

# BCSRA Quarterly Accomplishments

## FIRST QUARTER, 2014/2015

During the first quarter of 2014/2015, the BCSRA strengthened government-to-government relations by meeting with high-level representatives of Sichuan and Guangdong Provinces and as Chongqing Municipality in China and the Governor of Gyeonggi Province in Korea. The BCSRA also represented the province at key events with a keynote address at an outbound investment seminar in Beijing and spoke at a special reception at the Canadian Embassy in Tokyo that was attended by members of the business community with ties to BC. The BCSRA promoted BC as an investment destination during meetings with major Chinese banks and companies like R&F and Cheung Kong Holdings as well as with Petronas, Daewoo Intl., and Temasek. The BCSRA worked to build relations with a large range of stakeholders in the Province's business community, such as Advantage BC, DestinationBC, FII, Canada Wood, and BCWI. Lastly, the BCSRA met with export-ready BC companies, such as Pelesys and Donald's Fine Foods, both in BC and in market.

### 1. FOSTERING AND STRENGTHENING GOVERNMENT-TO-GOVERNMENT RELATIONS.

- The BCSRA met Governor WEI Hong of Sichuan province and attended an event with the representatives of 27 major Western companies and organizations that are invested in Sichuan Province.
- The BCSRA held meetings with trade and investment promotion officials from Sichuan and Guangdong Provinces and Chongqing Municipality to discuss work plans for 2014-2015 to implement the MOUs that British Columbia has agreed to with them.
- The BCSRA participated in a dinner with the Chinese National Energy Association to develop relations; s16, s17
- The BCSRA met with Governor Kim Moon-soo of Gyeonggi Province to build the Sister-Province relationship and to promote BC forestry products and provided an update regarding BC LNG projects.
- The BCSRA met with the DG of Korea MOFA to discuss opportunities to strengthen trade relations and promoted BC's clean energy sector.
- The BCSRA met with the Shanghai Municipal Commission of Economy and Informatization to sign an Action Plan; to review past cooperation; and to discuss opportunities for future cooperation.
- In Tokyo, the BCSRA conducted meetings with MOFA to promote government relations; s16, s17

- The BCSRA met with the Department of Industry at the Chinese National Development and Reform Commission in order to promote high-level bilateral cooperation in the mining sector.
- The BCSRA met with the Director General of the Center for Environmental Education and Communication of the Chinese Ministry of Environmental Protection to outline BC's experience in reducing carbon emission and to discuss opportunities for educational and commercial cooperation.

## 2. REPRESENTING AND PROMOTING THE PROVINCE AT KEY EVENTS AND ACTIVITIES.

- The BCSRA made the keynote address at the Invest in Canada seminar at the Chinese Enterprises Outbound Investment Conference and met with officials from the Canada-China Business Council.
- The BCSRA represented the province at s17, s21
- The BCSRA represented the government of BC during a special event that was held by Destination BC and Aboriginal Tourism BC in Shanghai promoting tourism to BC that was also attended by representatives from Tourism Vancouver and Tourism Whistler.
- The BCSRA participated in a special reception at the residence of the Canadian Ambassador in Tokyo that was attended by the Japanese Consul General from the Consulate in Vancouver and a group of more than 30 prominent members of the Japanese business community with ties to BC.

## 3. BUILDING RELATIONS WITH KEY COMPANIES

s17, s21

- Along with the Vice President of Advantage BC, the BCSRA participated in meetings with the representatives of four Chinese banks to discuss Vancouver as a location for their core operations in North America and the establishment of an RMB settlement centre.
- The BCSRA met with Japanese partners including s17, s21
- The BCSRA discussed LNG and the advantages of building with wood with s17, s21 one of China's ten largest construction companies.
- During the Premier's mission to East Asia, the BCSRA participated in meetings with the CEO of Petronas, s17, s21
- The BCSRA met with Daewoo International and Korea Zinc to discuss

s17, s21

- The BCSRA supported DM Dave Byng during 8 corporate calls in Tokyo to outline recent developments in the development of BC's LNG industry in order to keep corporate partners fully aware of developments in B.C. government policy.

