hong Kong: Governmental Schemes, Capital Market & IPOs”, highlighting the benefits available to technology companies. During the visit to San Francisco, members of the Hong Kong Monetary Authority called on Fintech companies and financial institutions, briefing them on the latest policies, developments and opportunities with regard to the financial services and Fintech industries in Hong Kong. The Secretary-General of the Hong Kong International Arbitration Centre, Sarah Grimmer, attended a business luncheon titled “Doing Business with China: Why Arbitration Matters” in San Francisco, with a view to promoting Hong Kong as an international arbitration centre. The San Francisco ETO, in close collaboration with Invest Hong Kong (InvestHK) and the Hong Kong Trade Development Council (HKTDC), facilitated the two organisations to make use of the opportunities to network with technology companies, accelerators and investors in the region.

5. Apart from innovation and technology, California also prides itself in environmental protection and education. In May 2018, the San Francisco ETO held a briefing session for a delegation of MBA students from the University of Hong Kong as part of their study programme, to share with them the ETO’s work and US-Hong Kong business ties and opportunities for both places. The Secretary for the Environment led a Hong Kong delegation to visit the San Francisco Bay Area in September 2018. They attended the C40 meeting and the Global Climate Action Summit to learn more about the developments of the US and California in the relevant areas and promote the environmental protection work of Hong Kong.

Public Relations

6. On promoting the films and culture of Hong Kong, the San Francisco ETO sponsored the presentation of Hong Kong productions at major film festivals held in the states of Texas, Hawaii, Oregon, Washington and California over the past year. Among them, one of the sponsored festivals was CAAMFest in the San Francisco Bay Area. This year’s festival paid tribute to Hong Kong actress CHENG Pei-pei by giving her the Spotlight Honoree award and showing two of her classic works. CHENG Pei-pei talked about her fascinating acting career at the presentation ceremony and D(SF) delivered the opening remarks. Besides, the ETO continued its partnership with SFFILM in co-organising “Hong Kong Cinema” to showcase a total of seven Hong Kong productions in San Francisco. Apart from films, the ETO also sponsored an exhibition and a talk about the late Hong Kong painter Wesley Tongson in San Francisco. Art curator Catherine Maudsley flew from Hong Kong to hold the talk.

7. For the very first time, the Rugby World Cup Sevens was held on American soil in San Francisco in July 2018 and the Hong Kong Men’s team was among the competing teams. Speaking at the Nations Welcome Ceremony presented by the San Francisco ETO, C,USA welcomed the competing teams from around the world and promoted the Hong Kong Sevens and other major sports events. A Cantonese opera troupe from

Hong Kong was invited to perform at the Welcome Ceremony and took part in cultural exchange activities, which aimed to help the locals and visitors who came from various parts of the world to join and watch the game gain a better understanding of Cantonese opera. Furthermore, the ETO invited the three-time world champion team from the Hong Kong Rope Skipping Academy to perform at the Chinese New Year receptions in various cities in the western US.

8. The San Francisco ETO continued to deliver talks at major West Coast universities, and invite Hong Kong business and alumni associations in the region to help disseminate to their members details of various schemes of the Hong Kong Special Administrative Region Government to attract talents, and provide more information to people who were interested in working in Hong Kong. In February 2018, C,USA spoke at Stanford University on the development of Hong Kong over the past 20 years as well as the opportunities and challenges ahead.

Investment Promotion

9. During the reporting period, the Investment Promotion Unit (IPU) of the San Francisco ETO visited 252 companies and assisted 27 companies to establish new business or expand their operation in Hong Kong. IPU arranged the visits of five InvestHK directorates and sector teams to San Francisco. It also actively promoted the 2018 StartmeupHK Venture Forum and the Hong Kong Fintech Week, and publicised notable developments in innovation and technology in Hong Kong. The Director-General of Investment Promotion of InvestHK visited Seattle in December 2017 to give a keynote speech at the Guangdong, Hong Kong and Macao Joint Promotion Business Seminar. He also visited Houston in September 2018 to attend a seminar on biotechnology and medical innovation organised by the Asia Society of Texas and spoke on the investment opportunities arising from Hong Kong and the Greater Bay Area. Moreover, IPU collaborated closely with the HKSTP and the Cyberport in their promotional activities in San Francisco and Silicon Valley as mentioned in paragraph 4 above.

Looking Ahead

10. The San Francisco ETO will continue to work closely with the HKTDC and other relevant organisations to promote Hong Kong as the important link to Mainland China and Asia through business and cultural events as well as regular visits to key cities in the US western states. Considering the strengths of this region, innovation and technology, arts and culture, and fostering ties between the Greater Bay Area and the San Francisco Bay Area will remain the primary foci in the coming year. Particular attention will also be given to identifying opportunities for talents and startups.

**Hong Kong Economic and Trade Office, San Francisco
November 2018**

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, 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), national governments, ambassadors and representations of various overseas countries stationed in Brussels as well as political and business communities of individual countries, in addition to monitoring EU policies and directives which might have impact on Hong Kong and discussions relevant to Hong Kong. The Brussels ETO also closely monitored discussions on relevant issues, for example, the EU's migration and refugee crisis, at summits of EU leaders and kept a close watch on the development of the negotiations of the United Kingdom (UK)'s exit from the EU (Brexit), particularly its possible implications on Hong Kong.

3. On trade issues, the Brussels ETO closely 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 bilateral relations and negotiations with other trading partners. In addition, we continued to work 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 on Working Holiday Scheme with the Netherlands in April 2018. The ETO also made efforts in facilitating communication between the relevant authorities of Hong Kong and Cyprus with a view to strengthening collaboration in the maritime industry between the two places.

5. During the reporting period, the Brussels ETO lined up seven senior official visits. These included the visit by the Secretary for Commerce and Economic Development (SCED) to Brussels in Belgium in January 2018; the Secretary for the Civil Service's visit to Paris and Strasbourg in France in March; the Financial Secretary's visit to Dublin in Ireland in May; the Chief Executive (CE)'s visit to Brussels, as well as Bordeaux, Marseille and Paris in France in June (SCED joined CE for the visit to Bordeaux and Paris in addition to his visit to Noordwijkerhout in the Netherlands, whereas the Secretary

for Innovation and Technology joined CE for the visit to Paris); the Under Secretary for Transport and Housing's visit to Athens in Greece also in June; and the Secretary for Labour and Welfare's visit to Dublin in July.

6. On CE's visit to Brussels, she met with the President of the European Commission, the High Representative of the European Union for Foreign Affairs and Security Policy, the King of the Belgians and the President of the Chamber of Representative of the Belgian Federal Parliament. She delivered a keynote speech at a business luncheon co-organised by the European Chamber of Commerce in Hong Kong and the Brussels ETO where the European Commissioner on Trade and the Deputy Prime Minister of Belgium were also present. CE also officiated at a cocktail event organised by Cathay Pacific with the support of the Airport Authority Hong Kong.

7. In Bordeaux, CE visited a cultural facility on wine and two vineyards to have exchanges on wine trade. Afterwards she witnessed the signing of a Memorandum of Understanding between Hong Kong Tourism Board (HKTB) and Bordeaux City Hall on wine and food tourism, and officiated at a business reception organised by HKTB. She travelled to Marseille and met with the Vice President of Provence-Alpes-Cote-d'Azur. Afterwards she, together with the French State Secretary to the Minister for Europe and Foreign Affairs, visited Airbus Helicopters to attend a ceremony on the delivery of three helicopters to the Government Flying Service.

8. Later in Paris, CE met with the French Prime Minister, the Minister of Foreign Affairs, the President of Ile de France Region, as well as the Vice President and some members of the French National Assembly. She also delivered keynote speeches at a business luncheon, three business seminars and a meeting organised by a major think-tank. Besides, CE witnessed the signing of a Memorandum of Understanding between the University of Hong Kong, Hong Kong Science and Technology Parks Corporation, and Institut Pasteur on research cooperation. She also visited major universities, a start-up campus and two museums. CE also held a reception for the Hong Kong community residing in France.

9. In collaboration with Invest Hong Kong (InvestHK), the Hong Kong Trade Development Council (HKTDC) and local chambers of commerce and organisations, the Brussels ETO organised a total of 59 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 talents in Hong Kong. In particular, to promote Hong Kong's unique role under the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development, the Brussels ETO also organised seminars in Belgium, Bulgaria, Cyprus, France, Greece, Ireland, Italy, Luxembourg, the Netherlands and Romania.

Public Relations

10. For the promotion of arts and culture, the Brussels ETO continued to promote Hong Kong's music and arts talents, in particular soloists and small performing groups. The ETO strived to present music performances with Hong Kong characteristics in its major activities. For instance, in February 2018, we invited a marimba soloist and a Hong Kong music ensemble "Artemisia" to perform at the Chinese New Year receptions organised in The Hague, the Netherlands and Brussels respectively, as well as Hong Kong young piano, cello, violin and vocal performers who are studying music in the UK to put up performances at the Chinese New Year receptions held in France, Ireland, Portugal and Spain. We also supported the exhibition "Lines in Motion: East meets West" held from February to March in Amsterdam, the Netherlands, which showcased artworks including Chinese calligraphy and paintings, abstract modern art, art installations, sculptures and ceramics by 12 artists from Hong Kong. Furthermore, in June, the Brussels ETO supported a young oboe player from Hong Kong, Matthew Chin, in joining a one-week Young Artist Programme in Rome to practise with outstanding musicians worldwide and perform at the Rome Chamber Music Festival.

11. The Brussels ETO devoted significant efforts to promote Hong Kong's creative industries. For publishing design, the ETO supported the participation of the Hong Kong Publishing Federation and the Hong Kong Printers Association in the Bologna Children's Book Fair in Italy in March 2018. For architectural design, we supported the participation of the Hong Kong Arts Development Council and the Hong Kong Institute of Architects in the Venice Biennale Architecture in Italy in May. We also supported the Hong Kong fashion designers in the runway show and exchange session organised by the Hong Kong Fashion Farm Foundation in Paris in September.

