

BC Offshore RMB (CNH) Bond Issue

Mandatory Fields

To Create Opportunity Fill in all fields marked with a red line

Closed Won / Lost Status

Describe Ministry and TIR Role, Actual Close Date, Reason(s) for Decision, Background on Decision

No Deal Possible Status

Describe Ministry & TIR Role, Actual Close Date, Background on Decision

Opportunity Information

Opportunity Owner Kevin Tsui

Confidential

☐

Opportunity Name BC Offshore RMB (CNH) Bond Issue

Major Investments Office

☐

Account Name British Columbia Ministry of Finance

Current Stage and Close Date

Stage Closed Won

Expected Close Date 05/11/2013

Probability (%) 100%

Actual Close Date 09/12/2013

Describe the Opportunity

Description BC government issued Bond in Chinese currency, Renminbi (CNH) Bond on Nov. 1st, 2013, with press release taking place in Beijing on Nov. 5th, during which the news was announced by Minister de Jong, Minister of Finance. The issue of the one-year-term bond priced at 2.25 per cent raised 2.5 billion RMB, or about \$428 million Canadian (1CAD : 5.8411 RMB), is the largest CNH bond by a foreign issuer to date. The Province immediately reinvested the proceeds in a matching and secure CNH investment, resulting in a positive return and protecting against foreign exchange risk.

Issuing RMB-denominated bonds is a statement of confidence by British Columbia in the importance and global emergence of China's Renminbi, and reflects the provincial government's desire to promote stronger relations between China, B.C., and Canada. Internationalization of the RMB also opens new business opportunities for financial institutions in B.C. in trade finance and wealth management, as well as further development of the province's international financial center.

Describe the Ministry's role Beijing TIR provided full support for Media exposure, including the Media Roundtable in Dec. 2012 when ADM Jim Hopkins came to China promoting the idea that BC will issue the RMB CNH Bond, as well as media inquiries management after the event, to the full arrangement of Press Conference of the CNH Bond Issue hosted by Minister de Jong in Beijing, including both media support and event management and all the logistics related.

Beijing TIR also provided support in getting meetings of Minister de Jong with major Chinese banks, such as Bank of China, Agriculture Bank of China, China Development Bank, People's Bank of China, China Investment Corporation, during Minister de Jong's stay in Beijing for the RMB Bond Mission.

Next Step provide continuous support

Economic Outcomes

Investment Dollar Value \$428,000,000

B.C. Region

Vancouver Island/Coast Region - Greater Victoria

Amount

B.C. Sub-Region

Victoria

Amount

Target City

Jobs 0

Timeframe (Years)

Source for Dollars and Jobs

Source of the Opportunity

Lead Source TIR Meeting

Match

Primary Campaign Source

20120612 Minister Kevin Falcon Mission-Beijing

Assign this Opportunity to a Region and Office

Region

Greater China

Office

Beijing

Complete this after the Opportunity Closes

Reason(s) for Decision

Background on Decision

System Information

Opportunity Record Type

Investment

Created By

Kevin Tsui, 10/12/2012 6:10 AM

Account Information

Account Owner	Kevin Tsui	Dupe Status [19]	☆☆☆☆☆	British Columbia	Merge View
Account Name	British Columbia Ministry of Finance				
Parent Account					
Key Account	<input type="checkbox"/>				

Corporate Profile

Sector	Government	Ownership
Sub-Sector	British Columbia	Year Established
Type	Government	Annual Revenue
Website	http://www.gov.bc.ca/fin/	Employees

Corporate Description

Description

Current Exports

Existing export markets

Percentage of sales from exports

Export Plans

Target Export Markets

Target Market Justification

Key Competitors

Customer Profile

Distribution Model

Representation in Target Markets? ☐

Describe Market Representation

Working with DFAIT in Target Markets? ☐

Describe Relationship with DFAIT

- Plans to Visit Target Markets? ☐
- Describe Plans to Visit Target Markets
- Previous Market Research Conducted

Trade Services

Trade Services

Issues

Address Information

Address (English)	Rm. 153, 501 Belleville St., Parliament Buildings Victoria, British Columbia Canada	Address (Non-English)
Region	North America	
B.C. Region	Vancouver Island/Coast Region - Greater Victoria	
B.C. Sub-Region	Victoria	
Phone	250-387-6121	
Fax		

System Information

Created By	Kevin Tsui, 15/06/2012 12:48 AM	Last Modified By	Kevin Tsui, 15/06/2012 12:48 AM
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Activity History

Incorrect Description Field

Name	
Task	<input checked="" type="checkbox"/>
Date	10/12/2013
Assigned To	Kevin Tsui
Last Modified Date/Time	10/12/2013 6:20 PM
Comments	<p>Hi Kevin and Annie,</p> <p>I note that the Opportunity "BC Offshore RMB (CNH) Bond Issue" (https://na3.salesforce.com/0065000000LGFE9) was marked Closed Won yesterday. Congratulations.</p> <p>However, upon review I note that the "Description" section of the Closed Won Opportunity is a Copy/Paste of a BC Communications News Release. This is an important piece of information, but should not be used as the Description for the Opportunity. You should upload this News Release as an attachment for the Opportunity and should put in a CONCISE (1-2 paragraph max) description of the scope of the project and its benefits to BC.</p> <p>Please let me know if you have any questions.</p> <p>Best regards,</p> <p>Erick Pay Salesforce Administrator</p>

Media preparation for the Bond Launch

Name	
Task	<input checked="" type="checkbox"/>
Date	22/10/2013
Assigned To	Annie Zhao
Last Modified Date/Time	22/10/2013 2:42 AM
Comments	<p>From: Tsui, Kevin -BEIJING -MD Sent: 2013年10月22日 17:39 To: Hopkins, Jim FIN:EX (Jim.Hopkins@gov.bc.ca) Cc: Han, Henry -IBD -CHINA -DR; Zhao, Annie -BEIJING; Brown, Brian R -HONG KONG -MD</p>

Subject: BC Offshore RMB Bond Issue - Recommendation & Scenario (CONFIDENTIAL)

Dear Jim,

It took us the better part of our day to coordinate, secure Ambassador's attention and support.

s13, s17

Brgds,

Kevin Tsui 徐伟伦

Managing Director / Representative Director 总经理

**International Trade and Investment Office 加拿大不列颠哥伦比亚省政府国际贸易投资办公室
Representing the Government of British Columbia in North China 中国北区**

Suite 1238, China Resources Building No. 8 Jianguomenbei Avenue, Dongcheng District, Beijing, China 100005
中国北京 8 12 1238室 邮编:100005
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M手机: s17
From Canada: s17

www.britishcolumbia.ca | Weibo微博

Swap Markets not favourable for RMB bond issuance

Name	Jim Hopkins
Task	<input checked="" type="checkbox"/>
Date	15/01/2013
Assigned To	Kevin Tsui
Last Modified Date/Time	24/01/2013 9:41 AM
	<p>From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca] Sent: Monday, January 14, 2013 04:26 PM Pacific Standard Time To: Hopkins, Jim FIN:EX Subject: RE: BC RMB Bond Mission - Follow up</p> <p>Thanks for the update Jim s13 Best wishes for the year ahead! I will be back in BC in late January and I believe they have scheduled a trip to Victoria. Hope to see you around if our HQ is successful in organizing a cross BC gov roundtable/ meet & greet involving DMs and ADMs. Cheers, Kevin</p> <p>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Tuesday, January 15, 2013 12:37 AM To: Hopkins, Jim FIN:EX; Tsui, Kevin -BEIJING -MD Cc: Cho, Janet -IBD -CHINA; Han, Henry -IBD -CHINA -DR; Sen, Shom -ADM Subject: RE: BC RMB Bond Mission - Follow up</p> <p>s13</p> <p>Cheers Jim</p> <p>From: Hopkins, Jim FIN:EX Sent: Monday, January 14, 2013 7:40 AM To: XT:Tsui, Kevin JTST:IN Cc: Cho, Janet Y JTST:EX; Han, Henry JTST:EX; Sen, Shom JTST:EX Subject: RE: BC RMB Bond Mission - Follow up</p> <p>s13</p> <p>Cheers Jim</p> <p>From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca] Sent: Monday, January 14, 2013 6:52 AM To: Hopkins, Jim FIN:EX Cc: Cho, Janet Y JTST:EX; Han, Henry JTST:EX Subject: RE: BC RMB Bond Mission - Follow up</p> <p>Hi Jim,</p> <p>New Year Greetings and hope all is well as we get into full swing of 2013!</p> <p>Not sure if you can answer me directly but I wonder if current market trends and conditions would lend itself to a RMB bond issue in the coming weeks?</p> <p>Best regards, Kevin Tsui</p>

Post RMB Bond Mission Follow up

Name	Jim Hopkins
Task	<input checked="" type="checkbox"/>
Date	21/12/2012

Assigned To Kevin Tsui

Last Modified Date/Time 24/01/2013 9:41 AM

Cindy/Kevin..you will find my answers to the questions from Caixin in the text below

I am copying Adam Harper , Head of Communications for HSBC Asia in Hong Kong and his colleague , Tim Yip, and will forward Caixin's questions of HSBC to them . He will coordinate their response to Caixin via you directly ..in interim I will speak with you this evening(my time) and can discuss my responses to the questions. Jamie, pls advise if any comments

Cheers Jim

From: cindy [mailto:cindy@psiv.com.cn]

Sent: Monday, December 17, 2012 5:23 AM

To: XT:Tsui, Kevin JTST:IN; Hopkins, Jim FIN:EX

Cc: XT:Zhao, Annie JTST:IN

Subject: 复: RE: BC RMB Bond Mission - Follow upMark.Kruger@international.gc.ca

Dear Kevin,

For Caixin.com, they will publish the article in their magazine from their chief editor. Then, if Jim feels comfortable to write the answers by email to them, or we can help coordinate to arrange them to talk with HSBC, the story will be
s13 perhaps. If HSBC is not possible, I will handle their request properly to guarantee a positive tone and right messages there.

