

**Minister Teresa Wat  
Jobs and Trade Mission 2013  
Issues for Discussion / Resolution  
October 30, 2013**

**1. Business Delegation**

- An information and intake form for potential Minister Wat Trade Mission delegates has been prepared. These documents can be provided to individuals who have expressed interest in participating in the Minister's mission program.
- The Ministry has received word that YVR CEO Craig Richmond may attend the Shanghai and Guangzhou portions of the Minister's programs. A meeting in Shanghai with China Eastern President Xu Lun Ma is being pursued to support YVR business goals.

**2. Beijing Program**

- Minister to advise on potential corporate calls for Saturday, November 23 prior to and following Forbidden city announcement.

**3. Tianjin Program**

- Dr. Peter Wong has provided a summary program and contact information for the planned Tianjin program. Dr. Wong is still awaiting confirmation of the Tianjin Vice Mayor meeting and the University speech.

s17, s21

**4. Xinjiang Program**

- Rosy Shang confirmed that the proposed timing for the Xinjiang visit will work for Tianshan company officials.

s17, s21

s17, s21

**5. CUHK Gala Dinner**

- The BCTIR Hong Kong has secured tickets for Minister Wat to attend the anniversary dinner. The Minister will be accompanied by Consul General Ian Burchett and BCTIR Brian Brown. An additional ticket has been secured for

s22

## **Jobs and Trade Mission 2013**

**Minister Wat**

### **KEY ANNOUNCEMENTS / SIGNINGS**

s13



### **Key components of PCC Mission:**

This mission will see PCC engage with more senior government and company executives than on previous missions. It will also explore opportunities to engage in activities beyond the trade and investment sphere, recognizing the importance of the long standing cultural connections BC shares with China. This is to date, the most cost effective trade mission given the innovative sponsorship component. The mission is also leveraging the relationships established through prior missions; evidenced in the immediate response PCC has received for invitations to meet with senior government officials and business leaders. There are more meeting requests in the schedule than the Premier can accommodate.

### **Highlights:**

- This mission puts PCC into new territory (Western China), a first for a BC Premier. This is important as:
  - many national and sub-national jurisdictions are aggressively looking to penetrate Western China and most recently Alberta and Ontario have established a representative in Chongqing;
  - coastal regions of China have become mature both with respect to infrastructure and industry, manufacturing and other labor/cost intensive industries that initially opened in key cities such as Beijing/Shanghai/Guangzhou are now being relocated into Western China to take advantage of the low cost operations; and
  - this region is maturing and growing at a significant rate, similar to the growth of the coastal cities at the start of the millennium.
- Sponsorships for all in-market events are now at 100% and will positively impact the final costing.
- The mission will be advancing LNG and opening new markets in Greater China.
- We have a much larger and stronger business delegations accompanying the Premier to Seoul and Tokyo (over 60 delegates at this time, likely to grow further- as opposed to about 40 in 2012 mission).
- Similarly, we have received very strong expressions of interest in meeting with the Premier by key Japanese and Korean investors - and interested investors - in BC's natural gas resources. As an illustration, we were able to confirm all of the Premier's corporate meetings with Japanese and Korean LNG proponents within days (and all are willing to come to the Premier's hotel to meet).
- This same level of interest in the Premier's visit is being demonstrated at the government level with meetings expected with the Ministers of industry in both Japan and Korea.

### **Solid Cultural Component**

- Forbidden City Announcement – First time artifacts from the Forbidden City will be on display outside of China. Vancouver Art Gallery will have the artifacts on display as well as the Royal Ontario Museum
- Speech at Tsinghua University – China's pre-eminent university. Located in Beijing Premier Clark will deliver an address to over 3,000 students often reserved for senior

statesman such as Former US President Clinton and current US President Obama. This is a tremendous opportunity to market and brand BC to the future government and business leaders of China.

### **Key Deliverables:**

#### **In China:**

- Premier Clark will meet with Senior Officials from Sichuan Province and Chongqing City and witness MOU's between MIT and the Ministry's counterparts in these two jurisdictions to establish a working relationship to advance our bilateral trade and investment interests. For example, meetings are scheduled with:
  - Chairman Bank of China (Ranked as one of the top 10 Banks globally);
  - Chairman - Agricultural Bank of China (Ranked as one of the top 10 Banks globally) Also an announcement to follow from Bank of China on moving their trade finance operations from Toronto to Vancouver;
  - CEO Sinopec;
  - Chairman or CEO China National Offshore Oil Cooperation (CNOOC);
  - Vice Chairmen of the National Development and Reform Commission;
  - Senior EVP's from Petro China during PCC's visit to Rudong Re-gasification Terminal;
  -
- Governor of Sichuan Province (Sichuan Airlines recently launched direct air service to Vancouver).