12. Noting the unique position of Hong Kong films in European cinema and worldwide, the Brussels ETO continued to sponsor the screening of Hong Kong films in various international film festivals in Europe. During the reporting period, the ETO sponsored a total of 10 international film festivals, and supported Hong Kong directors/actors to attend international film festivals and other exchange sessions, including the Dublin International Film Festival in February 2018 and the Far East Film Festival in Udine, Italy in April.

13. The Brussels ETO actively promoted Hong Kong as a vibrant city. We sponsored the Run & Bike Binotan sports event and the Oxfam Trailwalker in Belgium held in January and August 2018 respectively to showcase Hong Kong's can-do spirit and promote Hong Kong's green tourism. The ETO also sponsored the first Hong Kong Barcelona Dragon Boat Festival in Spain in May, as well as the Hong Kong Dragon Boat Festival in Antwerp, Belgium and the International Dragon Boat Regatta in Dublin in September to promote our strong team spirit and unique cultural heritage.

14. With the launch of enhanced talent admission schemes in May 2015, the Brussels ETO stepped up its promotional efforts and organised during the reporting period a

number of talks in renowned universities in various European cities, including Luxembourg City in Luxembourg, Milan and Siena in Italy, Paris, and Thessaloniki in Greece, to promote various talent admission schemes among university students and graduates.

15. On student exchanges, following the pilot launch of the initiative in 2016 to provide overseas internship for Hong Kong higher education students during the summer, the Brussels ETO continued to take forward the scheme in 2018. We secured a total of 23 internship places in 2018 in the Netherlands, Belgium, Italy, Spain and Portugal, four of which were provided by the ETO.

16. Maintaining close contact with the Hong Kong communities living in Europe is also an important part of the Brussels ETO's daily liaison work. For instance, we organised gatherings for the Hong Kong communities in France and Ireland during the visits of our Principal Officials so as to keep them abreast of Hong Kong's latest developments. We also from time to time handled enquiries from Hong Kong residents living abroad and provided assistance where appropriate.

Investment Promotion

17. The Investment Promotion Unit (IPU) of the Brussels ETO continued to enhance market awareness and visibility of Hong Kong by jointly organising events with major multipliers of various places. The IPU spoke at business seminars co-organised by the ETO and the HKTDC, as well as business events organised by the local associations to promote Hong Kong's strategic advantages. In some global events, such as the Websummit in Lisbon, Portugal in November 2017, the Mobile World Congress in Barcelona in February 2018, and The Next Web Conference in the Netherlands in May, the respective IPUs of the Brussels, Berlin and London ETOs joined hands to participate as a strong promotion team. The IPU also provided support to trade missions from Hong Kong and visits from officials of InvestHK Headquarters.

18. During the reporting period, the IPU met with 205 companies and multipliers that are interested in setting up an operation in Hong Kong and helped 95 companies initiate the process of setting up a company in Hong Kong, and 20 companies set up new offices in Hong Kong with the IPU's assistance.

Looking Ahead

19. The EU's MSS continue to witness economic growth, including Greece which has completed structural reforms and exited the EU's financial bailout programmes after suffering from national debt crisis for years. It is estimated that the Greek economy will grow slightly this year. It is widely expected that the EU will continue to push ahead with supportive measures and priority projects, such as the EU Investment Plan, so as to

sustain this positive trend. This will continue to provide opportunities for Hong Kong, given our leading role as an international financial and trade centre and the largest offshore Renminbi business centre. Nonetheless, in the face of the current deadlock in Brexit talks, we must note that failure to achieve a breakthrough before the Brexit date (i.e. 29 March 2019) will impact adversely on the economies of European countries, including the UK, or even the global economy. The Brussels ETO will continue to keep a close watch on the developments of Brexit and look for possible opportunities to enhance co-operation and deepen relations with the EU in this new dynamics.

20. EU countries have generally responded positively to the Belt and Road Initiative. The European business communities are particularly interested in its specific projects and the mode of participation, hoping to seek business opportunities in a transparent and fair manner. The Brussels ETO will continue its efforts in promoting Hong Kong's unique role under "One Country, Two Systems" and encouraging European companies to use Hong Kong as a platform to tap into the Mainland market. The ETO will also actively promote Hong Kong's special status in the Greater Bay Area development, enhance connections with the innovation and technology sectors of major European countries, and encourage European companies to make the most of this regional co-operation. On the trade and investment fronts, the Brussels ETO will continue to explore with the EU 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 innovation and technology, 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, and encourage them to work and stay in Hong Kong.

**Hong Kong Economic and Trade Office, Brussels
November 2018**

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 maintained close liaison with contacts in the respective governments, trade organisations, businesses, academia, cultural and media sectors, etc., and updated them on the latest developments in Hong Kong through regular exchanges, visits, seminars and receptions. During the reporting period, the London 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 about 40 business events such as luncheons/seminars/ receptions/roundtable meetings in 12 cities in the countries under its purview to promote Hong Kong's advantages under "One Country, Two systems" and to introduce the opportunities under the Belt and Road Initiative as well as the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development.

3. In light of the 2017 Policy Address and the 2018-19 Budget, apart from Hong Kong's pillar industries, the London ETO put emphasis on promoting Hong Kong's innovation and technology developments in four areas, namely biotechnology, artificial intelligence, smart city and financial technologies (Fintech) through different business events with a view to introducing to overseas stakeholders the latest policies and initiatives, as well as attracting relevant research institutions and talents to come to Hong Kong.

4. The London ETO actively promoted high-level official exchanges to strengthen bilateral ties and commercial relations. During the reporting period, the ETO organised and supported seven visits by Principal Officials from Hong Kong, including the Secretary for Education to London in January 2018 for attending the Education World Forum; the Secretary for the Civil Service to Helsinki, Finland as well as London and Oxford, the UK in March; the Permanent Secretary for Development (Works) to London, Cambridge and Oxford in March; the Secretary for Food and Health to London in May; the Secretary for Justice to London in June; the Secretary for Innovation and Technology to London, Cambridge and Oxford in June; and the Chief Secretary for Administration's (CS) visit to London in September 2018. During CS' visit, he attended the HKTDC annual dinner and met with several officials of the UK Government, and signed a Memorandum of Understanding for cultural collaboration with the Secretary of State for Digital, Culture, Media and Sport. Besides, 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.

5. Through its network of contacts, the London ETO kept 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 these countries. During the reporting period, the London ETO closely monitored the development and related negotiations regarding the UK's exit from the European Union (EU) (Brexit) to be taken place on 29 March 2019 and analysed the possible impact of Brexit on Hong Kong. As at end of October 2018, negotiations between the UK and the EU on Brexit were still underway. Although both sides had indicated their intention to reach a consensus through active negotiations on the arrangements by end-2018, they, in parallel, had prepared for a "No Deal Brexit". For Hong Kong, the UK is one of our city's major trading partners. Regardless of the Brexit arrangements, the economic and trade relations between Hong Kong and the UK will continue to grow. In addition to continuing with the Strategic Dialogue on Trade Partnership, the Commerce and Economic Development Bureau and the Department for International Trade (DIT) of the UK issued a Joint Statement on Closer Collaboration between the two places on Trade and Economic Matters in March 2018 to forge broader and deeper collaboration on a number of priority areas. The Government is also exploring with the UK options for forging even closer economic ties, including the possibility of a free trade agreement in future. The London ETO will closely keep in view the Brexit development and continue to liaise with the parties concerned, including the business community, to watch out for any impact of Brexit on the economic and trade relations between Hong Kong and the UK.

6. Furthermore, Hong Kong and Finland entered into a Comprehensive Avoidance of Double Taxation Agreement (CDTA) in May 2018, which sets out the allocation of taxing rights between the two jurisdictions and this will help investors better assess their potential tax liabilities from cross-border economic activities. It also signifies the Hong Kong Special Administrative Region (HKSAR) Government's sustained efforts in expanding Hong Kong's tax treaty network. Besides, the CDTA signed between Hong Kong and Latvia also entered into force on 24 November 2017, which would bolster the economic and trade connections between the two places and offer added incentives for companies in Latvia to do business or invest in Hong Kong, and vice versa.

Public Relations

7. To promote Hong Kong's advantages as an international business and financial centre as well as to showcase Hong Kong's thriving arts, cultural and creative industries, and as an ideal destination for tourists and university education, the London ETO continued to organise and sponsor a number of public relations and cultural events.

8. To promote Hong Kong's vibrant film industry and its achievements over the past 20 years, the London ETO supported the “Creative Visions: Hong Kong Cinema 1997-2017” film festival held in London in November 2017. From the many best films produced in Hong Kong in the past twenty years, nine classic films were selected and screened in London. Hong Kong actor and producer Gordon LAM Ka-tung attended the opening ceremony and a symposium of the film festival, in which he exchanged views with the audiences and promoted Hong Kong films. In the same month, the ETO sponsored the screening of Hong Kong films at the 28th Stockholm Film Festival in Sweden. In March 2018, the ETO sponsored in London the “Hong Kong Programmes” of the “China in Context” Festival of China Exchange, which included a talk hosted by the Hong Kong film director Roger Lee and an activity to celebrate the work by the Hong Kong legendary Wuxia novelist Jin Yong. The London ETO also supported the film festival “Chinese Visual Festival 2018” held in May in London during which the Hong Kong director CHEUNG King-wai attended the premiere of his film “Somewhere Beyond the Mist” at BFI Southbank Centre, London.

9. The London ETO also showcased Hong Kong's status as a cultural and arts hub through various activities. In November 2017, it organised in London the concert “Resounding Bauhinia” featuring young musicians from Hong Kong ; and supported their London exhibition named “A Journey to Discover Hong Kong's Intangible Cultural Heritage” which the Ming Ai (London) Institute co-organised with the Hong Kong's Intangible Cultural Heritage Office to promote Hong Kong's cultural heritage. The ETO also invited Artemisia, a Hong Kong musical group, as well as other Hong Kong young musicians, to perform in a number of Chinese New Year (CNY) celebrations in 2018, including the one held in Trafalgar Square, to showcase their artistic talent. In April 2018, the London ETO supported the new play “Mountains: The Dreams of Lily Kwok” touring the UK which featured the stories of Hong Kong migrants to the UK. It also sponsored the presentation of Hong Kong artist Kingsley Ng's art installation in the exhibition “Aquatopia” at the Centre for Chinese Contemporary Art in Manchester, the UK in July. In August, the ETO co-presented a concert in Helsinki, Finland with the Hong Kong Children's Choir, and supported a friendly match of the Hong Kong Scottish Rugby Football Club and the Hong Kong Reception held in Edinburgh, the UK, with a view to promoting Hong Kong's diversified development in arts, culture and sports. To promote Hong Kong's position as a regional design centre, the ETO also sponsored the Hong Kong Pavilion at the London Design Biennale, and hosted a reception and a guided private view during the event in September. In the same month, it also participated in the reception in London hosted by the DIT of UK and the Hong Kong Design Centre for promoting the Business of Design Week 2019.