Caixin media has good relation with HSBC and I don't think they will publish anything negative on this topic. Of course, if HSBC can talk something positive during the investor tour, that will be solid third party endorsement.

Caixin will publish the article by next monday. FYI

Best,
Cindy-----
Pin-Shang International - Venture Vision Victory

Tel: s22 Mobile: s22 Our Website: www.psiv.com.cn

Comments ----- 原始邮件 -----

发件人: "Tsui, Kevin -BEIJING -MD"<ktsui@britishcolumbia.ca>;

发送时间: 2012年12月17 () 午11:16

收件人: "Hopkins, Jim FIN:EX"<Jim.Hopkins@gov.bc.ca>;

抄送: "Zhao, Annie -BEIJING"<azhao@britishcolumbia.ca>; "cindy<cindy@psiv.com.cn> (cindy@psiv.com.cn)"

<cindy@psiv.com.cn>; "Mark.Kruger@international.gc.ca"<Mark.Kruger@international.gc.ca>; "Edwardson, Jamie

GCPE:EX (Jamie.Edwardson@gov.bc.ca)"<Jamie.Edwardson@gov.bc.ca>; "Cho, Janet -IBD -CHINA"

<janet.cho@gov.bc.ca>; "Han, Henry -IBD -CHINA -DR"<henry.han@gov.bc.ca>; "Ewert-Johns, Marcus-IBD

-XD"<marcus.johns@gov.bc.ca>;

主题: RE: BC RMB Bond Mission - Follow up

Hi Jim,

We can use our regular conference call line for our call on Monday 7pm (or in Beijing Tuesday 11am):

Local Dial-in Number: s15, s17

North America Dial-In Number: s15, s17

Participant Conference Access code: s15, s17

Attached are some clippings in jpg from various media covering our media roundtable event as of last Thursday.

Also attached pdf file are translated copies of the key media we had picked up as of last Wednesday which we had translated into English.

Regarding follow-up questions from some media including Caixin.com - here are some of the key questions:

1) What are the feedback from investors from HK and Singapore for the BC RMB bond?

s13, s17

s13, s17

2) Are those feedback what BC had expected?

s13, s17

3) Will BC launch the bond as planned?

s13, s17

If you could draft answers to these questions (assuming we are ready to answer at this time) we could undertake to further distribute to media.

Look forward to catching up on developments your time Monday 7pm on above con call line!

Best regards,
Kevin Tsui徐伟伦
Managing Director / Representative Director.总经理
International Trade & Investment Office, North China
Government of British Columbia, Canada

From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca]
Sent: Monday, December 17, 2012 8:25 AM
To: Tsui, Kevin -BEIJING -MD
Subject: Re: BC RMB Bond Mission - Follow up

What number shall I call tomorrow?

Thx Jim

From: Hopkins, Jim FIN:EX
Sent: Thursday, December 13, 2012 05:29 AM Pacific Standard Time
To: XT:Tsui, Kevin JTST:IN
Cc: 'Mark.Kruger@international.gc.ca' <Mark.Kruger@international.gc.ca>; XT:Zhao, Annie JTST:IN; Cho, Janet Y JTST:EX; Han, Henry JTST:EX; Edwardson, Jamie GCPE:EX; Si, Jianye JTST:EX; Chand, Rita FIN:EX
Subject: Re: BC RMB Bond Mission - Follow up

Thanks Kevin...a call on Dec 17 at 7 pm my time is good..plse send meeting invitation with call details
Thx Jim

From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca]
Sent: Thursday, December 13, 2012 01:17 AM Pacific Standard Time
To: Hopkins, Jim FIN:EX
Cc: Mark.Kruger@international.gc.ca <Mark.Kruger@international.gc.ca>; XT:Zhao, Annie JTST:IN; Cho, Janet Y JTST:EX; Han, Henry JTST:EX; Edwardson, Jamie GCPE:EX; Si, Jianye JTST:EX
Subject: BC RMB Bond Mission - Follow up

Dear Jim,

Hope the rest of your trip is going well and that your investors roadshow has been a tremendous success in securing interest for the BC RMB Bond!

Attached please find a preliminary Summary Report with pictures and a sampling of the immediate coverage from Monday's media roundtable. We expect to receive a full media clippings report with samples and cut outs in another week or so.

Already some media like Caixin Media and Bloomberg are seeking to inquire on the status of your meeting in HK and Singapore in order to get a news edge. They have your contact details so will likely call you directly and expect some sort of response.

Per below I agree with Cindy's views and wonder if you would be available for a con call your evening Monday Dec 17th (say, 7pm). We could share with you which key media are interested in following up with interviews and discuss your views on what we can share with media in China and our overall approach as the January bond issue approaches.

Finally, I've also included attached the People's Bank of China guide on "The Cross Border Use of Renminbi" prepared by their Monetary Policy Department II

Best regards,
 Kevin Tsui徐伟伦
 Managing Director / Representative Director总经理
 International Trade & Investment Office, North China
 Government of British Columbia, Canada

<http://www.britishcolumbia.ca>

From: cindy [mailto:cindy@psiv.com.cn]
 Sent: Wednesday, December 12, 2012 10:44 AM
 To: Tsui, Kevin -BEIJING -MD; Zhao, Annie -BEIJING
 Cc: Eric
 Subject: Urgent - follow up media interview and updated Media Roundtable - Event Summery Report-v2

Dear Kevin and Annie,

Attached please kindly find the most updated event summery report with clipping information.

Bloomberg and Caixin will do the follow up interview after Jim finish the investor tour in HK and Singapore. We had better to help them.

Before Jim is approached by journalists themselves, I suggest to have a conference call with Jim to understand how the investor meetings going and what messages are appropriate to release to media.

Caixin can give us the email questions, and Jim can reply the questions by email. While Bloomberg may need telephone interview at least.

Cindy

 Pin-Shang International - Venture Vision Victory
 Tel: s22 Mobile: s22 Our Website: www.psiv.com.cn

BC RMB Bond Mission effort summary

Name	
Task	<input checked="" type="checkbox"/>
Date	07/12/2012
Assigned To	Kevin Tsui
Last Modified Date/Time	24/01/2013 9:40 AM
	<p>From: Han, Henry JTST:EX [mailto:Henry.Han@gov.bc.ca] Sent: Friday, December 07, 2012 3:57 AM To: Buttner, Klaus JTST:EX; Ewert-Johns, Marcus -IBD -XD Cc: Si, Jianye -IBD -CHINA; Tsui, Kevin -BEIJING -MD Subject: BC RMB Bond Issue Update Importance: High</p> <p>Dear Klaus and Marcus:</p> <p>As you are aware the Greater China Section has been very engaged over the past several weeks supporting MOF's non-investor roadshow to Asia, in particular on the Beijing stop. MOF had requested our team to build out MOF's Beijing program, in particular securing high level meetings with officials in the Chinese Ministry of Finance (MOF) and the People's Bank of China (PBOC), to discuss BC's interest in issuing a BC Bond on the International Offshore RMB Market. The margins on the RMB bond are not as attractive for BC vis-à-vis a USD, CAD or EUR bond issue.</p>
Comments	<p>s13, s17</p> <p>The meetings that we have helped MOF secure in Beijing are at the Director General Level (equivalent to a Federal ADM) which is sufficiently senior than ADM Jim Hopkins. Bios of the two officials are attached. Jim Hopkins will be accompanied by Canada's new Ambassador to China Mr. Guy Saint-Jacques, Embassy Senior Economist Mark Kreuger and BC Managing Director Kevin Tsui to meetings at MOF and PBOC.</p> <p>Following his program in Beijing Jim will continue onto Hong Kong and Singapore supported by HSBC and the Canadian Consulate in Hong Kong and Canadian High Commission in Singapore. As the underwriters for the Bond</p>

HSBC will be managing MOF's program in Hong Kong and Singapore scheduling meetings with potential debt buyers. In Hong Kong MOF will also meet with the Hong Kong Monetary Authority to discuss BC's objectives and leading role in the offshore RMB marketplace. Note that Canadian CG Ian Burchett has already met with the head of the Monetary Authority and raised this issue a few weeks ago.

s13, s17

A lot of time has been put in by Jason Si and myself supporting MOF from HQ, and of course a tremendous amount of effort by Kevin and his team in the preparation and implementation of Jim's program.

JTST will be covering off on-the-ground costs for MOF in Beijing as well as costs associated with the PR Firm via Kevin's programming dollars.

