

Menzies, Brian FIN:EX

From: Menzies, Brian FIN:EX
Sent: Monday, September 14, 2015 10:56 AM
To: 'Colin Hansen'
Subject: RE: MMdJ meeting with Sandra Stuart

Colin, Sorry for the delay on this. Do you have an update for me on this issue?

From: Colin Hansen [<mailto:chansen@advantagebc.ca>]
Sent: Monday, August 24, 2015 12:06 PM
To: Menzies, Brian FIN:EX
Cc: Roberts, Clark MIT:EX; Hopkins, Jim FIN:EX
Subject: MMdJ meeting with Sandra Stuart

Brian,

A few months ago, Mike wrote to Sandra Stuart to congratulate her on her new role and suggested they meet at some point.

s.22

The reason I am asking flows from a conversation that Clark Roberts and I had this morning. The "financial services" team at MIT has suggested that I should seek a meeting with Sandra to pitch the idea that HSBC Canada could benefit even more from the IBA Program if they located even more of their (HSBC Canada) international activity here in BC.

A second message would be - s.13

s.13

My question is: should I set up this discussion between Sandra and me or would MMdJ like to be part of the pitch?

Cheers,

- Colin

Menzies, Brian FIN:EX

From: Colin Hansen <chansen@advantagebc.ca>
Sent: Wednesday, December 2, 2015 4:17 AM
To: Hopkins, Jim FIN:EX; Edwardson, Jamie GCPE:EX; XT:Tsui, Kevin MIT:IN;
Charles.Letang@international.gc.ca
Cc: Menzies, Brian FIN:EX; Jimmy Mitchell
Subject: Re: Bloomberg wants to interview Minister de Jong

I think the best way ahead is for Charles and Kevin to connect directly to make this happen.

- Colin

Original Message

From: Hopkins, Jim FIN:EX
Sent: Wednesday, December 2, 2015 7:24 PM
To: Edwardson, Jamie GCPE:EX; XT:Tsui, Kevin MIT:IN; Colin Hansen
Cc: Menzies, Brian FIN:EX; Colin Hansen; Jimmy Mitchell
Subject: Fw: Bloomberg wants to interview Minister de Jong

This is a promising prospect for a Bloomberg TV interview..I suggest the Hong Kong Consulate determine how and when such an interview wld have to happen given anchor is in Hong Kong...and advise Kevin directly in the same time zone who will consult with us here and Jamie. When HK checks in with Beijing Embassy they will learn that Kevin and Embassy have arranged for. Local TV interview late afternoon tomorrow....nice to be in demand!

And thanks Colin and Jimmy

Cheers Jim
Sent from my BlackBerry 10 smartphone on the TELUS network.
From: Colin Hansen <chansen@advantagebc.ca>
Sent: Wednesday, December 2, 2015 7:07 PM
To: Edwardson, Jamie GCPE:EX
Cc: Hopkins, Jim FIN:EX
Subject: Fw: Bloomberg wants to interview Minister de Jong

Jamie,

I got an out of office from Jim so I am copying you as well.

Cheers

- Colin

From: Colin Hansen <chansen@advantagebc.ca>
Sent: Wednesday, December 2, 2015 7:04 PM
To: Jim Hopkins

Subject: Fw: Bloomberg wants to interview Minister de Jong

Jim.

Further to my last email re Angie Lau at Bloomberg...

- Colin

From: Charles.Letang@international.gc.ca

Sent: Wednesday, December 2, 2015 5:15 PM

To: Colin Hansen; Jimmy Mitchell

Cc: Shalini.Anand@international.gc.ca; Janice.Vogtle@international.gc.ca; Cindy.Tang@international.gc.ca

Subject: Bloomberg wants to interview Minister de Jong

Dear Colin, Jimmy,

As discussed, Consul General Burchett is in touch with Bloomberg/Angie Lau (Anchor of the morning show "First Up").

Angie is eager to interview Minister de Jong following the Panda Bond announcement. She is based here in Hong Kong and we are currently following up with her to check how/when this interview could take place.

My understanding is that the Minister is (or soon to be) on his way to China but we wanted to give you some heads up as I know you are in touch on a daily basis with his office.

We will also close the loop with our colleagues at our Beijing embassy.