10. Apart from cultural and arts events, the London ETO took part in several major events in London to raise Hong Kong's profile internationally. The ETO took part in the Lord Mayor's Show in the City of London in November 2017, featuring a colourful float to celebrate the 20th anniversary of the establishment of the HKSAR. In February 2018, it took part again in the large-scale annual London Chinatown CNY celebrations and ran its own marquee in Trafalgar Square to promote Hong Kong. The celebrations

were attended by tens of thousands of people. In June, the ETO once again supported the annual London Hong Kong Dragon Boat Festival with over 30 participating teams.

11. From February to May 2018, the London ETO organised the seventh student competition with the theme “Hong Kong: the best destination for start-up entrepreneurs!” to encourage more UK students to study in Hong Kong. Five winners were sponsored to attend summer schools at universities in Hong Kong, with a view to enabling them to better understand Hong Kong’s advantages as a regional education hub and hence consider pursuing tertiary education in Hong Kong.

12. In the summer of 2018, the London ETO arranged ten tertiary education students from Hong Kong to take up overseas internship opportunities in the London ETO and several companies/institutions in the UK, covering the sectors involved including banking, architectural design, marketing, etc. The internship programme helped broaden the horizon of our younger generation.

13. 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 assisted in organising talks/seminars to introduce to them job opportunities and career prospects of the healthcare sector in Hong Kong in May and September 2018 respectively. During his visit to London in June, the Secretary for Information and Technology attended a media briefing for the Hong Kong/Chinese media in London on HKSAR’s relevant admission schemes with a view to attracting high tech specialists to Hong Kong.

14. During the reporting period, ten visitors including six members of the All Party Parliamentary China Group of the UK Parliament visited Hong Kong under the HKSAR Government'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.

15. The London ETO continued to maintain close liaison with Hong Kong communities and individuals 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 ETO also maintained regular liaison with the media, issued press releases, and updated its media contacts and interlocutors on various topics through emails, social media, etc. Journalists in the countries under the ETO’s purview were also invited to visit Hong Kong under the Sponsored Journalists Programme.

Public Relations

16. During the reporting period, the Investment Promotion Unit (IPU) of the London ETO met with 251 companies and assisted 31 companies in establishing their business operation in Hong Kong.

17. To further expand the opportunities brought by the FinTech Bridge Agreement signed by the HKSAR Government and the UK Government in September 2017, the IPU continued to focus on the promotion of Fintech, including the promotion of the first UK Fintech Awards co-organised by InvestHK and the DIT of the UK in March 2018. Moreover, the IPU further strengthened the promotion of Hong Kong's innovation and technology.

18. During the reporting period, the IPU actively organised, co-organised with other organisations or sponsored promotional events across the UK, including the exhibition at the International Business Festival in Liverpool in June 2018 and the co-organisation of and sponsorship for the design roadshow covering seminars in six major cities in the UK during which IPU attended as speakers. IPU also actively approached UK companies to join the GREAT Festival of Innovation sponsored by InvestHK and held in Hong Kong in March 2018. In addition, IPU participated in three pan European events, including the Web Summit in Lisbon, Portugal in November 2017, the Mobile World Congress in Barcelona, Spain in March 2018, and the Next Web in Amsterdam, the Netherlands in May 2018 to promote Hong Kong's opportunities in innovation, creativity, technology and startups.

Looking Ahead

19. The London ETO will continue to strengthen dialogues with relevant institutions, individuals and sectors, as well as organise various business, public relations and cultural events in the countries under its purview, with the aim to enhance bilateral ties, facilitate their understanding of Hong Kong's latest developments and enhance Hong Kong's profile overseas. Apart from 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 promote Hong Kong's unique advantages under "One Country, Two Systems" and encourage the business sector to capitalise on these advantages by exploring the opportunities under the Belt and Road Initiative and the Greater Bay Area development. The ETO will also focus efforts on the promotion of Hong Kong's developments in Fintech, startups, innovation and technology as well as creative industries and to actively look for opportunities for co-operation. As the UK will be our partner in the Business of Design Week 2019, the London ETO will work towards the promotion of Hong Kong's design, innovation and brands to the UK, and encourage further co-operation and exchange in the design and creative industries between the two places in the coming year.

20. The London ETO will also continue to closely monitor developments in the nine countries under its purview, including legislative proposals, government policies and regulatory measures, which may have impacts on Hong Kong's economic and trade interests. In particular, we will pay due attention to the Brexit developments and maintain close dialogues with relevant trade and business sectors so as to provide timely

evaluation of the impacts of Brexit on Hong Kong's economic and trade developments. Besides, we will keep a keen eye on global economic uncertainties, especially repercussions of protectionist measures on Hong Kong, and provide timely reports and analyses to the HKSAR Government. The ETO will continue to assist in the preparatory work on setting up an ETO in Russia.

Hong Kong Economic and Trade Office, London
November 2018

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 maintained close liaison with the business community, political and government leaders, academia, think-tanks as well as the media, arts and cultural institutions in the CEE region. During the reporting period, the Berlin ETO organised and supported various business events in Berlin, Düsseldorf, Frankfurt and of Germany; Gdansk and Warsaw of Poland; Vienna of Austria; Budapest of Hungary; and Zurich of Switzerland to promote Hong Kong's strengths as the gateway to Mainland China and Asia, a trading and logistics hub, and in particular a hub for start-ups in the Guangdong-Hong Kong-Macao Greater Bay Area, as well as a regional education centre. The opportunity was also taken to publicise Hong Kong as a city offering ample opportunities for small and medium-sized enterprises and start-ups.

3. During the period from February to March 2018, the Berlin ETO, in collaboration with the Hong Kong Trade Development Council (HKTDC) and local chambers of commerce, hosted 12 Chinese New Year (CNY) receptions in major cities¹ in the CEE region to update our contacts on the latest developments of Hong Kong, including the Hong Kong-Zhuhai-Macao Bridge which was due for completion, the Express Rail Link connecting Hong Kong and the Mainland of China and the new opportunities under the Belt and Road Initiative. Some 1 900 guests from the diplomatic, political and business communities attended the receptions.

4. The Berlin ETO also arranged visits to countries under its purview for senior officials of the Hong Kong Special Administrative Region (HKSAR) Government. These include visits by the Secretary for Environment to Bonn of Germany in November 2017; the Secretary for Transport and Housing, together with members of the Hong Kong Logistics Development Council, to Duisburg, Frankfurt, Troisdorf and Aachen of Germany in January 2018; the Secretary for Innovation and Technology to Basel and Zurich of Switzerland in June; the Head of Policy Innovation and Co-ordination Office

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

(Head, PICO) to Berlin in June; and the Secretary for Financial Services and the Treasury to Zurich in October to attend the Swiss International Finance Forum and to Frankfurt.

5. In addition, the Chief Executive (CE) visited Zurich, Bern and Basel of Switzerland in January 2018 to meet with senior government officials and representatives from the financial services, innovation and technology, cultural and education sectors. CE also witnessed the signing of three memoranda of understanding on strengthening collaboration in financial markets, financial technology (Fintech) and the promotion of private wealth management between the Hong Kong Monetary Authority and the respective Swiss authorities, as well as between the trade representatives of both places. Afterwards, CE proceeded to Davos of Switzerland to attend the World Economic Forum (WEF) Annual Meeting 2018. Apart from speaking at two discussion panels, CE also participated in several other WEF leaders' events. Bilateral meetings with representatives from governments, international organisations and the business sector were also held. CE was joined by the Secretary for Financial Services and the Treasury in Zurich, Bern and Davos, and also by the Secretary for Commerce and Economic Development in Davos.

6. CE, joined by Head, PICO, attended the 68th Lindau Nobel Laureate Meeting in Germany in June 2018. During her visit, CE met with Lindau Nobel Laureates, Chairman of the Foundation for the Lindau Nobel Laureate Meetings, etc. to exchange views on the experience gained from the Lindau Nobel Laureate Meetings, with a view to organising similar academic meetings in Hong Kong in the future. CE also had discussions with a number of Nobel-Shaw Laureates to learn about their views on the promotion of scientific research and invited them to visit Hong Kong to exchange views with young people in the future. Moreover, CE joined a panel discussion as a panelist to speak on the topic of scientific leadership to young scientists from around the world.

7. The Berlin ETO also provided support for visits by the Government Economist, the Hong Kong Productivity Council and the Hong Kong Federation of Invention and Innovation to Switzerland; a delegation of the Hong Kong General Chamber of Commerce to Austria; and a delegation of the Hong Kong Journalism Education Foundation to Germany.

8. Apart from the CEE business communities, the Berlin ETO also maintained regular contact with Hong Kong people residing in the region. For instance, in March 2018, the ETO hosted two gatherings in Berlin and Vienna respectively to celebrate the CNY with the Hong Kong communities in the two cities.