Henry

Henry Han
Director, Priority Markets (Greater China)
International Trade and Investment Attraction Division
Ministry of Jobs, Tourism and Skills Training
Asia Pacific Business Centre, Suite 288 - 800 Hornby Street
Vancouver, BC Canada V6Z 2C5
Phone: +1 (604) 660-5888 Fax: +1 (604) 660-2251

BC RMB Bond Mission PBOC & MoF status

Name	Jim Hopkins
Task	<input checked="" type="checkbox"/>
Date	27/11/2012
Assigned To	Kevin Tsui
Last Modified Date/Time	24/01/2013 9:40 AM
	<p>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Tuesday, November 27, 2012 11:34 PM To: Tsui, Kevin -BEIJING -MD; Han, Henry -IBD -CHINA -DR Cc: Cho, Janet -IBD -CHINA; Edwardson, Jamie GCPE:EX; Zhao, Annie -BEIJING; Si, Jianye -IBD -CHINA; Zhai, Jenny -BEIJING Subject: RE: BC RMB Bond Mission - Beijing update</p> <p>Thanks Kevin...talk to you this evening at 7 pm , BC time....</p> <p>Cheers Jim</p>
Comments	<p>From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca] Sent: Monday, November 26, 2012 11:50 PM To: Han, Henry JTST:EX Cc: Cho, Janet Y JTST:EX; Hopkins, Jim FIN:EX; Edwardson, Jamie GCPE:EX; XT:Zhao, Annie JTST:IN; Si, Jianye JTST:EX; XT:Zhai, Jenny JTST:IN Subject: RE: BC RMB Bond Mission - Beijing update</p> <p>Hi Henry,</p> <p>Yes let's organize a conference your time Tuesday 7pm (Beijing time 11am). Unless there's a conflict suggest we use the following con-call line:</p> <p>Conference call-in details...</p> <p>Local Dial-in Number: s15, s17 North America Dial-In Number: s15, s17 Participant Conference Access code: s15, s17</p> <p>As an update on our efforts today... we have established contact with the regulator People's Bank of China (Ms. WANG Jing 王晶, Tel: 66194859) and feeding information as required to assist with formal meeting request. We are also trying to reach office of Mr. He Mingxiang from Ministry of Finance to ascertain the progress of Jim's letter.</p> <p>Our contact from the PR agency - Pin Shang International Media - will be arriving back from a trip abroad today and we'll do our best to have her involved in our call too tomorrow. We have sent a draft of the media advisory for her review as well.</p>

s13, s17

Below is a draft agenda reference related to upcoming visit so we are all on same page in terms of how a program could possibly roll out.

s13, s17

s13, s17

Asian Investor Roadshow Mission approved

Name	Jim Hopkins
Task	<input checked="" type="checkbox"/>
Date	09/11/2012
Assigned To	Kevin Tsui
Last Modified Date/Time	24/01/2013 9:40 AM
	<div>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Friday, November 09, 2012 1:41 AM To: Han, Henry -IBD -CHINA -DR Cc: Sen, Shom -ADM; Buttner, Klaus JTST:EX; Ewert-Johns, Marcus -IBD -XD; Tsui, Kevin -BEIJING -MD; Si, Jianye -IBD -CHINA Subject: RE: BC RMB Bond</div> <div>Good news...government has decided to proceed with this project ...I will be in Beijing Dec 10 and will be grateful for your assistance ..</div> <div>Henry ..can we connect by phone tomorrow at 8 am ..plse give me your number? Others are of course welcome</div> <div>Cheers Jim</div> <div>From: Hopkins, Jim FIN:EX Sent: Wednesday, November 7, 2012 2:12 PM To: Han, Henry JTST:EX Cc: Sen, Shom JTST:EX; Buttner, Klaus JTST:EX; Ewert-Johns, Marcus JTST:EX; XT:Tsui, Kevin JTST:IN; Si, Jianye JTST:EX Subject: RE: BC RMB Bond</div> <div>Thanks Henry..it is gratifying to hear of the Consulate’s interest and appreciation of the significance of a BC issue in the offshore RMB market</div> <div>I expect to hear today or tomorrow on government ‘s decision to proceed and of course will advise soonest (and either way)....</div> <div>Cheers Jim</div> <div>From: Han, Henry JTST:EX Sent: Wednesday, November 7, 2012 2:00 PM To: Hopkins, Jim FIN:EX Cc: Sen, Shom JTST:EX; Buttner, Klaus JTST:EX; Ewert-Johns, Marcus JTST:EX; XT:Tsui, Kevin JTST:IN; Si, Jianye JTST:EX Subject: FW: BC RMB Bond</div> <div>Hi Jim, please note that if BC does proceed with the RMB Bond Issue it certainly has the attention of the Chinese Consulate.</div> <div>Please advise if Finance will proceed with this? We can certainly assist in securing key meetings in Beijing for you and/or MDJ if the Minister is available to go.</div> <div>Best, Henry</div> <div>From: Si, Jianye JTST:EX Sent: Wednesday, November 7, 2012 1:56 PM To: Han, Henry JTST:EX Subject: BC RMB Bond</div> <div>Henry,</div> <div>The Chinese CG took it very seriously after we informed them of BC’s initiative of issuing RMB bonds and they circulated the information to Bank of China Vancouver.</div>

s13, s17

Jason

Email - Genesis of a BC Offshore RMB issue strategy

Name	Jim Hopkins
Task	<input checked="" type="checkbox"/>
Date	12/10/2012
Assigned To	Kevin Tsui
Last Modified Date/Time	24/01/2013 9:40 AM
	<p>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Friday, October 12, 2012 1:03 AM To: Tsui, Kevin -BEIJING -MD Subject: Re: E mail address for Chief Economist Krueger</p> <p>Mark called and I will call him at home this pm</p> <p>Thanks Jim</p> <p>From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca] Sent: Thursday, October 11, 2012 08:16 AM To: Hopkins, Jim FIN:EX Subject: RE: E mail address for Chief Economist Krueger</p> <p>Hi Jim,</p> <p>Yes I noticed myself the auto-reply when I sent the email. September. In terms of anyone else knowledgeable in this area it would be Mark Kruger and Bernard Nguyen but Bernard also completed his posting this summer after 3 years. Is there anything more specific you were looking for and I can inquire around on your behalf.</p> <p>Kevin</p> <p>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Thursday, October 11, 2012 11:14 PM To: Tsui, Kevin -BEIJING -MD Subject: RE: E mail address for Chief Economist Krueger</p> <p>Thanks Kevin..I understand that Mark is out of office until December 7...his email says to call Sonja Panday ..I will do so unless you knew of someone else in the Embassy...?</p> <p>Thx Jim</p> <p>From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca] Sent: Thursday, October 11, 2012 7:55 AM To: Hopkins, Jim FIN:EX Cc: Mark.Kruger@international.gc.ca Subject: RE: E mail address for Chief Economist Krueger</p> <p>Hi Jim,</p> <p>Great to hear from you! Please find below Mark's contact details:</p> <p>Mark Kruger</p> <p>Minister Counsellor / Ministre Conseiller Head of Section (Economics and Finance) /Chef de section (Economie et finance) Canadian Embassy / Ambassade du Canada 19 Dongzhimenwai Dajie, Beijing 100600 People's Republic of China / République populaire de Chine tel: (86-10) 5139 4060 / (Mitnet 341-3240) fax: (86-10) 5139 4446/ (Mitnet 341-3911) cell: s22 mark.kruger@international.gc.ca</p> <p>Best regards, Kevin Tsui徐伟伦 Managing Director / Representative Director总经理</p>

s16

International Trade & Investment Office, North China
Government of British Columbia, Canada
加拿大不
国际贸易

Suite 1238, China Resources Building
No. 8 Jianguomenbei Avenue
Dongcheng District, Beijing CHINA 100005
中国北京 8
华润大厦12 1238 100005

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From Canada: s17
Fax 传真: +8610 5811-1899
Cell 手机: s17
Email 电邮: ktsui@britishcolumbia.ca

http://www.britishcolumbia.ca

From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca]
Sent: Thursday, October 11, 2012 10:50 PM
To: Tsui, Kevin -BEIJING -MD
Subject: E mail address for Chief Economist Krueger

Kevin...how are you doing in Beijing..trust your new offices are serving you well

Following up on our discussion with David Mulroney and Mr Krueger , can you pls forward Krueger's email address ..I am wanting to learn more of his take on the offshore RMB capital market

Thanks Jim

Email - More information on BC as potential Offshore RMB Centre

Name	Jim Hopkins
Task	<input checked="" type="checkbox"/>
Date	18/07/2012
Assigned To	Kevin Tsui
Last Modified Date/Time	24/01/2013 9:40 AM
	<p>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Wednesday, July 18, 2012 9:38 PM To: Tsui, Kevin -BEIJING -MD Cc: Sutherland, Aaron FIN:EX Subject: Re: BC as offshore RMB centre</p> <p>Thanks Kevin...this is a thorough piece and again helpful</p> <p>Cheers Jim</p> <p>From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca] Sent: Tuesday, July 17, 2012 10:26 PM To: Hopkins, Jim FIN:EX Cc: Sutherland, Aaron FIN:EX Subject: RE: BC as offshore RMB centre</p> <p>Hi Jim, hope attached contribution helps in your current research/review of the opportunity for BC and Vancouver to position itself as North America's key Offshore Market for RMB. I believe Mark Kruger may have been in the mature stages of his research into this topic and hence his encouragement on your last visit to Beijing.</p> <p>FYI attached report has a wide circulation back in Canada within senior Bank of Canada and Canada's Ministry of Finance circles.</p> <p>Kevin</p> <p>From: Hopkins, Jim FIN:EX [mailto:Jim.Hopkins@gov.bc.ca] Sent: Friday, July 06, 2012 9:43 PM To: Tsui, Kevin -BEIJING -MD Cc: Sutherland, Aaron FIN:EX Subject: RE: BC as offshore RMB centre</p> <p>Thanks Kevin..research continues here..still early yet but will advise and in interim, any intelligence you glean is appreciated</p>
Comments	

Cheers Jim
From: Tsui, Kevin -BEIJING -MD [mailto:ktsui@britishcolumbia.ca]
Sent: Friday, July 6, 2012 6:27 AM
To: Hopkins, Jim FIN:EX
Cc: Sutherland, Aaron FIN:EX
Subject: BC as offshore RMB centre

Hi Jim,

Further to suggestion by Chief Economist Mark Kruger during meeting with Minister Falcon in Beijing I bumped into Mark again recently and told him of our keen interest to explore in earnest the ideas he expressed. Attached is an article he sent regarding Sydney's aspiration to be an offshore yuan market.