#### **4. DEVELOPING STRATEGIC PARTNERSHIPS WITH BC'S BUSINESS STAKEHOLDERS.**

- The BCSRA met with representatives of Destination BC, Canada Wood, BC Wood, and the Canadian Chamber of Commerce in Seoul in order areas where his mandate intersects with the activities of these organizations and to gain their insights into the Korean market.
- During his trip to BC LNG, the BCSRA had meetings with the incoming Presidents of Advantage BC and UBC, the CEO of Destination BC, and the head of the BCWI.
- The BCSRA met with representatives of an offshore BC school in Suzhou, China in order to gain insights into the performance and interests of the offshore school program.
- The BCSRA communicated with the CEO of FII in order to better understand the BC forestry industry's interests in the Korean market in advance of communication with the Governor of Gyeonggi Province.
- The BCSRA met with the Port of Vancouver's chief representative in Beijing in order to gain insights into trade flows between BC and China.

#### **5. MEETING WITH EXPORTERS AND EXPORT-READY COMPANIES.**

- The BCSRA led a round-table discussion event in Guangzhou with BC industry stakeholders like Pelesys Learning Systems and Totem Construction that are active in China and listened to feedback regarding opportunities and challenges in the Chinese market.
- The BCSRA met with P&M Investment Inc., one of the largest importers of BC wine into the Chinese market.
- During his trip to the Province for BC LNG, Special Representative Stewart led corporate calls to 9 BC companies in order to discuss their current exports to and operations in Asia as well as future opportunities in the region.
- The BCSRA met with representatives of BC agrifood companies that participated in Ministers Ritz and Letnick's mission to China.

# BCSRA Quarterly Accomplishments

## SECOND QUARTER, 2014/2015

During the second quarter of 2014/2015 the BCSRA strengthened government-to-government relations by meeting with the Deputy Director General at the People's Bank of China and the Vice Mayor of Ningbo as well as a number of retired high-level Chinese officials who are involved in business. The BCSRA represented the Province at key events including the delivery of remarks at Siggraph in Vancouver and an event featuring Teck Resources at the Canadian Embassy in Beijing as well as by attending an MOU signing between Pelesys and China Eastern Flight Training Co. The BCSRA developed relationships with key companies interested in BC by conducting corporate calls in Shanghai and Zhejiang as well as by having a high-level discussion with a company that is considering the relocation of their head office to BC. The BCSRA developed strategic relations with BC business stakeholders by discussing

s13, s17

and also worked with FII and

Canada Wood to gain high-level access for Minister Thompson's mission to China. The BCSRA also met with export-ready BC companies in the aerospace and forestry sectors as well as with Teck Resources.

### 1. FOSTERING AND STRENGTHENING GOVERNMENT-TO-GOVERNMENT RELATIONS.

- The BCSRA met with a Deputy Director General at the People's Bank of China to provide an update regarding developments in the move to establish an RMB settlement centre in Canada and to identify opportunities for further cooperation in advance of the President of AdvantageBC's trip to Beijing in the fall of 2014.
- The BCSRA met with the Vice Mayor of Ningbo in Zhejiang Province, China to promote market access for BC's agrifood and forestry sectors.
- The BCSRA met with a number of high-level retired and active Chinese officials during the opening reception at the new BC Trade and Investment Office in Beijing and discussed opportunities to work together to promote trade and investment.
- The BCSRA had a one-on-one meeting with the Canadian Ambassador to China to discuss

s13, s16, s17

- The BCSRA met with a wide range of officials from the Canadian Embassy in Beijing to be briefed on developments in their work on fruit, seafood, beef, and LNG in China and the resulting opportunities for BC companies.

## 2. REPRESENTING AND PROMOTING THE PROVINCE AT KEY EVENTS AND ACTIVITIES.

- The BCSRA represented the Province during the signing of a cooperation agreement between Pelesys Technology Co. and China Eastern Flight Training Co.
- The BCSRA met with the Vice President of Ningbo Port Co. in Zhejiang Province in order to gain insights into their cooperation agreement with the port of Prince Rupert as well as to promote the advantages of BC's ports and to identify opportunities to expand bilateral trade.
- Along with Minister Wat, the BCSRA represented the Province during the Abbotsford Aerospace Defense and Security Expo and met with companies to discuss market access issues and business development in Asia as well as a delegation from the Guangdong Aviation sector to discuss bilateral cooperation.
- The BCSRA provided remarks during a special reception held during Siggraph in Vancouver in order to promote the competitive advantages of BC's cluster of technology and media companies and met with a wide variety of business delegates from Asia.
- The BCSRA delivered remarks at the opening reception for the new BC Trade and Investment Office in Beijing to an audience of businesses and government stakeholders from BC and China.
- The BCSRA delivered remarks on BC policies toward and experience with CSR and sustainability at an event that was held at the Canadian Embassy in Beijing as part of the Talking Economics series which featured Teck Resources CEO Donald Lindsay.