Public Relations

9. To help promote the culture of Hong Kong and raise the profile of Hong Kong artists in the CEE region, the Berlin ETO supported a number of cultural events in Germany where the talent of Hong Kong people was showcased. These include an intercultural exhibition project featuring several art students from the Hong Kong Baptist

University in the “Weight Watcher” exhibition hosted by the International Art Moves in Berlin in January 2018; Hong Kong film director Ann Hui’s visit to Berlin to attend the screening of her early masterpiece “The Romance of Book and Sword” in March; a performance by the Hong Kong Rope Skipping Academy in the cultural programme of the Asia-Pacific Week² held in Berlin in April; the Berlin City Cup, an annual dragon boat event in June; the participation of a delegation of Hong Kong dance artists led by the Hong Kong Arts Development Council and the West Kowloon Cultural District Authority in the biennial *internationale tanzmesse nrw*, a professional dance gathering, in Düsseldorf in August; the participation of writers from Hong Kong in the Hong Kong Literature Days of China Time Hamburg in September; the support by Berlin ETO for the Jameson CineFest International Film Festival held in Miskolc of Hungary in September; and the support by the Berlin ETO for the Zurich Film Festival held in Switzerland in October. The Berlin ETO also invited young musical talent from Hong Kong to perform at its annual CNY receptions in CEE countries mentioned in paragraph 3 above.

10. To promote studying in Hong Kong as well as various talent admission schemes and working holiday schemes, the Berlin ETO participated in two international education fairs over the past year, namely the *BeST* in Vienna and the education fair Master-Messe in Zurich.

11. On the media front, the Berlin ETO maintained regular liaison with the media and arranged from time to time interviews for visiting HKSAR Government officials and the Director of the Berlin ETO. The ETO also facilitated nine journalists to visit Hong Kong to see first-hand the developments of the city. Some of the journalists visited Hong Kong to cover specific events such as the Hong Kong International Wine and Spirits Fair, the Formula E race, Art Basel and the Belt and Road Summit.

12. 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 the work of the Berlin ETO through its official website and issue of electronic newsletters. Besides, the ETO arranged internship placements for seven students from Hong Kong higher education institutions at organisations in Germany. The internship scheme aims to broaden Hong Kong students’ horizon, thereby enhancing cultural exchange between Germany and Hong Kong.

Investment Promotion

13. The Investment Promotion Unit (IPU) of the Berlin ETO continued to enhance Hong Kong’s profile by hosting business seminars in collaboration with local business chambers and other multipliers, and promoted Hong Kong’s advantages at events

² It is an annual event hosted by the Berlin Senate Government for facilitating exchanges between Berlin and the Asia-Pacific Region on various major topics.

organised by outside organisations. IPU also arranged meetings with companies interested in establishing and/or expanding their business operation in Hong Kong. During the reporting period, it met with 181 companies and assisted 15 companies in establishing business operation in Hong Kong.

Promotion of Hong Kong's Strengths under the Belt and Road Initiative

14. The Belt and Road Initiative is a new engine for Hong Kong's economic growth. To promote the strengths of Hong Kong under the Belt and Road Initiative, the Berlin ETO proactively reached out to political and business leaders, such as those from Poland and Hungary³, who were interested in increasing trade activities with China or looking for new business opportunities in the East. In February 2018, the ETO, together with the HKTDC and the Polish Chamber of Commerce, jointly organised a seminar in Warsaw on how Hong Kong can help Polish companies explore business opportunities under the Belt and Road Initiative. In March, the ETO, in collaboration with InvestHK, hosted a luncheon in Budapest for members of the Hungarian Chamber of Commerce and Industry who visited Hong Kong in December 2017. During the luncheon, participants shared their insights gained from the visit to Hong Kong, and exchanged views on the latest business trends in Hong Kong and the opportunities that Hong Kong could offer to Hungarian businesses. In the same month, the ETO was invited to a Belt and Road Initiative business seminar organised by the Polish Investment and Trade Agency (PAIH) in Warsaw to introduce Hong Kong's role as the gateway to China as well as Hong Kong's strengths as an international financial centre and a regional legal hub. In June, with the support of InvestHK and the PAIH, the ETO organised a seminar in Warsaw to promote new business opportunities in Hong Kong to Polish companies in the start-up and Fintech fields.

15. To promote people-to-people exchanges under the Belt and Road Initiative, the Berlin ETO also provided support to individual youth groups/university exchange groups from Hong Kong during their exchange visits to Hungary and Germany.

Looking Ahead

16. 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 unique role under the Belt and Road Initiative.

Hong Kong Economic and Trade Office, Berlin November 2018

³ 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" programme aiming at increasing trade with China, while Hungary has adopted the "Eastern Opening" policy with similar objectives.

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 been strengthening Hong Kong's status, visibility and presence in the two economies.

Commercial Relations

2. In 2017, Japan and Korea were Hong Kong's fourth and sixth largest trading partners respectively. Reciprocally, Hong Kong was their eighth and fifth. The overall political situation in Japan is stable. On the economic front, Japan is the world's third largest economy. However, given a host of unstable external factors and issues concerning the domestic economic structure (such as ageing population), Japan's economy has been growing at a relatively slow rate in recent years, with a recorded increase of 1.7% in 2017. In Korea, the political situation is getting more stable after President MOON Jae-in took office. On the economic front, Korea is the world's 11th largest economy. Korea's economy, though recorded a steady growth of 3% in 2017, has also been affected by uncertainties arising from the external environment and domestic economic structure in recent years.

3. Through meetings, courtesy calls and other activities, the Tokyo ETO continued to reach out to government officials, legislators, business leaders, the academia, the media and other opinion formers in both places to promote Hong Kong, and introduced its latest developments and emerging business opportunities.

4. On high-level exchanges, the Chief Executive, the Secretary for Justice, the Secretary for Commerce and Economic Development, the Secretary for Innovation and Technology, the Director of Information Services, the Director-General of Investment Promotion, the Head of Create Hong Kong and the Government Chief Information Officer visited Japan between late October and early November 2018 to meet with key officials of Japan, including the Minister for Foreign Affairs, the Minister of Justice, the Minister of Agriculture, Forestry and Fisheries, the Minister for Reconstruction, the Parliamentary Vice-Minister of Education, Culture, Sports, Science and Technology and the Governor of Tokyo, as well as the Secretary General of the ruling Liberal Democratic Party. The delegation paid visits to, among others, local universities, scientific research institutes and smart city facilities, and had exchange meetings with members of the Diet and business leaders. They also attended the "Think Global, Think Hong Kong" promotional events organised by the Hong Kong Trade Development Council (HKTDC).

5. In addition, the Tokyo ETO facilitated the visits of Hong Kong senior officials to Japan and Korea. They included the Secretary for the Environment who visited Tokyo in May 2018 to attend the Tokyo Forum for Clean City and Clear Sky visited facilities and met with relevant officials to discuss sustainable development; the Secretary for Food and Health visited Seoul of Korea in September to exchange views with local medical and health officials on issues such as traditional oriental medicine and the development of Chinese medicine hospitals, and she also visited local medical facilities; the Secretary for Justice visited Incheon of Korea in the same month to attend and speak at the United Nations Commission on International Trade Law Inter-session Regional Meeting on Investor-State Dispute Settlement Reform.

6. During the reporting period, the Tokyo ETO assisted various government departments and other bodies in Hong Kong in their visits to Japan and Korea. These included the visits by the Development Bureau, the Food and Health Bureau, the Agriculture, Fisheries and Conservation Department, the Buildings Department, the Drainage Services Department, the Environmental Protection Department, the Immigration Department, the Information Services Department, the Leisure and Cultural Services Department, the Planning Department, the Tourism Commission, the Water Supplies Department, the Yuen Long District Council, the Hong Kong Council of Social Service, the Hong Kong Science and Technology Parks Corporation, the Cyberport and the University of Hong Kong. The ETO also assisted government departments and other bodies of Japan and Korea with their visits to Hong Kong. These included, for Japan, the visits by the Ministry of Land, Infrastructure, Transport and Tourism, the Ministry of the Environment, the Ministry of Education, Culture, Sports, Science and Technology, the Tokyo Metropolitan Government and the Japan-Hong Kong Parliamentarian League; for Korea, the visits by the Seoul Metropolitan Government, the Busan Metropolitan Government, the Saemangeum Development Committee, the Seoul Metro Corporation, as well as the visits by various political parties, think-tanks and media organisations of both places.

7. Through visits, meetings and speaking opportunities, the Tokyo ETO expanded its liaison network with the public and private sectors of various regions in Japan and Korea, reaching out to, for Japan, 18 prefectures during the reporting period, namely Chiba, Fukui, Fukuoka, Hokkaido, Ishikawa, Kagoshima, Kanagawa, Kumamoto, Kyoto, Ibaraki, Miyagi, Miyazaki, Niigata, Osaka, Saitama, Shimane, Tottori and Yamagata. For Korea, efforts were focused on establishing liaison with Seoul and surrounding areas. The Tokyo ETO also collaborated with different bodies, such as the Invest Hong Kong (InvestHK), the HKTDC, the Hong Kong Council of Social Service, the Ministry of Economy, Trade and Industry of Japan, the Japan Hong Kong Society, the Korea Trade-Investment Promotion Agency, as well as local governments and business associations in organising a total of six business seminars and various networking events. Through these activities, the ETO promoted various aspects of Hong Kong, including its unique status, business advantages, distinguished business/ financial/ professional services, implementation of the Basic Law and “One Country, Two Systems”, as well as the latest developments of and opportunities brought about by the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development.

Public Relations

8. Apart from publishing a quarterly newsletter and a monthly email-newsletter to update our counterparts in Japan and Korea on the situation in Hong Kong, the Tokyo ETO distributed booklets and leaflets about Hong Kong to them from time to time. Additionally, in the past 12 months, the ETO held four gatherings in Tokyo and Seoul with Hong Kong people living, working or studying in Japan and Korea to maintain contact, provide updates on the latest developments in Hong Kong and elaborate the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents. Also as part of our regular public relations programmes, we co-hosted a large-scale spring reception with the Hong Kong-Japan Business Co-operation Committee, InvestHK, the HKTDC and the Hong Kong Tourism Board (HKTB) in Tokyo in February 2018; organised the Hong Kong Cup All Japan University Student Ambassadors English Programme 2017-18 in the year to promote Hong Kong among young people in Japan; 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 2018 in March; and hosted the Hong Kong Cup Race under the Yokohama Dragon Boat Races in June.