We are keen to support with anything related to this possible breakthrough initiative for BC in North America. I suppose our office could assist with preliminary discussions and context as you see fit.

An offshore yuan market in Vancouver would make so much sense given BC and China's growing relationship and it would definitely put BC further on the pacific rim map.

Best regards,
Kevin Tsui徐伟伦
Managing Director / Representative Director总经理
International Trade & Investment Office, North China
Government of British Columbia, Canada
加拿大不
国际贸易

Suite 1238, China Resources Building
No. 8 Jianguomenbei Avenue
Dongcheng District, Beijing CHINA 100005
中国北京 8
华润大厦12 1238 100005

Tel 电话: +8610 5811-1900
From Canada: s17
Fax 传真: +8610 5811-1899
Cell 手机: s17
Email 电邮: ktsui@britishcolumbia.ca

<http://www.britishcolumbia.ca>

From: Mark.Kruger@international.gc.ca [mailto:Mark.Kruger@international.gc.ca]
Sent: Thursday, June 28, 2012 5:57 PM
To: Tsui, Kevin -BEIJING -MD
Subject: Sydney as offshore RMB centre

Kevin,

See attached.

If Sydney can do it, why not Vancouver?

Mark

Campaign Influence

BC RMB Bond Media Roundtable

Contact Name
Contact Role
Responded
Primary Campaign Source ☐

20120612 Minister Kevin Falcon Mission-Beijing

Contact Name
Contact Role
Responded
Primary Campaign Source ☒

Notes & Attachments

CNH Launch - Pin Shang International Proposal Quote
20131022.docx

Type Attachment
Last Modified Annie Zhao
Description
[View file](#)

Stage History

Closed Won

Amount \$0.00
Probability (%) 100%
Expected Revenue \$0.00
Expected Close Date 30/08/2013
Last Modified [Annie Zhao](#), 09/12/2013 9:57 PM

Closed Won

Amount \$0.00
Probability (%) 100%
Expected Revenue \$0.00
Expected Close Date 05/11/2013
Last Modified [Annie Zhao](#), 09/12/2013 9:57 PM

Negotiations

Amount \$0.00
Probability (%) 75%
Expected Revenue \$0.00
Expected Close Date 30/08/2013
Last Modified [Kevin Tsui](#), 15/03/2013 6:36 AM

Negotiations

Amount \$0.00
Probability (%) 75%
Expected Revenue \$0.00
Expected Close Date 14/06/2013
Last Modified [Kevin Tsui](#), 10/12/2012 6:10 AM

Opportunity Field History

11/12/2013 12:15 AM

User [Annie Zhao](#)
Action Changed Describe the Ministry's role.

10/12/2013 6:15 PM

User [Annie Zhao](#)
Action Changed Description.

09/12/2013 9:57 PM

User [Annie Zhao](#)
Action Changed Actual Close Date from 05/11/2013 to 09/12/2013. Changed Expected Close Date from 30/08/2013 to 05/11/2013. Changed Investment Dollar Value from \$100,000,000.00 to \$428,000,000.00. Changed Actual Close Date to 05/11/2013. Changed Probability (%) from 75% to 100%. Changed Stage from Negotiations to Closed Won. Changed Description.

15/03/2013 6:36 AM

User [Kevin Tsui](#)
Action Changed Jobs from 5 to 0. Changed Expected Close Date from 14/06/2013 to 30/08/2013.

10/12/2012 6:10 AM

User [Kevin Tsui](#)
Action Deleted \$0.00 in Sales Dollar Value. Created.

From: Soares, Ramona MIT:EX
To: Baskerville, Shannon MIT:EX; Stewart, Ben MIT:EX; Sen, Shom MIT:EX
Cc: Phelps, Blair GCPE:EX
Subject: FW: MDJ - Minister de Jong - Renminbi bond issuance media coverage
Date: Tuesday, November 5, 2013 6:20:00 PM
Attachments: [Media Scan Europe, Asia, N.America Nov 1-6.docx](#)
Importance: High

FYI.. Great coverage for BC in China.

-----Original Message-----

From: Tsui, Kevin -BEIJING -MD [<mailto:ktsui@britishcolumbia.ca>]
Sent: Tuesday, November 5, 2013 5:29 PM
To: Soares, Ramona MIT:EX; Han, Henry MIT:EX
Cc: Buttner, Klaus MIT:EX; Si, Jianye MIT:EX; XT:Zhao, Annie MIT:IN; XT:Jiao, Joyce MIT:IN
Subject: MDJ - Minister de Jong - Renminbi bond issuance media coverage
Importance: High

FYI below links and attached various media from around the world... Also Minister de Jong made it onto CCTV 1 news last night - CCTV produces its own news broadcasts three times a day and is the country's most powerful and prolific television program producer. Its thirty-minute evening news, Xinwen Lianbo ("CCTV Network News", Chinese:新闻联播), goes on air daily at 7:00 pm Beijing time. All local stations are required to carry CCTV's news broadcast. An internal CCTV survey indicates that nearly 500 million people countrywide regularly watch this program...

Kevin

-----Original Message-----

From: Edwardson, Jamie GCPE:EX [<mailto:Jamie.Edwardson@gov.bc.ca>]
Sent: Wednesday, November 06, 2013 8:38 AM
To: Tsui, Kevin -BEIJING -MD; Zhao, Annie -BEIJING
Subject: FW: FYI - Renminbi media coverage - 05 Nov 13
Importance: High

Some of the media coverage so far!

From: Plummer, Glen GCPE:EX
Sent: November 5, 2013 4:17 PM
To: Menzies, Brian FIN:EX
Cc: Stewart, Janet GCPE:EX; Edwardson, Jamie GCPE:EX
Subject: FYI - Renminbi media coverage - 05 Nov 13 Hi Brian,

Here's the full package of media coverage on the RMB bond issue.

Audio track of Beijing, China, Renminbi presser/media QA on BC Govt Soundcloud:
<http://soundcloud.com/bcgov/minister-de-jong-b-c-renminbi>

CNBC interview: <http://video.cnbc.com/gallery/?play=1&video=3000212954>

We will have more photos available through Flickr tomorrow.

I have attached a Word document that contains all of the media coverage along with URLs linking to the stories (where available). Greg and Kirsten did a great job digging out coverage from Asia and Europe.

Please let me know if there are any other items you need.

Thanks

Glen Plummer
Senior Communications Officer
Government Communications and Public Engagement
250 387-3514

- China Now: http://usa.chinadaily.com.cn/world/2013-11/06/content_17083807.htm
- The Asset: <http://www.theasset.com/article/25465.html#axzz2jnTo842R>
- South China Morning Post: <http://www.scmp.com/business/banking-finance/article/1345612/dim-sum-issues-reflect-diversity>
- IFR Asia: <http://www.ifrasia.com/bonds-bc-largest-triple-a-dim-sum-well-received/21116798.article>
- Reuters: <http://finance.yahoo.com/news/central-banks-snap-dim-sum-085201018.html>
- Financial Times: <http://blogs.ft.com/beyond-brics/author/joshnoble/#axzz2jnKUCU6V>
- EuroWeek: <http://www.euroweek.com/Article/3273898/SSAs-break-new-ground-in-offshore-renminbi.html>
- Globe & Mail: <http://www.theglobeandmail.com/visitor/>
- Wall Street Journal: <http://stream.wsj.com/story/markets/SS-2-5/SS-2-370691/>
- Canadian Business: <http://www.canadianbusiness.com/economy/b-c-to-issue-dim-sum-bonds/>
- Canadian Press: <http://www.theprovince.com/business/raises+428M+through+bond+sale+China+reinvests+Renminbi+market/9127360/story.html>
- Keep: <http://keep.ca/b-c-raises-428m-through-bond-sale-in-china-reinvests-in-renminbi-market>
- USA China Daily: http://usa.chinadaily.com.cn/business/2012-12/11/content_16004349.htm
- CBC: <http://www.cbc.ca/news/business/b-c-to-issue-chinese-denominated-bonds-1.2356019>
- EFinancial News: <http://media.efinancialnews.com/story/2013-11-01/hsbc-british-columbia-renminbi-bond?ea9c8a2de0ee111045601ab04d673622>
- CNBC: <http://video.cnbc.com/gallery/?play=1&video=3000212954>

Europe and Asia Nov. 4 -6

CCTV 1

Haven't found a way to capture Chinese television coverage

Canadian province closes debt issue in HK

Updated: 2013-11-06 01:03 By Chen Jia (China Daily)

http://usa.chinadaily.com.cn/world/2013-11/06/content_17083807.htm

Copyright

British Columbia prices first foreign sovereign issue in CNH market

04 Nov 2013 by The Asset Hong Kong

<http://www.theasset.com/article/25465.html#axzz2jnTo842R>

Copyright

Europe and Asia Nov. 1-2

Dim sum issues reflect diversity

Jasper Moiseiwitsch, South China Morning Post 2 November 2013

<http://www.scmp.com/business/banking-finance/article/1345612/dim-sum-issues-reflect-diversity>

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Page 20

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BC largest triple A Dim Sum well received