## 3. . BUILDING RELATIONS WITH KEY COMPANIES

s17, s21

- The BCSRA met with CNOOC Zhejiang Ningbo LNG Co. in order to continue discussions  
s17, s21  
and to signal that LNG is a priority for the Province.
- The BCSRA met with two private companies in Ningbo, Zhejiang Province, Sinova Food International Group and Mascube Import/Export Co., that are engaged in importing BC agrifood products  
s17, s21
- The BCSRA met with representatives of China Eastern Airlines in order to better understand the state of their routes to YVR airport and

s17, s21

- The BCSRA had an in-depth discussion with a company that may relocate their headquarters to BC and coordinated with BC government stakeholders in order to facilitate a positive decision.

#### **4. DEVELOPING STRATEGIC PARTNERSHIPS WITH BC'S BUSINESS STAKEHOLDERS.**

- The BCSRA communicated with the BCWI and DestinationBC regarding s13, s17
- The BCSRA met with representatives from Beijing University's green building program in order to promote BC's technological capabilities in this sector, both at UBC and within the private sector, as well as the advantages of wood as a building material.
- The BCSRA worked with BC FII to prepare for Minister Thompson's trip to China in the fall of 2014 and to help to secure high-value meetings with his Chinese counterparts. He also communicated with Canada Wood's lead representative in China regarding how this relationship can be most effectively pushed forward.
- The BCSRA met with senior representatives of the BC Cattleman's Association in order to learn about opportunities to further their objectives in Asia and market access issues.
- The BCSRA met with the s22 Secretary General of the European Chamber of Commerce in Beijing to discuss opportunities in the Chinese market and challenges faced by foreign companies.

#### **5. MEETING WITH EXPORTERS AND EXPORT-READY COMPANIES.**

- The BCSRA met with aerospace companies based in BC during the Abbotsford Aerospace Defense and Security Forum in order to learn more about their experience in and objectives for Asian markets.
- The BCSRA joined Minister Wat for meetings with C-suite level representatives of a number of the Province's leading forestry companies in order to learn about their priorities in Asia and the most significant opportunities that they see for growth.
- The BCSRA met with Teck Resources CEO Donald Lindsay and VP for Asian Affairs Ralph Lutes to discuss opportunities in and strategies for Asian markets.

# BCSRA Quarterly Accomplishments

## THIRD QUARTER, 2014/2015

During the third quarter of 2014/2015, the BCSRA strengthened government-to-government relations by supporting Minister Thompson during a key meeting with MOHURD, met with the Chinese NDRC to discuss cooperation in the field of mining, and met with key Chinese and Korean subnational leaders; represented and promoted the Province at the opening of the new BC Trade and Investment Office in Beijing, major energy-themed events in Beijing and Tokyo, and at CCBC and CCC/JCCI events; built relations with key companies interested in investing in BC by communicating with a company that is considering a move of their head office to the Province and supported Ministers Wat and DeJong during meetings with major companies; continued to develop strategic partnerships with BCIE, FII, Advantage BC, and Destination BC; and met with senior leaders from Teck Resources, a large number of BC forestry companies, Ballard Power, and Viking Air to discuss

s17, s21

### 1. FOSTERING AND STRENGTHENING GOVERNMENT-TO-GOVERNMENT RELATIONS.

- The BCSRA met with a number of high-level retired and active Chinese officials during the opening reception at the new BC Trade and Investment Office in Beijing and discussed opportunities to work together to promote trade and investment.
- The BCSRA supported Minister Thompson in a meeting with the Chinese Ministry of Housing and Urban-Rural Development (MOHURD) on renewing an MOU on cooperation on Wood Frame Construction.
- The BCSRA had a meeting with China's National Development and Reform Commission on opportunities to cooperate in the mining sector.
- Following a roundtable hosted by FII and the Shanghai Pudong Ministry of Construction on Wood Frame Construction that was related to an MOU that they had signed on expanding cooperation, the BCSRA met with Pudong Vice Governor Wei for further discussion.
- THE BCSRA Vice Mayor of Foshan in Guangdong Province in support of Ballard Power.
- The BCSRA supported Minister Wat during a bilateral meeting with the Vice Governor of Gyeonggi Province, BC's sister province in Korea.