9. To tie in with the Chief Executive’s visit to Japan in October, the Tokyo ETO organised the Hong Kong Week in collaboration with various organisations. A series of events were held between 29 October and 11 November to promote different aspects of Hong Kong. Trade promotion activities included the “Think Global, Think Hong Kong” symposium organised by the HKTDC, as well as other talks and meetings. As regards our soft powers in, for example, arts and culture, the Tokyo ETO co-organised a concert with the Asian Youth Orchestra, an architecture exhibition with the Hong Kong Institute of Architects, and a cheongsam exhibition with the Hong Kong Arts Centre. Other arts and cultural activities were also carried out. Moreover, the HKTB organised activities to promote Hong Kong as a tourist destination during the period.

10. To further promote people-to-people exchanges with Japan and Korea, the Tokyo ETO facilitated exchange programmes (e.g. talks, seminars, visits) with various organisations, including the Sham Shui Po District Council, the University of Hong Kong, the Hong Kong University of Science and Technology, the Japan Centre for International Finance, the Ministry of Foreign Affairs of Japan, the Ministry of the Environment of Japan, the Japan-Hong Kong Parliamentarian League, the University of Tokyo, the Tokyo Institute of Technology, the University of Tsukuba, the Hosei University, the Seoul Metropolitan Government, the Busan Metropolitan Government, the Korea University, the Yonsei University, the Ewha Womans University, the Hongik University and the Seogang University. Moreover, the Tokyo ETO and the Hong Kong Arts Centre organised the “PLAY! Hong Kong Comics Touring Exhibition” in November 2017. The ETO supported the Asian Youth Orchestra in organising three large concerts in Japan in August 2018. During the reporting period, we also arranged for 12 Hong Kong students to take up overseas internship in the ETO.

Investment Promotion

11. During the reporting period, apart from organising business seminars (vide paragraph 6 above), the Investment Promotion Unit (IPU) of the Tokyo ETO participated in over 30 seminars and events organised by various organisations and companies to update potential investors on the investment environment in Hong Kong, as well as the latest developments of and opportunities brought about by the Belt and Road initiative and the Greater Bay Area development.

12. The IPU also assisted InvestHK's head office in conducting investment promotion trips to Japan and lined up meetings with potential investors, banks and chambers of commerce. The sectors covered by these trips included consumer products, creative industries, innovation and technology, financial technology, information technology, transport and industrial, as well as business and professional services. Other sectors such as maritime services, aircraft leasing, elderly care and gerontechnology were also covered.

13. During the reporting period, the IPU met with 165 companies and assisted 19 companies in either setting up a new company or expanding their existing business operations in Hong Kong despite the sluggish market sentiment in East Japan. It also made extra effort in reaching out to chambers of commerce and organisations of various sectors in Tokyo and beyond to extend its network and explore future co-operation.

Looking Ahead

14. 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, as well as cultural and public relations events. We will continue to co-ordinate the efforts of InvestHK, the HKTDC and the HKTB in major events and partner with local organisations to maximise reach and outcomes. We will continue to discuss with the Korean Government on the setting up of an ETO in Seoul. 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 2018

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 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 in a variety of ways on the latest developments of Hong Kong in different aspects, and promote the dual advantages and future opportunities of Hong Kong under the principle of “One Country, Two Systems”, especially the business opportunities arising from the Belt and Road Initiative and the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development.

3. In the past year, the Sydney ETO visited all six states, the capital Canberra and the Northern Territory of Australia as well as two major cities of New Zealand (i.e. Auckland and Wellington) to actively explore new markets and expand the network of contacts. In collaboration with local business associations, research institutions, Invest Hong Kong (InvestHK), the Hong Kong Trade Development Council (HKTDC), etc., we organised and supported various business events and seminars in major cities of Australia and New Zealand in order to encourage local companies to do business and invest in Hong Kong.

4. In March 2018, the Sydney ETO, jointly organised with the Auckland Chamber of Commerce the “Hong Kong – The Gateway to Success” seminar in New Zealand to introduce Hong Kong's unparalleled business opportunities for New Zealand, in particular under the Belt and Road Initiative and the Greater Bay Area development, and further promote the core advantages of Hong Kong. The Director-General of Investment Promotion of InvestHK was one of the key speakers at the seminar which attracted more than 100 attendees. In the same month, the ETO hosted a workshop entitled “New Zealand's Path to the Belt and Road” at the South Island Lantern Business Forum for New Zealand's business sector to introduce Hong Kong's advantages as a gateway to Mainland China and the Belt and Road Initiative. In July, Director of the ETO participated in a conference entitled “One Belt One Road in Australia – Everything you need to know” hosted by the Australia China Business Council in Darwin, Australia and delivered a speech with focus on the role and advantages of Hong Kong under the Belt and Road Initiative. The three-day conference, comprising plenary sessions, breakout sessions as well as site and project visits, attracted around 200 attendees.

5. To encourage enterprises to conduct business and invest in Hong Kong, the Sydney ETO regularly keeps the local business community and business associations abreast of, as well as exchange views on, the Greater Bay Area development, the promotion of innovation and technology development in Hong Kong, and the opportunities brought by these initiatives. During the reporting period, the ETO, in partnership with various business associations, organised and participated in over ten related events and seminars.

6. High-level official visits and exchanges help strengthen bilateral ties and commercial relations. In January 2018, the Secretary for the Civil Service visited Melbourne, Australia to get an update on the management and training of the Australian civil service. He met with relevant senior government officials of the state of Victoria, and visited the Australia and New Zealand School of Government and the University of Melbourne. In addition, the Sydney ETO arranged a five-day study tour for the directorate officers of Hong Kong Special Administrative Region Government, exploring areas such as commerce, finance, urban planning, information technology, public health, energy and public services. The ETO also provided assistance for visits to Hong Kong by senior Australian government officials, including representatives of the City of Sydney Council and the Brisbane City Council, in order to strengthen bilateral ties between Hong Kong and Australia.

Public Relations

7. During the reporting period, the Sydney ETO co-hosted Chinese New Year receptions in Adelaide, Brisbane, Melbourne, Perth and Sydney, of Australia and Auckland of New Zealand with the HKTDC, InvestHK, the Hong Kong-Australia Business Association and the Hong Kong – New Zealand Business Association under the theme “connectivity”. Attendees included business, community and political leaders, university alumni, academia, scholars and members of local Chinese communities. In addition to Belt and Road exhibition panels, an information desk was set up at the receptions for distribution of publicity materials, including leaflets and booklets on the Basic Law, maps of the Greater Bay Area, leaflets on Immigration Department’s talent admission schemes and information booklets on Hong Kong.

8. The Sydney ETO organised and supported various events to promote Hong Kong’s arts and culture. During the reporting period, the ETO supported Hong Kong’s City Contemporary Dance Company in organising their performance tour “4Seasons”, which is a choreographic contemporary dance inspired by climate and life, at the Queensland Performing Arts Centre in Brisbane and the Darwin Entertainment Centre in Darwin. Furthermore, with the support of the ETO, a young Hong Kong watercolour artist took part in the “Vivid Sydney” event in the Chatswood district of Sydney, Australia, during which she painted pictures of future cities and space live for spectators. This enabled the emerging young artist to showcase talent and enrich her experience by participating in a large-scale overseas event. The ETO also supported Australia’s

leading international arts festival, the OzAsia Festival, to bring in a 40-metre-long Hong Kong Dragon to the Moon Lantern Parade to showcase the vibrancy of Hong Kong's arts and culture.

9. The Sydney ETO continued to participate in high-profile local events in Australia and New Zealand. In November 2017, it took part in "Sydney Open", an event organised by Sydney Living Museums which provided opportunities for the public to visit historical buildings in Sydney. The opening of Hong Kong House, in which the Sydney ETO is accommodated, attracted nearly 1 000 visitors. Video shows and exhibitions were arranged to highlight the arts and culture of Hong Kong, showcasing the vibrancy and uniqueness of Hong Kong as Asia's world city.

10. In February 2018, the Sydney ETO formed a "Hong Kong Team" to participate in the City of Sydney Chinese New Year Dragon Boat Races at Darling Harbour, Sydney. The trophies for two of the races, namely "Hong Kong Super Cup" and "Hong Kong Dragon Cup", were presented by Director of the ETO. During the two-day event, the ETO also set up a booth set up to promote Hong Kong and distribute souvenirs with Hong Kong characteristics and promotional materials on the Basic Law.

11. In March 2018, the Sydney ETO participated in the Auckland Lantern Festival and the Christchurch Lantern Festival in New Zealand, with Director of the Sydney ETO giving a speech at the opening ceremony of the former Festival. Exhibits of the Auckland Lantern Festival included, among others, several giant pillar lanterns decorated with photos showcasing Hong Kong's unique culture and diversity and introducing Hong Kong's cultural, arts and sports events. To support the Volvo Ocean Race, the ETO participated in the blessing ceremony at the Race Village in Melbourne to see off the competing teams (including the Hong Kong entry team Sun Hung Kai/Scallywag). The ETO also introduced the Hong Kong Stopover held in January 2018 on the "MySailing.com" website with focus on the Race Village and the Race Festival at Kai Tak Runway Park.

12. In May 2018, to attract talents to Hong Kong, the Sydney ETO, in collaboration with a delegation of the Immigration Department, promoted various talent admission schemes of Hong Kong and elucidated the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents and other measures for the admission of talents, professionals and entrepreneurs. The delegation visited Auckland, Brisbane, Melbourne and Sydney to explain to the local Hong Kong communities the details of the various schemes. During the visits, thematic seminars were also held during which the delegation briefed students from eight universities in those cities on the eligibility criteria and application procedures of the various talent admission schemes as well as career opportunities in Hong Kong. Further thematic seminars were organised for young professionals in Brisbane, Melbourne and Sydney, and they were brief on the prospects for professionals and entrepreneurs aspiring to work and invest in Hong Kong. The delegation also gave interviews to the media in these cities to enhance publicity on our efforts to attract talents.

13. The Sydney ETO continued to engage and reach out to the younger generation in Australia and New Zealand, including organising a series of career talks and participating in career expos in various universities, to promote working opportunities in Hong Kong among local university students, and to introduce various admission schemes and other enhancement measures for the admission arrangements for talents, professionals and entrepreneurs.