1 November 2013 | By Nethelie Wong, IFR Asia

<http://www.ifrasia.com/bonds-bc-largest-triple-a-dim-sum-well-received/21116798.article>

Copyright

Copyright

Central banks snap up dim sum issue from Canada's British Columbia

01-Nov-2013 16:51, Reuters

<http://finance.yahoo.com/news/central-banks-snap-dim-sum-085201018.html>

Copyright

Financial Times - FastFT

<http://blogs.ft.com/beyond-brics/author/joshnoble/#axzz2jnKUCU6V>

Copyright

SSAs break new ground in offshore renminbi

EuroWeek Issue: 1329 - 1 November 2013

<http://www.euroweek.com/Article/3273898/SSAs-break-new-ground-in-offshore-renminbi.html>

Copyright

Page 24 to/à Page 25

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Globe and Mail Online, 01-Nov-2013 14:10

B.C. set to debut dim sum bond By Jacqueline Nelson

<http://www.theglobeandmail.com/visitor/> - not accessible without subscription

Copyright

Copyright

B.C. raises \$428M through bond sale in China, reinvests in Renminbi market

The Canadian Press November 5, 2013 9:13 AM

<http://www.theprovince.com/business/raises+428M+through+bond+sale+China+reinvests+Renminbi+market/9127360/story.html>

Copyright

Investment Bank of the Week: HSBC Richard Partington 01 Nov 2013

<http://media.efinancialnews.com/story/2013-11-01/hsbc-british-columbia-renminbi-bond?ea9c8a2de0ee111045601ab04d673622>

Copyright

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Raft of Asia Bond Issuance Follows Fed Decision - October Saw Highest Corporate Issuance Since May
By Fiona Law Nov. 1, 2013 4:11 a.m. ET <http://stream.wsj.com/story/markets/SS-2-5/SS-2-370691/>
Copyright

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B.C. raises \$428M through bond sale in China, reinvests in Renminbi market

The Canadian Press Nov 4, 2013 09:39:59 PM <http://www.680news.com/2013/11/04/b-c-raises-428m-through-bond-sale-in-china-reinvests-in-renminbi-market/>

Copyright

B.C. raises \$428M through bond sale in China, reinvests in Renminbi marketNews

By: keep | November 5 2013 2:43 <http://keep.ca/b-c-raises-428m-through-bond-sale-in-china-reinvests-in-renminbi-market>

Copyright

British Columbia looking to issue offshore RMB bonds

Updated: 2012-12-11 03:58

http://usa.chinadaily.com.cn/business/2012-12/11/content_16004349.htm

Copyright

Page 31

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Copyright

B.C. to issue 'dim sum' bonds - B.C. bonds priced in yuans.

Feb 19, 2013 Jennifer Kwan

<http://www.canadianbusiness.com/economy/b-c-to-issue-dim-sum-bonds/>

Copyright

Copyright

B.C. to issue Chinese-denominated bonds

Province becomes the first foreign government to sell Renminbi bonds

CBC News Posted: Nov 04, 2013 4:03 PM ET | Last Updated: Nov 04, 2013 5:57 PM ET

<http://www.cbc.ca/news/business/b-c-to-issue-chinese-denominated-bonds-1.2356019>

Copyright

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Samurai Bonds, Kimchi Bonds and Kangaroo Bonds.

BC Update - China bonds - Redford meeting

CP News Tuesday, November 05, 2013

No link

Copyright

De Jong - bond issue

Media Availability Monday, November 04, 2013

By De Jong/Saint-Jacques BC CNH bond offer

<http://video.cnbc.com/gallery/?play=1&video=3000212954>

Copyright

Page 35 to/à Page 43

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Copyright

Copyright

BC China bond sale

CKNW Monday, November 04, 2013, 19:03

Copyright

De Jong - China bond sale

CHNL Tuesday, November 05, 2013, 06:34

Copyright

From: [Si, Jianye MIT:EX](#)
To: [Chen, Christine MIT:EX](#);
cc: [Han, Henry MIT:EX](#); [Zhu, Raymond MIT:EX](#);
Subject: RE: URGENT! - PLEASE SUPPORT - Payment & Contract for CNH Bond Issue
Date: Thursday, December 12, 2013 11:21:20 AM

BEA was approved so the cost should be from this budget.

From: Chen, Christine MIT:EX
Sent: Thursday, December 12, 2013 11:08 AM
To: Si, Jianye MIT:EX
Subject: Fwd: URGENT! - PLEASE SUPPORT - Payment & Contract for CNH Bond Issue

Christine
604.660.8898

Begin forwarded message:

From: "Han, Henry MIT:EX" <Henry.Han@gov.bc.ca>
Date: December 12, 2013 at 10:58:52 AM PST
To: "Gossen, Kelly L MIT:EX" <Kelly.Gossen@gov.bc.ca>
Cc: "Lansdell, Hayden MIT:EX" <Hayden.Lansdell@gov.bc.ca>, "Ewan, Ken MIT:EX" <Ken.Ewan@gov.bc.ca>, "Jordan, Annette MIT:EX" <Annette.Jordan@gov.bc.ca>, "Charchuk, Lynda MIT:EX" <Lynda.Charchuk@gov.bc.ca>, "Chen, Christine MIT:EX" <Christine.Chen@gov.bc.ca>, "Buttner, Klaus MIT:EX" <Klaus.Buttner@gov.bc.ca>, "Zhu, Raymond MIT:EX" <Raymond.Zhu@gov.bc.ca>
Subject: Re: URGENT! - PLEASE SUPPORT - Payment & Contract for CNH Bond Issue

we will JV MOF

On Dec 12, 2013, at 10:17 AM, "Gossen, Kelly L MIT:EX" <Kelly.Gossen@gov.bc.ca> wrote:

Not sure what budget this comes out of?
I have copied everyone as I will be away from the office so will need someone to process it for payment.

Thanks.
Kelly

Kelly Gossen
Mission and Events Officer
Mission and Events, Priority Markets
Ministry of International Trade
Suite 730-999 Canada Place, Vancouver, British
Columbia
Canada V6C 3E1
T: 604660.6815
M ^{s17} | F: 604 775.2137
<image001.jpg>
www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#)
| [YouTube](#)

From: Zhao, Annie -BEIJING [<mailto:azhao@britishcolumbia.ca>]
Sent: Monday, December 9, 2013 9:32 PM
To: Gossen, Kelly L MIT:EX; Hopkins, Jim FIN:EX
Cc: XT:Tsui, Kevin MIT:IN; XT:Jiao, Joyce MIT:IN
Subject: RE: URGENT! - PLEASE SUPPORT - Payment
& Contract for CNH Bond Issue

Hi Kelly and Jim,

Prior to my email below, I would like to send you the invoice of Pin Shang for you to proceed with the payment while having Kelly signing the contract (in two copies)

Many thanks
best

Annie Zhao 赵静
Marketing Manager 市场经理
International Trade and Investment Office 加拿大
不列颠哥伦比亚省国际贸易投资办公室
Representing the Government of British
Columbia in North China 中国北区
Suite 1238, China Resources Building, No. 8
Jianguomenbei Avenue, Dongcheng District,
Beijing

北京市东城区建国门北大街8号华润大厦12层1238室
China, 100005
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M手机 s17 | F传真: +86 10 5811 1899

<image001.jpg>

www.britishcolumbia.ca | [@BCTradeInvest](#) | [Sina Weibo](#)

From: Zhao, Annie -BEIJING
Sent: 2013年12月10日 10:26
To: Gossen, Kelly -IOP -EL (kelly.gossen@gov.bc.ca)
Cc: Tsui, Kevin -BEIJING -MD; Hopkins, Jim FIN:EX (jim.hopkins@gov.bc.ca)
Subject: FW: URGENT! - PLEASE SUPPORT -
Payment & Contract for CNH Bond Issue
Importance: High

Dear Kelly,

I am the marketing manager at BC Trade & Investment Office in Beijing. As you might know, we provided media support to Ministry of Finance in early November for the press conference in Beijing regarding BC issue RMB CNH Bond news and this was conducted via Pin Shang, our contracted PR firm.

In order to support the overseas payment-receiving process, Pin Shang will need a contract signed by both parties, and after discussion between Kevin and Jim, the conclusion is that Pin Shang will draft the contract and we will get your support of signing it. - Attached is the contract and please kindly help us print two copies, have your signature on both copies and send them back to my attention (because we did had experience in the past of contract getting lost on their way to our vendors,

therefore now we want all the contracts sending to our office) -- After signing, please kindly send me the scanned document of the signature page as well.

Since this payment has been pending for quite some time due to our busy schedule in November, therefore I would be appreciated if you could kindly help us process at your earliest convenience. I will ask Pin Shang to send in the electronic version of the invoice (payment requisition) today or tomorrow.

My address can be found in the signature below.
Many thanks

Annie Zhao 赵静
Marketing Manager 市场经理
International Trade and Investment Office 加拿大
不列颠哥伦比亚省国际贸易投资办公室
Representing the Government of British
Columbia in North China 中国北区
Suite 1238, China Resources Building, No. 8
Jianguomenbei Avenue, Dongcheng District,
Beijing
北京市东城区建国门北大街8号华润大厦12层1238室
China, 100005
T电话: +86 10 5811 1904
M手机: s17 | F传真: +86 10 5811
1899

<image001.jpg>

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From: cindy@psiv.com.cn [<mailto:cindy@psiv.com.cn>]
Sent: 2013年11月14日 11:18
To: Zhao, Annie -BEIJING
Cc: Tsui, Kevin -BEIJING -MD

Subject: 答复: Payment & Contract for CNH Bond Issue

Hi Annie,

Please kindly review the contract for RMB bond mission.
If any question, please let us know.