s16

#### **In Korea**

- Announcement that world's leading electronics giant Samsung Electronics has chosen British Columbia for the establishment of its latest R&D centre
- Signing of a new three-year action plan with BC's sister province, Gyeonggi to advance trade and investment ties in digital media, clean tech, agrifood and other sectors
- Signing of a partnership agreement between UBC and KOGAS on innovation around clean energy technology, including hydrogen and fuel cell and natural gas liquefaction
- Presentation of a BC-Canada-Korea Natural Gas Forum, bringing together over 120 of Korea's leading energy companies to present progress on BC's natural gas resources development strategy
- Corporate lunch and friends of BC reception will reach out to over 300 key Korean industry, government and academic stakeholders with key ties to British Columbia

#### **In Japan**

- British Columbia will be signing an agreement on energy cooperation with the Japanese government's central planning agency, the Ministry of Economy Trade and Industry

- Premier will meet with all LNG proponents including: Mitsubishi, Mitsui, Japex, Inpex, Idemitsu and JOGMEC - collectively representing billions of dollars of investment in LNG development
- The Premier will meet with the Her Imperial Highness, Princess Takamado of Japan, recognized as a great honour in Japan, and in recognition of BC's strong cultural ties with Japan
- A number of LNG-related MOUs and announcements are currently being finalized which will further underscore the theme and positive outcomes of the mission

## **MTW Mission:**

### **Key Components:**

- Most comprehensive and intensive mission to China undertaken by any Minister to date. 14 days spent travelling to 9 cities. (Beijing, Chengdu, Chongqing, Rudong, Shanghai, Tianjin, Urumqi, Guangzhou, and Hong Kong)
- First time a MIT Minister or any Provincial Official will have visited Urumqi.

s16

- Minister Wat's mission is focussed on securing the opening of Asian head offices in BC, witnessing and or signing key corporate and government agreements, market and brand the mandate and activities of the new Ministry of International Trade, and advance our interests in newer markets within Greater China (Chengdu, Chongqing and Urumqi).

### **Key Deliverables:**

#### **Minister to Sign the Following MOUs:**

- Economic Cooperation Agreement with Chongqing Foreign Trade and Economic Relations Commission
- MOU with Shanghai Municipal Commission of Economy and Informatization (TBC)

s13

#### **Minister to Witness the Following Signings:**

s17, s13

- Signing of Jiangsu Hualan investment in MedGenesis, a Victoria based biotech company developing treatments for patients with serious neurologic diseases  
s13, s17
- Signing of White Water of Richmond contract to provide design and engineering service to R&F of Guangzhou
- Signing of Bright Hope Trade Co. of Richmond seafood sales agreement with Tomidagiku restaurant chain of Guangzhou

- Signing of Stemcell Technologies of Vancouver lab equipment sales agreement with Guangzhou Blood Centre

s13, s17

#### **Announcements:**

- Jiangsu Pharmaster announcement of their first research facility in North America
- Potential announcement of Wison Group of Shanghai Canadian head office in Vancouver (TBC)

s13, s17

s13

#### **Meetings:**

- Rick Savone, Canadian Consul General Shanghai
- Ian Burchett, Canadian Consul General Hong Kong
- Senior Official TBC, Guangdong Foreign Affairs: Guangdong FAO is the official host of the Minister's Mission to China

- Senior VP (TBC) Rongsheng Group:

s13, s17

s13, s17

- 

s13

- 

s13

s13, s17

s13, s17

- 

s13

s13, s17

s13, s17

## **Jobs and Trade Mission 2013**

**Minister Wat**

### **KEY ANNOUNCEMENTS / SIGNINGS**

s13

**From:** Phelps, Blair GCPE:EX  
**To:** Kalaw, Gabby MIT:EX; Bremner, Hector MIT:EX; Parhar, T J S MIT:EX  
**Cc:** Cole, Linsey MIT:EX; Loiacono, Catherine GCPE:EX  
**Subject:** SN\_MTW\_Trade Mssion departure\_Nov\_20\_13  
**Date:** Wednesday, November 20, 2013 12:07:14 PM  
**Attachments:** SN\_MTW\_Trade Mssion departure\_Nov\_20\_13.docx

---

Short remarks for the Minister to use at the media avail tomorrow morning.