14. The Sydney ETO also continued to reach out to Hong Kong people living in Australia and New Zealand through community gatherings and events organised by Hong Kong-related organisations such as alumni associations of Hong Kong universities (e.g. the visits to Australia by the President and Vice-Chancellor of the Hong Kong Baptist University, and the Dean of Medicine of The University of Hong Kong). The ETO also handled enquiries from Hong Kong people living abroad and offered assistance as necessary.

15. In addition, the Sydney ETO arranged for a total of six political figures and members of think-tanks to visit Hong Kong under the Sponsored Visitors Programme. They included Member of the Australian Parliament, Mayor of Auckland, New Zealand, Member of the New Zealand Parliament, Chief Executive of Sport NZ, Chair of Cyber Security and Network Resilience, Internet of Things Alliance Australia and Professor of the University of Wollongong. 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.

16. The Sydney ETO maintained regular liaison with the media, as well as issued press releases and disseminated latest information on various subjects to contact persons of the media and other target groups. The ETO also arranged for journalists to visit Hong Kong to cover major events under the Sponsored Journalists Programme. During the reporting period, arrangements were made for Sydney Morning Herald to cover the 2017 FIA Formula E Championship, New Zealand Herald to cover the 2018 Asian Financial Forum, Limelight Magazine to cover cultural activities in Hong Kong, ARN (the voice of the Australian IT Channel) to cover the StartmeupHK Festival 2018, Sydney Morning Herald to cover the Art Basel, and National Business Review to cover the Asia-Pacific Business Forum 2018 and Internet Economy Summit 2018.

Investment Promotion

17. The Investment Promotion Unit (IPU) of the Sydney ETO continued to identify potential Australian and New Zealand companies and assist them in establishing and expanding their business presence in Hong Kong. During the reporting period, IPU made best efforts to liaise with local companies interested in expanding their business into Hong Kong, particularly targeting the creative industries as well as the education, innovation and technology (I&T), and maritime sectors. IPU personnel also actively

participated in and spoke at events organised by local institutions of the Fintech and I&T sectors, with a view to promoting the opportunities for developing such business in Hong Kong. During the reporting period, the IPU met with over 260 companies and help 35 companies establish their business operation in Hong Kong.

18. In addition, IPU organised a total of three roadshows in major cities in Australia and New Zealand, mainly targeting business and professional services, tourism, hotel and creative industries. In August 2018, IPU staff met with Minister for Primary Industries and Water Resources of Tasmania to brief her on the latest economic and social development in Hong Kong, in particular Hong Kong's demand for Tasmanian products, aiming to enhance the knowledge and understanding of the Hong Kong market among the local community.

Looking Ahead

19. The Sydney ETO will continue to work closely with local governments, enterprises, business associations, InvestHK, the HKTDC and other local organisations, and to organise and support various business, public relations and cultural events in Australia and New Zealand. With such efforts, we aim to enhance bilateral ties, raise Hong Kong's profile, encourage companies to capitalise on the opportunities from the Belt and Road Initiative and the Greater Bay Area development, make use of Hong Kong's platform to explore business opportunities in the Mainland and in Asia, as well as attract talents.

**Hong Kong Economic and Trade Office, Sydney
November 2018**

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 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 member states, namely Indonesia, Malaysia, Brunei Darussalam (Brunei) and the Philippines.

Setting Up the Jakarta ETO

2. The Jakarta ETO commenced operation in June 2016 and moved into its long-term accommodation in mid-2017. The ETO completed the recruitment of permanent locally-engaged staff in mid-2018¹ and currently operates in full swing.

Commercial Relations

3. As a bloc, ASEAN is Hong Kong's second largest trading partner in goods. Last year, the bilateral economic and trade activities between Hong Kong and ASEAN remained robust. In the first half of 2018, the total bilateral trade amounted to US\$64 billion, expanded by 15.6% over the same period last year. Driven by China's implementation of the Belt and Road Initiative, Hong Kong's investment in ASEAN member states continued to grow. Taking Indonesia as an example, according to the official Indonesian Investment Coordinating Board (BKPM), Hong Kong ranked fourth among Indonesia's sources of foreign investment in 2017, only after Singapore, Japan and China.

4. In November 2017, the Secretary for Commerce and Economic Development (SCED) and the economic ministers of the ASEAN member states formally signed the Hong Kong, China - ASEAN Free Trade Agreement (FTA) and Investment Agreement in Manila, the Philippines. Depending on the progress of completion of all necessary internal procedures by the signatories, the two agreements will come into effect in January 2019 at the earliest and will help foster closer economic ties between Hong Kong and ASEAN member states.

¹ Before the recruitment of permanent locally-engaged staff was completed, the Jakarta ETO employed temporary staff to support the office's daily operation.

5. During the reporting period, there were more frequent exchanges between senior officials of Hong Kong and ASEAN member states. The Chief Executive (CE), accompanied by SCED, visited Jakarta, Indonesia in April 2018. During the visit, they met with the President of Indonesia and a number of officials at the ministerial level to exchange views on various issues of mutual concern. During her meeting with the principal officials of the ASEAN Secretariat, CE called for more exchanges in commerce, trade and other areas between Hong Kong and ASEAN member states, and indicated Hong Kong's intention to take forward the negotiations for joining the Regional Comprehensive Economic Partnership. CE also attended a luncheon organised by the Hong Kong Trade Development Council (HKTDC) and the Chinese General Chamber of Commerce, Hong Kong to promote to the local business sector Hong Kong's advantages and the opportunities that Hong Kong and Indonesia could seize together under the Belt and Road Initiative.

6. The Jakarta ETO organised and supported visits by Principal Officials to the countries under its purview, including a delegation of legal and dispute resolution professionals led by the former Secretary for Justice (SJ) to Kuala Lumpur, Malaysia in November 2017 to promote Hong Kong's legal and dispute resolution services. The then SJ also delivered speeches at the "In Style . Hong Kong" staged by the HKTDC and at a promotional event presented by the Hong Kong Tourism Board (HKTB); the Financial Secretary attended the 51st Asian Development Bank Annual Meeting in Manila, and the Annual Meetings of the World Bank Group and the International Monetary Fund in Bali, Indonesia in May and October 2018 respectively; and the Secretary for Home Affairs visited Jakarta to participate in the 18th Asian Games in August.

7. The Jakarta ETO attended activities organised by various Indonesian trade and commerce organisations, and actively updated local government officials, leaders of business organisations and academia on the economic situations and policies of Hong Kong. Particular emphasis was laid on the role played by Hong Kong in promoting the Belt and Road Initiative. In addition, officers of the ETO paid a number of visits to Malaysia, including Kuala Lumpur and Penang, and co-organised a series of trade promotional activities with local trade and commerce organisations. During the visit to Penang in March 2018, the Director-General of the Jakarta ETO met with the then Chief Minister of Penang (now Finance Minister of Malaysia). Through the meeting, they fostered a better understanding of matters relating to bilateral trade and commerce, thus facilitating the Jakarta ETO's efforts in promoting trade in Malaysia in the future.

Public Relations

8. The Jakarta ETO actively reached out to key interlocutors in the region, including government officials in ASEAN member states, the ASEAN Secretariat and missions to ASEAN, the media, think-tanks and Hong Kong communities, to keep them abreast of

the latest situation and economic developments in Hong Kong. The activities organised by Jakarta ETO the following events to promote Hong Kong.

9. In February 2018, the Jakarta ETO and the HKTDC held a Chinese New Year Reception in Jakarta. More than 250 guests, including representatives from business associations, work contacts of the ETO and the Hong Kong communities, attended the reception and were updated on Hong Kong's latest developments. The ETO also attended the spring receptions organised by Hong Kong business associations in Malaysia and the Philippines. In May, the Jakarta ETO participated in the Jakarta Marketing Week 2018, staging a photo exhibition for a week at a major shopping mall to introduce Hong Kong's history, culture and advantages to the public in Indonesia. In the same month, the ETO again sponsored and participated in the Jakarta Dragon Boat Festival to promote Hong Kong's culture and highlight festivals celebrated in Asia's World City.

10. The Jakarta ETO and the HKTDC collaborated with an Indonesian television broadcasting company to film a 12-episode programme in Hong Kong, featuring a number of Indonesian celebrities. The television programme aimed at promoting Hong Kong's local culture and unique neighbourhoods to attract visitors to explore the city like a local. The programme began broadcasting in Indonesia in August 2018.

11. On cultural exchanges, to promote the vibrant art and cultural industry in Hong Kong, the Jakarta ETO sponsored performances of visiting performance groups during the reporting period. These include the Asian Tour in the Philippines by the Asian Youth Orchestra in August 2018, and the tour performance "Amidst the Wind" by the City Contemporary Dance Company in Malaysia in September.

12. Apart from the above, the Jakarta ETO supported the "ASEAN Internship Scheme for Hong Kong Higher Education Students" coordinated by the Singapore ETO. During the reporting period, the Jakarta ETO arranged several Hong Kong's higher education students to work in the office. The Jakarta ETO will continue to liaise with various organisations and encouraged them to provide internship opportunities for Hong Kong tertiary students. The ETO also organised briefings for visiting Hong Kong organisations from time to time to enhance their understanding of Indonesia and ASEAN. Moreover, the ETO worked with the Indonesian Students Association in Hong Kong to organise a pre-departure briefing in August 2018 for Indonesian students who were about to pursue higher education in Hong Kong to help them adapt to the life in Hong Kong as soon as possible.

13. The ETO arranged the visit of three senior journalists from Indonesia to Hong Kong under the Sponsored Journalists Programme to cover the Asian Logistics and Maritime Conference and the Belt and Road Summit. Media interviews were also arranged for senior government officials from Hong Kong during their visits to ASEAN countries.

Investment Promotion

14. The Investment Promotion Unit (IPU) of the Jakarta ETO, which commenced operation in August 2018, is currently responsible for investment promotion in Indonesia, Malaysia and Brunei². Since its operation, the IPU has already met more than 70 private companies and participated in the investment promotion activities organised by Invest Hong Kong in Kuala Lumpur. To step up promotion efforts, the IPU will jointly organise investment promotion seminars with trade and business organisations in Indonesia in the near future.