Best,
Cindy

发件人: Zhao, Annie -BEIJING [<mailto:azhao@britishcolumbia.ca>]

发送时间: 2013年11月13日 16:16

收件人: cindy (cindy@psiv.com.cn)

抄送: Tsui, Kevin -BEIJING -MD

主题: Payment & Contract for CNH Bond Issue

重要性: 高

Hi Cindy,

Regarding payment for media support + equipment rental for the CNH Bond issue press conference, we have discussed with our HQ and confirmed that the fund will be paid by HQ directly, therefore, please kindly send us the electronic version of the Media Service contract that you drafted, in English, including both the media services fee and the RMB 5000 (converted into CAD) , and send us the electronic version and we will forward it to our HQ for printing and delivery back to us for your signature.

Please use below info as Party A in your contract:

Kelly Gossen
Mission and Events Officer
Mission and Events, Priority Markets
Ministry of International Trade
Suite 730-999 Canada Place, Vancouver, British
Columbia
Canada V6C 3E1

T: 604660.6815

M: s17 | F: 604 775.2137

Best
Annie

Annie Zhao 赵静

Marketing Manager 市场经理

International Trade and Investment Office 加拿大

不列颠哥伦比亚省国际贸易投资办公室

Representing the Government of British

Columbia in North China 中国北区

Suite 1238, China Resources Building, No. 8

Jianguomenbei Avenue, Dongcheng District,

Beijing

北京市东城区建国门北大街8号华润大厦12层1238室

China, 100005

T电话: +86 10 5811 1904

M手机: s17 | F传真: +86 10 5811
1899

<image001.jpg>

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<Requisition For Payment- R M B Bond
Mission2013.docx>

From: Gossen, Kelly L MIT:EX
To: Han, Henry MIT:EX; Lansdell, Hayden MIT:EX;
cc: Ewan, Ken MIT:EX; Jordan, Annette MIT:EX; Charchuk, Lynda MIT:EX;
Chen, Christine MIT:EX;
Subject: FW: URGENT! - PLEASE SUPPORT - Payment & Contract for CNH Bond Issue
Date: Thursday, December 12, 2013 10:17:29 AM
Attachments: Requisition For Payment-●●●Bond Mission2013.docx

Not sure what budget this comes out of ?
I have copied everyone as I will be away from the office so will need someone to process it for payment.

Thanks.

Kelly

Kelly Gossen
Mission and Events Officer
Mission and Events, Priority Markets
Ministry of International Trade
Suite 730-999 Canada Place, Vancouver, British Columbia
Canada V6C 3E1
T: 604660.6815
M: s17 | F: 604 775.2137



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From: Zhao, Annie -BEIJING [mailto:azhao@britishcolumbia.ca]
Sent: Monday, December 9, 2013 9:32 PM
To: Gossen, Kelly L MIT:EX; Hopkins, Jim FIN:EX
Cc: XT:Tsui, Kevin MIT:IN; XT:Jiao, Joyce MIT:IN
Subject: RE: URGENT! - PLEASE SUPPORT - Payment & Contract for CNH Bond Issue

Hi Kelly and Jim,

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Many thanks
best

Annie Zhao 赵静

Marketing Manager 市场经理

International Trade and Investment Office 加拿大不列颠哥伦比亚省国际贸易
投资办公室

Representing the Government of British Columbia in North China 中国北
区

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Dongcheng District, Beijing

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China, 100005

T电话: +86 10 5811 1904

M手机: s17 | F传真: +86 10 5811 1899



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From: Zhao, Annie -BEIJING

Sent: 2013年12月10日 10:26

To: Gossen, Kelly -IOP -EL (kelly.gossen@gov.bc.ca)

Cc: Tsui, Kevin -BEIJING -MD; Hopkins, Jim FIN:EX (jim.hopkins@gov.bc.ca)

Subject: FW: URGENT! - PLEASE SUPPORT - Payment & Contract for CNH Bond Issue

Importance: High

Dear Kelly,

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attention (because we did had experience in the past of contract getting lost on their way to our vendors, therefore now we want all the contracts sending to our office) -- After signing, please kindly send me the scanned document of the signature page as well.

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My address can be found in the signature below.

Many thanks

Annie Zhao 赵静

Marketing Manager 市场经理

International Trade and Investment Office 加拿大不列颠哥伦比亚省国际贸易投资办公室

Representing the Government of British Columbia in North China 中国北区

Suite 1238, China Resources Building, No. 8 Jianguomenbei Avenue, Dongcheng District, Beijing

北京市东城区建国门北大街8号华润大厦12层1238室

China, 100005

T电话: +86 10 5811 1904

M手机

s17

| F传真: +86 10 5811 1899



www.britishcolumbia.ca | [@BCTradeInvest](#) | [Sina Weibo](#)

From: cindy@psiv.com.cn [<mailto:cindy@psiv.com.cn>]

Sent: 2013年11月14日 11:18

To: Zhao, Annie -BEIJING

Cc: Tsui, Kevin -BEIJING -MD

Subject: 答复: Payment & Contract for CNH Bond Issue

Hi Annie,

Please kindly review the contract for RMB bond mission. If any question, please let us know.

Best,
Cindy

发件人: Zhao, Annie -BEIJING [<mailto:azhao@britishcolumbia.ca>]

发送时间: 2013年11月13日 16:16

收件人: cindy (cindy@psiv.com.cn)

抄送: Tsui, Kevin -BEIJING -MD

主题: Payment & Contract for CNH Bond Issue

重要性: 高

Hi Cindy,

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Please use below info as Party A in your contract:

Kelly Gossen

Mission and Events Officer

Mission and Events, Priority Markets

Ministry of International Trade

Suite 730-999 Canada Place, Vancouver, British Columbia

Canada V6C 3E1

T: 604660.6815

M: s17 | F: 604 775.2137

Best
Annie

Annie Zhao 赵静

Marketing Manager 市场经理

International Trade and Investment Office 加拿大不列颠哥伦比亚省国际贸易
投资办公室

Representing the Government of British Columbia in North China 中国北
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Suite 1238, China Resources Building, No. 8 Jianguomenbei Avenue,
Dongcheng District, Beijing

北京市东城区建国门北大街8号华润大厦12层1238室
China, 100005

T电话: +86 10 5811 1904

M手机:

s17

| F传真: +86 10 5811 1899



www.britishcolumbia.ca | [@BCTradeInvest](#) | [Sina Weibo](#)

Requisition For Payment

(1) Company(公司名称): Pin-Shang International Consulting (Beijing) Ltd

(2) Company Address(公司地址): 1101 suite, Xinhualian Peal Plaza building 2, Jiuxianqiao Road, Chaoyang, Beijing, PRC

(3) The date of the statement: 2013/12/10

(4) The Services for following fees are claimed have been completed:

(5) Schedule of Services delivered

Total cost for Media Services: RMB RMB 180, 176.00 (equal to CAD 30,642.20, according to 1 CAD = 5.88 RMB)

Media Services included:

- Program 1: CNBC TV Interview
- Program 2: Press Conference
- Program 3: TV Interview
- Program 4: Focus Group Interview
- Equipment rental

(6) , Tax Fee: 2206.80 Canadian dollar included above

(7) , Contract Name:

(8) , Contract number:

(9) , The Contract between:

Pin-Shang International Consulting (Beijing) Ltd. and HER MAJESTY THE
QUEEN IN RIGHT OF THE PROVINCE OF BRITISH COLUMBIA, as
represented by the Minister of Finance (the "Province")

(10) Contract Date:

(11) Account Name(账户名称) : Pin-Shang International Consulting (Beijing) Limited Company
品尚国际企业管理（北京）有限公司

Bank Account(银行账号) s22

Beneficiary's Banker(开户行名称) s22

**Swift Code s22

**Bank address: s22

201311 Minister De Jong Mission to Beijing

Mandatory Fields

To Create Campaign	Campaign Name, Type, Status, Start Date, End Date, Location City, Location Country, Description	Completed Status	Sector, Market, Office, Program Overview, Rationale, Results, Would you Repeat This Campaign
		Did Not Proceed Status	Sector, Results

Campaign Details

Campaign Manager	Kevin Tsui	Status	Completed
Campaign Name	201311 Minister De Jong Mission to Beijing	Start Date	02/11/2013
Campaign Record Type	Mission or Executive Visit	End Date	08/11/2013
Parent Campaign			
Type	Outbound Mission from BC		

Campaign Sector, Market, Office and Location

Sector	Government	Location City	Beijing
Sub-Sector		Location State/Province	Beijing
Market	Greater China	Location Country	China
Office	Beijing		

Description Information

Description	BC government issued Bond in Chinese currency, Renminbi (CNH) Bondon Nov. 1st,2013, with press release taking place in Beijing on Nov. 5th, during which the news was announced by Minister de Jong, Minister of Finance. The issue of the one-year-term bond priced at 2.25 per cent raised 2.5 billion RMB, or about \$428 million Canadian (1CAD : 5.8411 RMB), is the largest CNH bond by a foreign issuer to date. The Province immediately reinvested the proceeds in a matching and secure CNH investment, resulting in a positive return and protecting against foreign exchange risk.
Rationale	Issuing RMB-denominated bonds is a statement of confidence by British Columbia in the importance and global emergence of China's Renminbi, and reflects the provincial government's desire to promote stronger relations between China, B.C., and Canada. Internationalization of the RMB also opens new business opportunities for financial institutions in B.C. in trade finance and wealth management, as well as further development of the province's international financial center
Program Overview	Oct. 28 -Nov. 8 Beijing

Planned Campaign Costs

BEA Budget	BEA Number
RESP.Centre	TIR Budget
	Partner Budget \$0
	Total Budget \$0

Expected Outcomes

Campaign Members Invited	Matches
BC Companies Attending	Opportunities
Foreign Companies Attending	

Results

Results	Beijing TIR provided full support for Media exposure, including the Media Roundtable in Dec. 2012 when ADM Jim Hopkins came to China promoting the idea that BC will issue the RMB CNH Bond, as well as media inquiries management after the
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event, to the full arrangement of Press Conference of the CNH Bond Issue hosted by Minister de Jong in Beijing, including both media support and event management and all the logistics related.