- Thank you for joining us this morning, as we get set to take off on the third Jobs and Trade Mission.
- I am looking forward to joining the Premier to market British Columbia as the preferred destination for international investment.
- The Trade Mission will reinforce BC's economic and cultural ties with our priority Asian markets...
- ...and will build on the foundation laid by Minister's Thomas, Coleman and de Jong.

**[Pause]**

- One of the keys to doing business in Asia is building relationships, particularly government-to-government relationships.
- The presence of the Premier or senior ministers opens doors to key economic and political decision-makers.
- That is why trade missions are important.
- They help us deepen our relationships with priority markets that have the most potential for growth.

**[Pause]**

- Our province boasts ports that are closer to Asia than any of our U.S. neighbours.
- We have a competitive business environment, a skilled and diverse workforce, and a quality of life that is recognized world-wide.

- This makes B.C. the perfect location for Asian companies looking to locate in North America.
- That is why we are strategically targeting major Asian businesses to make the case that they should invest and locate their North American operations or head offices in B.C.

**[Pause]**

- By leveraging our cultural, business and government connections to countries like China, we strengthen trade relationships, attract new investment, and secure jobs for British Columbians.
- Thank you.



From: [Loiacono, Catherine GCPE:EX](#)  
To: [Cole, Linsey MIT:EX](#)  
Cc: [Parhar, TJ S MIT:EX](#); [Phelps, Blair GCPE:EX](#)  
Subject: Trade Mission Final SNs  
Date: Wednesday, November 20, 2013 3:43:10 PM  
Attachments: [2013 11 20 SN Trade Mission departure FINAL.docx](#)  
[2013 11 28 SN RRU Investor Luncheon FINAL.docx](#)  
[2013 11 29 SN Friends of BC Shanghai FINAL.docx](#)  
[2013 11 29 SN Shanghai Investor Luncheon FINAL.docx](#)  
[2013 11 30 SN Sino-Canada HighSchool FINAL.docx](#)  
[2013 12 3 SN BC Seafood Promotion FINAL.docx](#)  
[2013 12 3 SN Friends of BC Guangzhou FINAL.docx](#)  
[2013 12 3 SN LNG Seminar FINAL.docx](#)  
[2013 12 04 SN Canadian Chamber of Commerce Luncheon FINAL.docx](#)  
[2013 12 4 SN Hong Kong Investor Reception FINAL.docx](#)

---

Hi Linsey,

Attached are the Trade Mission SNs. They are listed by date to make it a little easier to organize. Below is the list and date of the speech. The only one missing is the Tianjin Renai University speech.

**Tomorrow**

1. EVENT: YVR departure

-

**Thursday, Nov. 28th**

2. Event: Tianjin Renai University Speech – still to come
3. Event: Investor roundtable Tianjin

**Friday, Nov. 29**

4. Event: Investor roundtable Shanghai
5. Event: Friends of BC reception Shanghai

**Saturday, Nov. 30**

6. Event: Sino-Canada High school 10<sup>th</sup> anniversary Shanghai

**Tuesday, Dec 3**

7. Event: Opening remarks for LNG seminar Guangzhou
8. Event: BC seafood promotion Guangzhou
9. Event: Friends of BC reception Guangzhou

**Wednesday, Dec 4**

10. Event: Canadian Chamber of Commerce moderate lunch Hong Kong
11. Event: Investor roundtable Hong Kong



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

### **Trade Mission Departure YVR**

Thursday, November 21, 2013

**11:30 a.m**

Thank you for joining us this morning, as we get set to take off on the third Jobs and Trade Mission.

I am looking forward to joining the Premier to market British Columbia as the preferred destination for international investment.

The Trade Mission will reinforce BC's economic and cultural ties with our priority Asian markets...

...and will build on the foundation laid by Minister's Thomas, Coleman and de Jong.

**[Pause]**

One of the keys to doing business in Asia is building relationships, particularly government-to-government relationships.

The presence of the Premier or senior ministers opens doors to key economic and political decision-makers.

That's why trade missions are important.

They help us deepen our relationships with priority markets that have the most potential for growth.

**[Pause]**

Our province boasts ports that are closer to Asia than any of our U.S. neighbours.

We have a competitive business environment, a skilled and diverse workforce, and a quality of life that is recognized world-wide.

This makes B.C. the perfect location for Asian companies looking to locate in North America.

That's why we're strategically targeting major Asian businesses...

...to make the case that they should invest and locate their North American operations or head offices in B.C.