15. It is planned that the IPU of the Jakarta ETO will take over from its counterpart in the Singapore ETO the investment promotion work in the Philippines starting from the second quarter of 2019.

Looking Ahead

16. While individual ASEAN member states are in different development stages and have diverse trade and investment regimes, all of them are in general moving towards further liberalisation and have been implementing measures to facilitate trade and investment. Hong Kong businessmen have significant investment in many of the member states all along, and are therefore ready to tap the opportunities arising from the above trend and the FTA to further expand their business. The Jakarta ETO will continue to work with relevant parties to promote commercial relations between Hong Kong and the ASEAN countries concerned.

17. With the implementation of the FTA and investment agreement, the growing ties between Hong Kong and ASEAN will create more opportunities for trade and investment. In 2019, the Jakarta ETO will, together with the Singapore ETO and the Thailand ETO to be established in early 2019, keep on enhancing Hong Kong's presence in and further integration with ASEAN. We will also continue to strengthen and establish ties with key government officials, chambers of commerce, business communities, academia and think-tanks in ASEAN, and support the work relating to the implementation of the FTA. In addition, we will sustain our efforts in promoting the strengths of Hong Kong, "One Country, Two Systems" as well as the Basic Law, and in facilitating exchanges between Hong Kong and ASEAN on various fronts.

Hong Kong Economic and Trade Office, Jakarta November 2018

² Prior to the establishment of the Jakarta ETO, the investment promotion work in Indonesia and Malaysia was conducted by an overseas consultant, whilst the IPU of the Singapore ETO was responsible for the related work in Brunei and the Philippines. To ensure smooth transfer of work, the IPU of the Jakarta ETO first took up the promotion work in Indonesia, Malaysia and Brunei upon its establishment. With its good work progress, the IPU of the Jakarta ETO will take over from the Singapore ETO the investment promotion work in the Philippines starting from the second quarter of 2019.

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

Commercial Relations

2. As a bloc, ASEAN is Hong Kong's second largest trading partner in goods. Last year, the bilateral economic and trade activities between Hong Kong and ASEAN remained robust. ASEAN is also an economic region with significant development potential under the Belt and Road Initiative. In view of this, the Chief Executive (CE) announced in her 2017 Policy Address that the Government would set up an ETO in Bangkok, Thailand, and will be Hong Kong's third ETO in ASEAN (the other two ETOs are the Singapore ETO and the Jakarta ETO in Indonesia). During the reporting period, the Singapore ETO, together with relevant bureaux and departments, actively carried out preparatory work for the establishment of the new Bangkok ETO and concluded discussion with the Thai Government on privileges and immunities given to the new ETO. The Thai Government has commenced their internal and legislative procedures. We hope that the ETO will commence operation in early 2019.

3. The Singapore ETO actively promoted, on many occasions, Hong Kong as an international financial centre and the premier offshore Renminbi centre, as well as its unique role in connecting Mainland China and ASEAN countries and the related business opportunities. 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 CE and Principal Officials and senior officials to these countries.

4. In November 2017, CE attended the Asia-Pacific Economic Cooperation (APEC) Economic Leaders' Meeting in Da Nang, Vietnam and spoke at a discussion session of the APEC CEO Summit. Subsequently, in May 2018, CE attended the 74th session of the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) in Bangkok, Thailand and delivered a keynote speech at the opening of the Ministerial Segment of ESCAP.

5. In September 2018, the Singapore ETO provided support for the visit of the Financial Secretary (FS) to Ho Chi Minh City, Vietnam to attend the "In Style · Hong Kong" event staged by the Hong Kong Trade Development Council (HKTDC). FS spoke at the opening to promote Hong Kong's competitiveness as an international business centre and a city of trendy lifestyle. Arrangements were also made for FS to meet business leaders and principal government officials with a view to fostering trade relations between Hong Kong and Vietnam.

6. During the reporting period, the Singapore ETO also organised and supported visits by other senior officials, including the Secretary for Commerce and Economic Development (SCED) to Da Nang, Vietnam in November 2017 for the APEC Ministerial Meeting; the Secretary for Home Affairs to Cambodia and Thailand in February 2018; and the Under Secretary for Commerce and Economic Development to Singapore in April 2018.

7. In November 2017, Hong Kong and ASEAN signed the Hong Kong–ASEAN Free Trade Agreement (FTA) and an Investment Agreement, which are expected to come into force on 1 January 2019 at the earliest, subject to the progress of the signatories' internal procedures. The conclusion of the FTA and the Investment Agreement between Hong Kong and ASEAN will foster closer economic partnership in the region.

8. The Singapore ETO actively promoted the Belt and Road Initiative. Through meetings with chambers of commerce, government officials and academia in the countries under its purview, the ETO introduced the opportunities brought by the Belt and Road Initiative, Hong Kong's strengths and its roles under the Initiative. The ETO supported the SCED's visit to ASEAN countries with a delegation of 48 members, comprising businessmen and professionals, to Cambodia and Vietnam in March 2018. The visit aimed to enhance bilateral relations with the two countries, expand our business networks and explore opportunities brought by the Belt and Road Initiative. SCED attended and delivered keynote speeches at two business luncheon seminars, each co-organised by the Hong Kong Special Administrative Region Government and the HKTDC as well as a chamber of commerce, i.e. one with the Hong Kong Business Association of Cambodia and another with the Vietnam Chamber of Commerce and Industry. He also called on principal government officials of Cambodia and Vietnam to promote Hong Kong as the gateway, springboard and crucial link for the participation of the two countries in projects under the Belt and Road Initiative, and Hong Kong's strengths in many areas, including specialised and sophisticated professional services.

Public Relations

9. 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 Principal Officials, the Singapore ETO also made arrangements for visits of key interlocutors to Hong Kong under the Information Services Department's Sponsored Visitors Programme during the reporting period. Visitors included the Minister for Education (Higher Education and Skills) and Second Minister for Defence of Singapore; the Advisor to the State Counsellor, Daw Aung San Suu Kyi of Myanmar etc.

10. The Singapore ETO made continuous effort to promote cultural exchanges between Hong Kong and ASEAN countries under its purview. As in previous years, the ETO organised different events and receptions and sponsored visiting performance groups from Hong Kong to promote Hong Kong's vibrant arts and culture. These performances included a musical staged by the Spring-Time Experimental Theatre in Singapore in April 2018, and a concert presented by the Hong Kong Chinese Orchestra in

Singapore in September. In addition, the ETO also organised the “Hong Kong Cup” race of the 35th Singapore River Regatta dragon boat races in November 2017 in collaboration with Hong Kong Tourism Board and the Singapore Dragon Boat Association.

11. Since 2014, the Singapore ETO has launched the ASEAN Internship Scheme for Hong Kong Higher Education Students (formerly known as ASEAN Internship for University Students of Hong Kong Scheme) to enhance exchanges between Hong Kong and ASEAN countries, and offer our young people the opportunities to widen their horizon and experience the life in the ASEAN region. In 2018, there were 119 interns in six ASEAN countries. Host organisations offering internship places included government organisations, academic institutions, start-ups, and private companies in the tourism and hospitality industry, logistics industry, and the ETOs etc. The scheme covers 11 Hong Kong higher education institutions, including the eight University Grants Committee-funded institutions, the Hong Kong Academy for Performing Arts, Hong Kong Shue Yan University and Hang Seng Management College. Over 720 students participated in the scheme since it was launched.

12. The Singapore ETO proactively reached out to key interlocutors in the region, including the Hong Kong communities, government officials, business organisations, the media and think-tanks, to keep them abreast of Hong Kong’s latest situation and economic development. During the reporting period, the ETO hosted a Chinese New Year Reception and networking gatherings with a total of about 300 interlocutors from different sectors. The ETO also hosted a gathering for some 60 students taking up internship in Singapore so as to provide an opportunity for them to share experience.

13. During the reporting period, the Singapore ETO arranged the visits of some journalists to Hong Kong under the Sponsored Journalists Programme to cover major events, including the Deputy Director of Business News Division of *Viet Nam News* for the Asian Financial Forum; a reporter of *Vietnam Investment Review* for the Belt and Road Summit; and a senior reporter of *Bangkok Post* for the Hong Kong FinTech Week. They were updated on Hong Kong’s latest direction of economic development and situation. Media interviews with senior government officials of Hong Kong were also arranged during their visits to the ASEAN region.

Investment Promotion

14. During the reporting period, the Investment Promotion Unit (IPU) of the Singapore ETO met with over 100 ASEAN companies and assisted 17 companies in establishing their business in Hong Kong. As part of its efforts to engage companies in ASEAN, the IPU organised 16 investment promotion visits to the Philippines¹, Singapore

¹ Prior to the establishment of the Jakarta ETO, the investment promotion work in Indonesia and Malaysia was conducted by an overseas consultant, whilst the IPU of the Singapore ETO was responsible for the related work in Brunei and the Philippines. To ensure smooth transfer of work, the IPU of the Jakarta ETO first took up the promotion work in Indonesia, Malaysia and Brunei upon its establishment. With its good work progress, the IPU of the Jakarta ETO will take over from the Singapore ETO the investment promotion work in the

and Vietnam. It also leveraged various key business events and conferences, such as the 8th Annual AVCJ Singapore Forum and the 17th Annual Marine Money Week Asia, both held in Singapore, to promote Hong Kong as a business location for ASEAN companies.

Looking Ahead

15. While individual ASEAN member states are in different development stages and have diverse trade and investment regimes, all of them are in general moving towards further liberalisation and have been implementing measures to facilitate trade and investment. Hong Kong businessmen have significant investment in many of the member states all along, and are therefore ready to tap the opportunities arising from the above trend and the FTA to further expand their business. The Singapore ETO will continue to work with relevant parties to promote commercial relations between Hong Kong and the ASEAN countries concerned.

16. In the coming year, the Singapore ETO, together with the Jakarta ETO and the future Bangkok ETO, will 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 relating to the implementation of the Hong Kong-ASEAN FTA. In addition, we will keep on promoting the strengths of Hong Kong, "One Country, Two Systems" and the Basic Law, encouraging more exchanges between Hong Kong and ASEAN on various fronts.