Beijing TIR also provided support in getting meetings of Minister de Jong with major Chinese banks, such as Bank of China, Agriculture Bank of China, China Development Bank, People's Bank of China, China Investment Corporation, during Minister de Jong's stay in Beijing for the RMB Bond Mission.

Would you repeat this campaign? Yes

Actual Campaign Costs

BEA Actual Cost

Actual Outcomes

Total BC Companies Attended	Num Total Opportunities	0
Total Non BC Canada Companies Attended	Num Won Opportunities	0
Total Foreign Companies Attended	Total Responses	0
Total Matches		

Actual Outcome Percentages

Hierarchy Information

Total BC Companies Attend in Hierarchy	0	Total Opportunities in Hierarchy	0
Total Foreign Companies Attend in Hierar	0	Total Won Opportunities in Hierarchy	0
		Total BEA Budget in Hierarchy	\$0
		Total BEA Actual Cost in Hierarchy	\$0

System Information

Created By Kevin Tsui, 08/11/2013 12:34 AM Last Modified By Gerry Zhao, 15/12/2013 7:41 PM

Campaign Hierarchy

201311 Minister De Jong Mission to Beijing

Prospects	0
Converted Prospects	0
Contacts	0
Opportunities	0
Won Opportunities	0
Responses	0
Num Sent	0
BEA Budget	
BEA Actual Cost	

From: [Si, Jianye MIT:EX](#)
To: [Han, Henry MIT:EX;](#)
cc: [Chen, Christine MIT:EX;](#) [Zhu, Raymond MIT:EX;](#)
Subject: RE: CLIFF 12617 Intro meeting with Consul General Ms. Liu Fei
Date: Monday, January 6, 2014 2:30:45 PM
Attachments: [DM Baskerville Meeting with CG LIU Fei.docx](#)
[Bio of LIU Fei.docx](#)
[China Market Overview.docx](#)

Hi Henry,

Please review the attached draft MN.

Thanks,

Jason

From: Zhu, Raymond MIT:EX
Sent: Friday, January 3, 2014 3:51 PM
To: Si, Jianye MIT:EX
Cc: Chen, Christine MIT:EX; Han, Henry MIT:EX
Subject: FW: CLIFF 12617 Intro meeting with Consul General Ms. Liu Fei

Hi Jason,

Please draft the meeting note.

Thanks,

Raymond

Raymond Zhu

*Senior Manager, Greater China
International Market Development Branch
Ministry of International Trade
Province of British Columbia
288 - 800 Hornby Street, Vancouver, BC V6Z 2C5
[Tel:+1-604-660-5912](tel:+1-604-660-5912) [Fax:+1-604-660-2251](tel:+1-604-660-2251)*

Cell: s17

Email: raymond.zhu@gov.bc.ca

www.britishcolumbia.ca

From: Buchanan, Eric MIT:EX
Sent: Friday, January 3, 2014 3:45 PM
To: Zhu, Raymond MIT:EX
Cc: Yap, Joyce MIT:EX; Chen, Christine MIT:EX; Irwin, Paul MIT:EX; Wilding, Heather MIT:EX; Curll, Jennifer MIT:EX
Subject: CLIFF 12617 Intro meeting with Consul General Ms. Liu Fei

Hi Raymond,

Could you prepare a meeting note for DM Baskerville meeting with Consul General of China Ms. Lui Fei? Please have the note ready for ADMO review by Friday Jan 10th.

Thank you,

Eric Buchanan
Adminstrative Assistant | Office of the Assistant Deputy Minister
International Trade & Investment Attraction Division | Ministry of International Trade

From: Buchanan, Eric MIT:EX
Sent: Thursday, January 2, 2014 11:33 AM
To: Whitford, Kelly M MIT:EX; Bubrick, Elaine MIT:EX
Subject: RE: DM Intro meeting with Consul General Ms. Liu Fei

CLIFF 12617

Eric Buchanan
Adminstrative Assistant | Office of the Assistant Deputy Minister
International Trade & Investment Attraction Division | Ministry of International Trade

From: Whitford, Kelly M MIT:EX
Sent: Friday, December 27, 2013 1:38 PM
To: Soares, Ramona MIT:EX; Bubrick, Elaine MIT:EX; Buchanan, Eric MIT:EX
Cc: Smollett, Debbie MIT:EX
Subject: DM Intro meeting with Consul General Ms. Liu Fei

Hi Ramona – this is now set up for January 16th at 10:30am. Please let me know if you will attend as well. I'm not sure how these meetings have been taking place. Also, please provide general background info as you seen required.

Elaine – let's track as due in DMO on Monday, January 13th. Eric – if you can create the cliff referral that would be appreciated.

Thank you!

From: Whitford, Kelly M MIT:EX
Sent: Friday, December 27, 2013 1:29 PM
To: 'Economic and Commercial Section of Chinese Consulate General in Vancouver'
Subject: RE: Reply to your meeting appointment with Consul General Ms.Liu Fei

Thank you, that will work! I'll add it to DM Baskerville's schedule. Please contact me should there be any changes.

Kelly

Kelly Whitford, A/Senior Executive Assistant
Office of the Deputy Minister
Ministry of International Trade and Minister Responsible
for Asia Pacific Strategy and Multiculturalism
PO Box 9855, Stn Prov Govt
Victoria, BC V8W 9T5
Telephone: (250) 952-0242
Website: www.gov.bc.ca/mit

From: Economic and Commercial Section of Chinese Consulate General in Vancouver [<mailto:mofcomvancouver@gmail.com>]
Sent: Tuesday, December 24, 2013 3:49 PM
To: Whitford, Kelly M MIT:EX
Cc: mofcomvancouver@gmail.com
Subject: Re: Reply to your meeting appointment with Consul General Ms.Liu Fei

Hi Kelly,
Consul General Ms.Liu Fei is glad to meet Deputy Minister Baskerville at the office (3380 Granville Street,Vancouver) at 10:30am Jan 16th. Does the time work for Minister?
Thank you and Merry Christmas.

Feng Zhu
Commercial Consul
Consulate General of P.R.China in Vancouver
Tel:604-731-6338
Fax:604-736-4343

发件人: Whitford, Kelly M MIT:EX [<mailto:Kelly.Whitford@gov.bc.ca>]
发送时间: 2013年12月23日 15:05
收件人: 'mofcomvancouver@gmail.com'
主题: FW: Reply to your meeting appointment with Consul General Ms.Liu Fei

Hi Feng – Deputy Minister Baskerville may be able to be in Vancouver the morning of January 16th. If that doesn't work, please provide some dates that work the week of January 20th.

All the best,

Kelly

Kelly Whitford, A/Senior Executive Assistant
Office of the Deputy Minister
Ministry of International Trade and Minister Responsible
for Asia Pacific Strategy and Multiculturalism
PO Box 9855, Stn Prov Govt
Victoria, BC V8W 9T5
Telephone: (250) 952-0242
Website: www.gov.bc.ca/mit

From: Economic and Commercial Section of Chinese Consulate General in Vancouver [<mailto:mofcomvancouver@gmail.com>]
Sent: Tuesday, December 10, 2013 5:04 PM
To: Deputy Minister MIT:EX
Cc: Whitford, Kelly M MIT:EX; mofcomvancouver@gmail.com
Subject: Reply to your meeting appointment with Consul General Ms.Liu Fei

Dear Deputy Minister Shannon Baskerville,
Ms.Liu Fei, Consul General of Chinese Consulate General

s22 She reviewed your email of meeting appointment dated on Oct 5 and asked me to forward her sincere apology to you for her late reply. She is so glad to meet you in the near future to strenthenn better understanding and bilateral collaboration, especially after your successful visit to China with Premier. Will you be available to visit our office at one of the following time: 4:00pm Dec 12, 10:00am or 4:00pm Dec 13, or the early days of next week(10:00am or 4:00pm). Besides, would you please introduce the main topics you want to discuss before we set up the meeting. Thank you so much.

Looking forward to hearing from you.

Sincerely,

Feng Zhu
Commercial Consul
Consulate General of P.R.China in Vancouver
Tel:604-731-6338
Fax:604-736-4343

MINISTRY OF INTERNATIONAL TRADE AND
MINISTER RESPONSIBLE FOR THE
ASIA PACIFIC STRATEGY AND MULTICULTURALISM

MEETING NOTE

Cliff #:12617

Date: January 6th, 2014

PREPARED FOR: Deputy Minister Shannon Baskerville

DATE AND TIME OF MEETING: 10:30 am January 16th, 2014 at the Chinese Consulate General in Vancouver (3380 Granville Street, Vancouver)

ATTENDEES:

Deputy Minister Shannon Baskerville
Consul General LIU Fei, Chinese Consulate General in Vancouver
Consul ZHU Feng, Economic & Commercial Office, Chinese Consulate General in Vancouver

ISSUE(S): Meeting with Consul General LIU Fei to strengthen the bilateral economic relation between British Columbia and China.