### 2. REPRESENTING AND PROMOTING THE PROVINCE AT KEY EVENTS AND ACTIVITIES.

- The BCSRA delivered remarks at the opening reception for the new BC



Trade and Investment Office in Beijing to an audience of businesses and government stakeholders from BC, elsewhere in Canada, and China.

- The BCSRA delivered remarks on BC policies toward and experience with CSR and sustainability at an event that was held at the Canadian Embassy in Beijing as part of the Talking Economics series which featured Teck Resources CEO Donald Lindsay.
- The BCSRA made remarks at BC Alumni Receptions that were hosted by BCCIE in Beijing and Shanghai.
- The BCSRA attended the CCBC's Annual Gala Dinner in Beijing and met with Premiers Wynn, Couillard, and Ghiz; Alberta Representative Ron Hoffman; and leaders from the Canadian business community.
- The BCSRA delivered the keynote speech during the Opportunities in Natural Gas, Shale, and LNG Panel at the Tenth Annual Canada-China Energy & Environment Forum in Beijing.
- The BCSRA participated in an APEC Q&A session in Beijing that was attended by PM Harper as well as Ministers Ritz, Baird, and Fast.
- At the request of MNGD, the BCSRA participated at an LNG Producer-Consumer Conference organized by the Japan Ministry of Economy Trade and Industry (METI).
- The BCSRA also participated in a Canada-Japan Dialogue organized by the Canadian Chamber of Commerce (CCC) and the Japan Chamber of Commerce & Industry (JCCI).

### **3. BUILDING RELATIONS WITH KEY COMPANIES**

s17, s21

- The BCSRA met with high-level representatives of the Qinhuangdao Special Economic Zone to discuss their ongoing operations to develop an industrial park in Terrace, BC.
- The BCSRA had an in-depth discussion with a company that is considering the relocation of their headquarters to BC and coordinated with high-level government stakeholders in BC in order to help facilitate a positive decision.
- The BCSRA supported Minister Thompson during a meeting with Paper Excellence in Shanghai regarding their operations in BC as well as during a meeting with Beijing New Building Material Group, a major Chinese State Owned Enterprise that is engaged in Wood Frame Construction.
- The BCSRA supported Minister Thompson during the Green Building Seminar that was held in Seoul to outline the advantages of Wood Frame Construction to an industry audience.
- The BCSRA met with JOGMEC in Tokyo to discuss BC's recently announced LNG tax framework.
- The BCSRA supported Minister Wat during the Seoul portion of her



program, participating in key corporate calls with POSCO, s16, s17 GS Global, and Daewoo E&C.

- The BCSRA accompanied Minister DeJong on the occasion of the announcement in Hong Kong of a second bond in the Chinese renminbi (CNH) market, raising RMB 3 billion and participated in meetings with the Hong Kong Stock Exchange, the Hong Kong Monetary Authority as well as with key Hong Kong investors who participated in BC's RMB Bond issue.

#### **4. DEVELOPING STRATEGIC PARTNERSHIPS WITH BC'S BUSINESS STAKEHOLDERS.**

- The BCSRA discussed the evolving opportunities for BC's educational institutes in the evolving Chinese market for study abroad with BCCIE.
- The BCSRA met with Grand Chief Edward John to discuss s16, s17
- The BCSRA had a meeting with Federal Minister of Agriculture Gerry Ritz and the Deputy Minister to discuss s13, s16
- The BCSRA supported the President and Vice President of Advantage BC during meetings with Industrial and Commercial Bank of China (ICBC) and introduced their new President at a seminar in Beijing on Advantage BC's programs.
- The BCSRA delivered remarks at a VIP Destination BC tourism and wildlife conservation- themed event in Beijing that also promoted investment opportunities in BC and the advantages of doing business in the Province.

#### **5. MEETING WITH EXPORTERS AND EXPORT-READY COMPANIES.**

- The BCSRA met with Teck Resources CEO Donald Lindsay and VP for Asian Affairs Ralph Lutes to discuss s17, s21
- The BCSRA participated in a roundtable with 30 representatives of the Province's leading forestry companies during Minister Thompson's mission to China, including Canada Wood, FII, Interfor, Conifex, and West Fraser Timber.
- The BCSRA had a meeting with Ballard Power's Country Manager for China to discuss s17, s21
- The BCSRA met with the President of Viking Air to discuss s17, s21