17. The Singapore ETO will, in collaboration with relevant bureaux and departments, continue to carry out preparatory work for setting up the Bangkok ETO, which is expected to commence operation in early 2019.

Hong Kong Economic and Trade Office, Singapore November 2018

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 update various trade organisations on the latest economic developments of Hong Kong, and promoted the unparalleled advantages of doing business in Hong Kong and its role as an ideal gateway for Canadian enterprises to tap into the markets of Mainland China, other parts of Asia as well as countries along the Belt and Road.

3. The Toronto ETO organised various business seminars and other events in major cities across Canada in collaboration with Invest Hong Kong (InvestHK), the Hong Kong Trade Development Council, the Hong Kong-Canada Business Association (HKCBA) and other local trade organisations. Emphasis was placed on promoting Hong Kong as the best springboard for foreign enterprises to tap into the Mainland China market, and how Canadian companies doing business in Hong Kong could take advantage of the “Mainland and Hong Kong Closer Economic Partnership Arrangement” for entry into the Mainland China market. We also vigorously promoted Hong Kong’s unique roles under the Belt and Road Initiative as well as the Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) development, and how Hong Kong could join forces with Canadian companies to seize the related business opportunities.

4. At the same time, the Toronto ETO also participated in various sector-specific business events to promote Hong Kong’s traditional pillar industries, including professional services. For example, we promoted Hong Kong’s status as an international financial centre cum the world’s largest Renminbi offshore hub, and its first-rate international legal and dispute resolution services. For emerging industries, the ETO, together with InvestHK and the Hong Kong Science and Technology Parks Corporation, took part in the 2018 Discovery Conference organised by the Ontario Centres of Excellence in Toronto in April 2018 to promote the city’s fast-developing start-up ecosystem and the support measures implemented by the Government and related organisations to encourage the development of innovation and technology.

5. To further promote Hong Kong as the springboard to Asian markets, the Toronto ETO continued to sponsor the established industrial and business awards event organised by the Association of Chinese Canadian Entrepreneurs in March 2018, and presented the “Best Asia Pacific Business Award” on the occasion. The award commended

successful Chinese Canadian entrepreneurs who had started or expanded their businesses in the Asia-Pacific Region through Hong Kong. The Toronto ETO also sponsored the HKCBA in organising its National Conference in May, at which speakers from across Canada were invited to discuss the latest economic developments in China and other parts of Asia, and talk about Hong Kong's business advantages and how the city could assist Canadian companies in seizing the unlimited business opportunities brought about by the Belt and Road Initiative and the Greater Bay Area development. The conference was attended by around 200 participants from the local government and business community.

6. The Secretary for Commerce and Economic Development visited Ottawa in September 2018 to promote Hong Kong's bilateral economic and trade relations with Canada. During the visit, he met with Federal Minister of Small Business and Export Promotion and Chairman of the Standing Committee on International Trade of the House of Commons. He also had breakfast with directors of the HKCBA Ottawa Section and lunch with some parliamentarians, to brief them on the latest economic developments of Hong Kong, its business advantages under the "One Country, Two Systems" and how Canadian enterprises could collaborate with Hong Kong companies to jointly tap into opportunities arising from the Belt and Road Initiative and the Greater Bay Area development in order to strengthen the bilateral economic and trade ties between the two places.

7. During the reporting period, Canada, the United States (US) and Mexico continued to re-negotiate on the North American Free Trade Agreement (NAFTA). On 1 June 2018, the US imposed tariffs on steel and aluminium against countries including Canada and Mexico. Canada swiftly imposed dollar-for-dollar retaliatory tariffs on US imports starting from 1 July. The retaliatory tariffs affected USD16.6 billion worth of US imports, which was the strongest trade action Canada had taken since World War II. On the other hand, Canadian Prime Minister Justin Trudeau shook up his cabinet in July to prepare for the federal election next year. Amongst other things, due to the trade friction between Canada and the US as well as the uncertainty arising from the lingering re-negotiations on the NAFTA, Justin Trudeau renamed the post of the Minister of International Trade as the Minister of International Trade Diversification and created a new post, namely the Minister of Small Business and Export Promotion. The objectives of the change are to diversify Canadian trade markets beyond the US and support small businesses in developing new export markets. Canada's drive to explore trade markets beyond the US is expected to present opportunities for Hong Kong. We will step up promotion of Hong Kong's unique business advantages and its role as a gateway for Canadian enterprises to open up markets in Mainland China, the rest of Asia and countries along the Belt and Road.

Public Relations

8. During the reporting period, the Toronto ETO continued to maintain regular contacts with the three levels of government of Canada to brief them on the latest developments in Hong Kong. We also continued to organise a host of publicity events, participate in various community events and reach out to members of the local community in order to raise Hong Kong's profile.

9. To promote the understanding of Hong Kong among the Canadian public, the Toronto ETO staged a roving exhibition entitled "Hong Kong: Asia's World City" from May to October 2018 at different places, such as city halls, large shopping malls and universities, in various cities across Canada, including Burnaby, Hamilton, Markham, Mississauga, Oakville, Richmond, Surrey Toronto, Vancouver, and Vaughan. Apart from showcasing the successful implementation of "One Country, Two Systems" in Hong Kong, the exhibition also publicised the achievements of Hong Kong in areas such as economic development, innovation and technology, transport and infrastructure and arts and culture, as well as the beauty of Hong Kong's natural environment.

10. To help attract talents to Hong Kong, the Toronto ETO organised career talks in and participated in career fairs organised by the major universities in Calgary, Edmonton, Toronto and Vancouver to brief students on the latest developments and career opportunities in Hong Kong. At these events, we also introduced the various admission schemes for talent, professionals and entrepreneurs administered by the Hong Kong Special Administrative Region Government, including the Admission Scheme for the Second Generation of Chinese Hong Kong Permanent Residents. In addition, we maintained contacts with a number of universities to encourage them to conduct scientific research activities in Hong Kong.

11. The Secretary for the Civil Service visited Ottawa in September 2018 to understand more about the latest developments concerning the recruitment, management and training of civil servants in Canada. During the visit, he met with senior officials of the Canadian Government, including Clerk of the Privy Council and Vice-President of the Canada School of Public Service. In addition, he visited the Centre on Public Management and Policy of the University of Ottawa, and learned more about the training courses provided by the Centre for civil servants of the federal government.

12. On promoting cultural exchanges, the Toronto ETO sponsored the Little Pear Garden Dance Company in Toronto to engage Dr Felix CHEN, a renowned Hong Kong choreographer, as its resident guest choreographer for a month starting June 2018. A dance performance was held in late July as a culmination of arts creation and exchanges with local dance professionals. In addition, the ETO sponsored the Starlight Chinese Opera Performing Arts Centre for staging a showcase of young Cantonese Opera talents from Hong Kong in Toronto in September. Twelve Hong Kong young Cantonese Opera talents (mostly graduates of the Hong Kong Academy for Performing Arts), joined by child and young Cantonese Opera artists in Canada, performed a full-length Cantonese

Opera of “The Legend of the Mermaid” and various excerpts. The performances demonstrated to the Canadian public that Hong Kong is a vibrant arts and cultural metropolis. To promote the Cantonese Opera culture, we also sponsored the above Centre to co-organise a seminar with the University of Toronto to enable Cantonese Opera artists from Hong Kong to share with the Canadian public the essence of Cantonese Opera.

13. To promote Hong Kong’s film industry, the Toronto ETO continued to work with the organisers of various international film festivals across Canada on the screening of a number of Hong Kong films. We also arranged for the directors of three of the films to attend the movie screenings, including Mr Hui See-wai, director of “The Posterist: The Art of Yuen Tai-yung”, a film premiered in North America at the Toronto Reel Asian International Film Festival; Ms Tam Wai-ching, director of “In Your Dreams”; and Mr Kam Ka-wai, director of “Big Brother”, a film which had its world premiere at the Fantasia International Film Festival in Montreal. These events were well-received by the public and impressed the audiences on the vibrant film industry as well as outstanding film talents of Hong Kong.

14. The Toronto ETO also continued to take the opportunities of participating in the Lunar New Year celebrations, dragon boat race festivals, Chinatown festivals and other community events held in major cities across Canada to promote Hong Kong through public speaking and exhibitions. The ETO also jointly organised Lunar New Year receptions with the Hong Kong Tourism Board in Toronto and Vancouver and take the opportunity to brief guests on the latest developments in Hong Kong and promote Hong Kong’s various tourist attractions in order to attract more visitors to Hong Kong. Besides, the ETO continued to work with different local bodies to organise academic seminars on Hong Kong, as well as calligraphy, drawing and colouring competitions with themes relating to Hong Kong and the Basic Law.

Investment Promotion

15. The Investment Promotion Unit (IPU) of the Toronto ETO continued to facilitate Canadian companies to invest and expand in Hong Kong. During the reporting period, the IPU met with 144 companies and assisted eight companies engaged in a variety of industries, e.g. innovation and technology, tourism and hospitality as well as education services, in establishing their business operations in Hong Kong. It also supported seminars and other investment promotion activities held by the ETO and organised investment promotion visits for Invest HK officers. The IPU continued to expand its network of contacts and cooperate with multipliers to promote Hong Kong as a prime location for investment and doing business.

Looking Ahead

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

Hong Kong Economic and Trade Office (Toronto)
November 2018

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 2016 and 2017 are as follows -

Commercial Relations

Indicators	2016	2017
Meetings on trade-related matters attended	3 412	3 372
Visits to host governments and trade organisations	1 420	1 434
Seminars, exhibitions and workshops organised	293	318
Seminars, exhibitions and workshops participated	889	882
Public speeches given	449	494
Media interviews/briefings given	677	701
Circulars/newsletters/press releases issued	980	1 269

Public Relations

Indicators	2016	2017
Call on senior government officials/organisations	1 638	1 662
Public relations functions/events organised	726	757
Public relations functions/events participated	1 578	1 470
Newsletters, pamphlets, press releases issued	1 384	1 429
Public speeches given	528	578
Media interviews/briefings given	746	778

Investment Promotion

Indicators	2016	2017
New projects generated ¹	375	387
Projects completed ²	187	181

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.