**[Pause]**

By leveraging our cultural, business and government connections to countries like China...

...we strengthen trade relationships, attract new investment, and secure jobs for British Columbians.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

**Investors Luncheon**

**Royal Roads University**

Thursday, November 28, 2013

Location

Address

Please check against delivery

**EVENT:**

Royal Roads University along with one of its partner universities, is hosting an investor roundtable/luncheon with Minister Wat.

Chinese private investors will see the Minister's participation as a signal of the support of BC Government to their investment interests.

**Opportunity:**

- To demonstrate B.C.'s economic strengths and the B.C. Government's support for growing trade and investment in priority sectors.
- To build on the strength of B.C.'s Chinese diaspora and demonstrate that B.C. is a familiar, welcoming and hospitable place to do business.

**Speaking time:** 5-minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders what was said into Mandarin.

**Key messages:**

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

**In market contact:** Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

## Speaking Points

Thank you for that introduction.

I would like to acknowledge... [*acknowledge dignitaries TBC*]

And a special thank you to our hosts today, Royal Roads University and their partners *TBC*...

### **[PAUSE FOR TRANSLATION]**

I am so happy to be back in China and visiting Tianjin for the first time as the British Columbia Minister of International Trade.

For Canada, British Columbia is the gateway to the Pacific...

...We are opening our doors to trade like never before.

### **[PAUSE]**



My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in northern China and Tianjin and Beijing and throughout the Asia Pacific.

**[PAUSE]**

Through our expansive on-the-ground network of trade and investment offices and representatives here in China...

... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.

In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...

...We recently announced that Ben Stewart will be B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while our cultural ties and business to business relations are great in China...

Our government to government relations can really make the difference.

**[PAUSE]**

Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...

They all help us promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

**[PAUSE]**

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

**[PAUSE]**

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

## **[PAUSE]**

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help BC and China develop their full potential...

... From natural gas to clean technology ...

... From forestry and mining to international education.

**[PAUSE]**

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

That's why the Agricultural Bank of China chose Vancouver for its Canadian representative office...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

**[PAUSE]**

Attracting more people — tourists, students, investors, government officials...

Getting to know each other and the advantages of working together ...

My Ministry is founded on that approach.

**[PAUSE]**

I want to thank you for being here today as and recognize the people in this room for helping us build those connections.

I look forward to hearing your questions and talking with you here today ...

And to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

### **Friends of BC Reception Shanghai**

Grand Hyatt Shanghai  
(Piano Bar - 53rd Floor)  
Friday, November 29, 2013  
6:30pm to 8pm

Please check against delivery

**EVENT:**

This evening reception, hosted by MIT in partnership with the Canadian Chamber of Commerce, will be attended by 120 Shanghai area businesspeople with an interest in doing business in B.C.

**Speaking time:** Seven (7) minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders it into Mandarin.

**Event contact:** Kelly Gossen / Greg Eidsness

**Key messages:**

- BC greatly values its relationship with China and East China in particular.
- The BC Government is committed to building its trade and investment relationship with China.
- There are many opportunities for Chinese companies to become involved in the quickly developing LNG story in BC.



## **Speaking Points**

Thank you for that introduction.

I would like to acknowledge:

Thank you to our sponsors tonight:

And a special thank you to our partners in hosting this event, the Canadian Chamber of Commerce in Shanghai.

### **[PAUSE FOR TRANSLATION]**

I'm so pleased to be back in China and visiting Shanghai for my first time as British Columbia's Minister of International Trade.

Many of you have experienced British Columbia and understand the deep historical, cultural and business ties that we share with China and Shanghai in particular.

You have family in B.C. You have studied in B.C. You have worked in B.C. You have become part of B.C.

### **[PAUSE]**

People from China have helped build British Columbia.

They have made B.C. their home and form an essential part of the fabric of our province.

Some of you have sons and daughters studying, working and living in B.C. right now who are sharing in those experiences.

All of these life-long friendships and connections are a bridge between British Columbia and China.

**[PAUSE]**

Now my job, and the job of our new Ministry of International Trade, is to build on the connections between us.

To connect businesses and communities in British Columbia with opportunities here in East China and Shanghai.

That is why we are significantly increasing our on-the-ground activities and operations in China.

**[PAUSE]**

We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.

He will be based in Beijing and was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

**[PAUSE]**

We have also expanded our East China trade and investment office in Shanghai ...

And added a new office in Hong Kong to work with our operations in Beijing and Guangzhou.

Trade and investment representatives such as John McDonald here in East China provide customized support to businesses and investors.