Best regards,

Charles

Bowry, Sanjay FIN:EX

From: Colin Hansen <chansen@advantagebc.ca>
Sent: Wednesday, September 9, 2015 3:01 PM
To: stephenmoss@hsbc.com
Cc: Kathryn.GURNEY@hsbc.com; gordon.campbell@international.gc.ca; sandra_j_stuart@hsbc.ca; Minister, FIN FIN:EX; Wat, Teresa MIT:EX; 'Yuen Pau Woo'
Subject: Value Proposition for Vancouver, Canada
Attachments: Cover letter.pdf; ValueProposition-Vancouver, Canada.pdf
Categories: FYI

Dear Mr. Moss:

For the past thirty-four years, Vancouver, British Columbia has been the location of the head office for HSBC Canada. During this time, HSBC Canada has grown to become one of the top five contributors to HSBC's global profits. We believe the Canadian model, which sees head office functions anchored in both Vancouver and Toronto, could be one that would be attractive to HSBC as it considers which jurisdictions could best host its international operations.

On behalf of the business community of British Columbia and in collaboration with the Government, I am pleased to extend the welcome mat to HSBC and to provide you with the attached "Value Proposition" which outlines the advantages which we believe that Canada in general, and British Columbia in particular, can offer HSBC should it choose to expand its footprint in this part of the world.

Underpinning the proposal is Canada's reputation as the most stable banking system in the world for the past eight years (World Economic Forum). Our banking regulatory system proved its strength over that period as banks in Canada weathered the global financial crisis without the need for government to provide any taxpayer support.

The Canadian tax system is very competitive and, for international financial activity located in the Province of British Columbia, the effective tax rate can be reduced to just 15% under the International Business Activity Program. HSBC Canada has benefited from the use of this program for over 15 years.

British Columbia can be an ideal base from which to build on opportunities in Asia and the Americas while maintaining connections to Europe. Being situated in the Pacific Time Zone, allows our business day to overlap with both Europe and East Asia. Vancouver has been called "the most Asian city outside of Asia" and it has a wealth of talent that can fulfill a company's human resource needs with language and business skills from every corner of the planet. Vancouver has been rapidly climbing the rankings on the Global Financial Centres Index (currently at #15). While the city has international banking strengths in all areas, it is increasingly recognized as a centre for wealth management and trade finance.

I expect to be in London on November 9, 10 and 11 and would be pleased to meet with you and/or your staff to discuss the proposal. Should these dates not be convenient, I could make the trip a week earlier.

In the meantime, we would be pleased to provide whatever additional information you may require.

Thank you for your consideration.

Sincerely,

Colin Hansen, President & CEO
(former Minister of Finance and Deputy Premier)

cc: Kathryn.Gurney, Managing Director, HSBC Bank Plc

Sandra Stuart, President & CEO, HSBC Canada

His Excellency, Gordon Campbell, Canadian High Commissioner to the United Kingdom

Hon. Michael de Jong, Minister of Finance, Province of British Columbia

Hon Teresa Wat, Minister of International Trade, Province of British Columbia

Yuen Pau Woo, President & CEO, HQ Vancouver.

Colin Hansen
President and CEO



Suite 3093, Three Bentall Centre
595 Burrard Street, P. O. Box 49067
Vancouver, BC V7X 1C4
Tel: 604-683-6627
chansen@advantagebc.ca
www.advantagebc.ca

Marquis, Yvette FIN:EX

From: Marquis, Yvette FIN:EX
Sent: Tuesday, September 22, 2015 4:43 PM
To: Marquis, Yvette FIN:EX
Subject: FW: AdvantageBC meeting with Minister

From: Moy, Greg W FIN:EX
Sent: Tuesday, September 15, 2015 9:54 AM
To: Marquis, Yvette FIN:EX; Menzies, Brian FIN:EX
Subject: FW: AdvantageBC meeting with Minister

FYI.

- Greg

From: Colin Hansen [<mailto:chansen@advantagebc.ca>]
Sent: Tuesday, September 15, 2015 9:53 AM
To: Moy, Greg W FIN:EX
Subject: AdvantageBC meeting with Minister

Greg,

I am hoping that we can book a meeting with Minister de Jong sometime this fall.

It would be with the Chair of the AdvantageBC board, Ron Bozzer and me.

We would like to accomplish the following:

- Update on RMB initiatives
- Update on the International Business Activity program
 - o Opportunities to grow the program
- Other AdvantageBC initiatives

I am thinking that it may be easier to book some time when the House is in session so we are very willing to come over to Victoria.

Best wishes,

- Colin

Colin Hansen
President and CEO



Suite 3093, Three Bentall Centre
595 Burrard Street, P.O. Box 49067

Vancouver, BC V7X 1C4
Tel: 604-683-6627
chansen@advantagebc.ca
www.advantagebc.ca