BACKGROUND:

- On December 5, 2011, Consul-General LIU Fei replaced Consul General LIANG Shugen. LIU Fei, 57, is a former Chinese ambassador to the Pacific nation of Micronesia and was China's first Consul-General to Brisbane.
- China is B.C.'s second largest trade partner. In 2012, B.C.'s exports to China reached \$5.8 billion, an increase of 17 per cent over 2011 – and a 508 per cent increase since 2001. Top exports include: \$1.39 billion in coal and solid fuel, \$1.28 billion in chemical wood pulp, \$1.08 billion in lumber.
- In recent years, Chinese companies have sought to buy into Canada's resource sector, especially mining and energy, in a bid to lock in future supplies of oil and key metals. Recent examples in BC include: July 2009 - US\$1.5 billion (approximately CAD\$1.74 billion) investment by China Investment Corporation to purchase 20% of Vancouver-based zinc, copper and coal miner Teck Resources; and October 2009 US\$500 million investment by China Investment Corporation in Vancouver-based SouthGobi Energy.
- Premier Christy Clark and Minister Teresa Wat led a successful trade mission to China in late November to promote trade and investment relations between British Columbia and China, with a focus on advancing liquefied natural gas (LNG) development opportunities in British Columbia. A number of important MOUs were signed between B.C. and Chinese organizations during the mission.

- On October 30th the Government of B.C. successfully launched an RMB Bond of 2.5 billion (CAD420 million) into the offshore RMB (CNH) market and has received an excellent reception. B.C. is the first foreign government to issue bonds into the CHN market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.
- Minister Mike de Jong was in Beijing early November holding a press conference and meeting with key Chinese government representatives, investment and business executives to discuss how the internationalization of the RMB and B.C.'s participation in the market could benefit financial and economic ties between China and British Columbia.

DISCUSSION:

- China's population, growing economy, and rapid development, along with strong personal, family and business ties between British Columbia and China, make China a priority market for B.C.
- The rich resources of LNG and various mines and minerals make B.C. one of the top attractive investment destinations for Chinese investors, especially large State Owned Enterprises such as Sinopec, PetroChina, CNOOC and Minmetals. There is significant potential for these big energy and mining players to set up their North American headquarters in B.C.
- British Columbia has established four trade and investment offices in China: Beijing, Shanghai, Guangzhou and Hong Kong. The number of staff in these offices has doubled in the past two years with now 25 people on the ground.
- In addition to direct flights by Air China and China Eastern Airlines, China Southern Airlines launched direct flights from Guangzhou to Vancouver on June 15, 2011. Sichuan Airlines began direct flights between Chengdu and Vancouver on June 22, 2012. There are now 75 weekly flights between Vancouver International Airport and Greater China (including Hong Kong), the most of any airport in North America.
- Major recent in-market activities include:
 - China Fisheries and Seafood Expo (November 5-8, 2013 in Dalian) - B.C. had a significant presence at the show with a B.C. pavilion and a B.C. seafood delegation of 13 companies;
 - China Mining (November 2-5, 2013 in Tianjin) & Canada China Minerals Investment Forums (in Beijing & Shanghai on November 7 & 12, 2013) - B.C. had a significant presence at the show with a B.C. pavilion and a B.C. mining delegation of 10 companies; and
 - China High Tech Fair (November 16-21 in Shenzhen) - B.C. had a significant presence at the show with a B.C. pavilion and a B.C. delegation of 8 companies.

SUGGESTED RESPONSE/KEY MESSAGING:

- Indicate B.C.'s appreciation for Consul LIU and her team's efforts to strengthen the business relationship between B.C. and China.
- Re-affirm British Columbia's longstanding productive and respectful relationship with China, and reiterate the value BC places on our relationship with China, and point to ongoing cooperation in fields such as education, commerce and twinning. BC has only two sister province relationships, and one of them is with Guangdong Province.
- Inform Consul LIU of the significant outcomes from the successful trade mission to China led by Premier Clark and Minister Teresa Wat and seek Consul LIU's advice and support on further actions.
- The British Columbia Government encourages more Chinese entrepreneurs to invest in B.C. Through the B.C. government's Jobs Plan, we are maximizing our potential as a location for foreign investment, company attraction and as a North American hub for trade, business and cultural exchange.

ATTACHMENTS: 1. Biography of Consul LIU Fei
2. China Fact Sheet

Prepared by: Jason Si, Senior Manager, ITIA
Telephone: 604-660-5911 (office) ; s17 (cell)

Reviewed by			
Dir:	ED:	ADM:	DM:

Attachment 2 – Biography of Consul General LIU Fei

s22

China

PRIORITY MARKET OVERVIEW

GDP: \$8.26 trillion (2012 est.)

GDP growth rates:

- 7.5% (projected 2013)
- 7.8% in 2012
- 9.3% in 2011



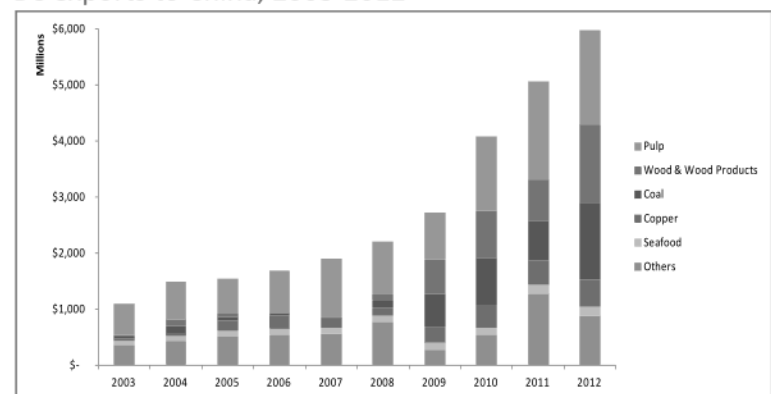
MARKET HIGHLIGHTS

- World's second-largest economy, most populous country, and largest exporter of goods; is on track to overtake the US as the world's largest economy by 2020
- Rapidly developing cities (especially 2nd tier cities), which will account for 28% of global growth to 2025
- Total Chinese outbound investment rose to \$77.2 billion in 2012
- A record 25,245 study permits to Canada from applicants from China were approved in 2012, representing an increase of 235 percent since 2004
- Government is expected to invest over \$500 billion over the current five-year plan to protect the environment and implement pollution control measures
- Expected to become the world's largest importer of agricultural and food products over next two decades (imported \$74 billion worth of agri-food products in 2010)
- Biggest-spending travel market in the world (spent \$102 billion in 2012)

BC EXPORTS TO CHINA

- BC's 2nd largest trading partner, receiving 18.4% of BC's commodity exports
- Value of BC's exports to China has risen by over 500% over last decade to over \$5B
- Fastest-growing market for BC natural resources (coal exports from BC almost doubled last year, forest products jumped 60% between 2010 and 2012)
- \$5.7B in 2012, +19.8% vs 2011 (lumber \$1.1B, coal \$1.4B, pulp \$1.6B)
- \$4.8B in 2011, +25.1% vs 2010 (lumber \$1.1B, coal \$800 million, pulp \$1.7B)

BC exports to China, 2003-2012



Top 5 commodities:

- Pulp, coal, lumber, copper, logs.

Trade agreements: Canada-China Foreign Investment Promotion and Protection Agreement (FIPA) signed in September 2012. Ratification is underway.

BC REPRESENTATION IN-MARKET

- > **China team costs** (25 staff)
 - Contract value \$4,104,415
- > **TIR presence**
 - Beijing
 - Shanghai
 - Guangzhou
 - Hong Kong
- > **Other BC Offices**
 - Forestry Innovation Investment
 - Shanghai
 - Beijing
 - Destination BC
 - Beijing

KEY TARGET SECTORS

MIT's efforts in-market currently focus on the following sectors:

- Forestry
- Mining
- International Education
- Technology
 - ICT
 - Creative Industries
 - Clean Technology
 - Aerospace
- Agrifood

SUCCESS STORIES FACILITATED BY BC MINISTRY OF INTERNATIONAL TRADE

- Beijing Xinhaiyou Trading Company, a subsidiary of Fujian Hong Yi Food Stuff Co. Ltd., recently closed an investment in glacial bottled water supplier Pacific Water International.
- BC cherry growers shipped over 60 40-foot containers of fruits from the Okanagan and Kootenay regions to Hong Kong in August and September last year, following site visits to the regions by Chinese buyers. The sales brought \$7.92 million to BC's agricultural producers.
- In the second quarter of last fiscal year, Xiamen C&D Corporation Limited purchased 150,000 cubic metres of SPF softwood lumber from BC manufacturers, sales worth \$30 million. Xiamen C&D Corporation Limited is the largest trading company in Fujian province, ranked the 119th among China's Top 500 Enterprises.
- Agricultural Bank of China, ranked 10th on The Banker's list of the world's 1,000 strongest banks (in terms of tier-1 capital) and with more than \$1.8 trillion in assets, opened an office in Vancouver in July 2012.
- PetroChina Limited, in partnership with other global energy leaders Shell Canada Limited, Korea Gas Corporation (KOGAS), and Mitsubishi Corporation, announced in May 2012 that they will be jointly developing an LNG export facility near Kitimat. Two LNG processing units are proposed, each with the capacity to produce six million tonnes of LNG annually. The investment is estimated to be in excess of \$12 billion US. Shell will hold a 40 per cent interest in the project, named LNG Canada, while PetroChina and the other two Asian partners will each have a 20 per cent stake.