Our trade and investment offices will help you and local companies navigate BC's investment processes ...

And make sure you complete the necessary steps as quickly as we can.

## **[PAUSE]**

Our Ministry knows that increasing the movement of people and decision makers between B.C. and China will increase the flow of investment and economic activity.

Our trade and investment offices and our Ministry have supported over 145 inbound and outbound international missions over the past year.

British Columbia's Shanghai Office led a delegation of 25 business representatives, predominantly from East China, to view investment opportunities throughout B.C.

And our offices in China have facilitated business connections in a wide range of sectors.

In fact, just prior to joining you here I witnessed a number of deals being signed in the life sciences and agri-food sectors.

**[PAUSE]**

Our new Representative in Asia and Investment and Trade Commissioner ...

Our expanded on-the-ground operations, and trade missions like this one...

They all help us to promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and Shanghai are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

And our transportation infrastructure gets goods to market quickly and efficiently.

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

**[PAUSE]**

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Because global demand for energy is increasing and B.C. natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

**[PAUSE]**

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

## **[PAUSE]**

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help British Columbia, Shanghai, and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

## **[PAUSE]**

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

Vancouver and B.C. are the gateway to Asia ...



A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

**[PAUSE]**

And every one of you can contribute.

I want to thank the people in this room for helping us build that bridge between B.C. and Shanghai, the world's largest city and one of its greatest cities ...

... A key influencer in commerce, technology, transport and culture.

I look forward to talking with you here today and to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

## **Shanghai Investors Luncheon**

Friday, November 29, 2013

**Noon – 1:30 pm**

Jin Mao Hotel  
Polaris Room 53F

Please check against delivery

**EVENT:**

Approximately 20 investors will participate in a roundtable discussion moderated by BCTIR John McDonald.

These investors were recruited by the BCTIR Office in Shanghai and the Canadian Consulate in Shanghai. They are senior executives from local SOEs and private companies in East China. They are interested in investing in North America and have a strong interest in different sectors such as mining, forestry, LNG and life sciences. They will be seeking to learn what differentiates B.C. from other jurisdictions from an investment perspective.

**Guests:**

- Mr. Rick Savone, Consulate General, Canadian Consulate in Shanghai
- Mr. Liu Yingjun, VP of Rongsheng Group
- Mr. Jiang Zhaobai, Chairman of Pengxin Group
- Ms. Li Yongfen, President of Shanghai Zhongjian Real Estate Co., Ltd
- Richard Zhang, GM of Mineral Resources Division of Fosun Group
- Mr. Bo Wei, Senior VP of Forte Property Group / GM of Forte Property (Shanghai) Co., Ltd
- Mr. Zhao Fangyun, GM of Zhejiang Provincial Natural Gas Development Co., Ltd
- Andy Zhang, Chairman of Sinom Group
- Mr. Jiang Binbin, VP of Yunfeng Group
- Edward Song, Director of Baosteel Resources Co., Ltd
- Mr. Meng Xianniu, GM of Jiangsu Lianyungang Port Logistics Holdings Limited
- VP of GCL Oil and Gas Group (Golden Concord Holdings Limited )
- VP of Wison Group
- 2 guests from the Chinese company who will attend the signing ceremony

**Speaking time:** 5-minute speech  
Concurrent translation

**Key messages:**

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

**Contact:** Greg Eidsness

## Speaking Points

Thank you for that introduction.

I would like to acknowledge...

- Rick Savone the Canadian Consulate General here in Shanghai;
- *[Other dignitaries – TBC]*

And a special thank you to our sponsors today:

I recognize many of you from earlier this fall when we met in British Columbia ...

*[Opportunity to provide anecdote from your meeting with the 2013 Chinese Investor Mission to BC that visited Vancouver, Victoria and the Okanagan.]*

### **[PAUSE FOR TRANSLATION]**

I am so happy to be back in China and visiting Shanghai for the first time as the British Columbia Minister of International Trade.

For Canada, British Columbia is the gateway to the Pacific...

...We are opening our doors to trade like never before.

**[PAUSE]**

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in eastern China and Shanghai and throughout the Asia Pacific.

**[PAUSE]**

Through our expansive on-the-ground network of trade and investment offices and representatives here in China...

... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.

In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...

...We recently announced that Ben Stewart will be B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while our cultural ties and business to business relations are great in China...

Our government to government relations can really make the difference.

**[PAUSE]**

Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...

They all help us promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

**[PAUSE]**

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

**[PAUSE]**

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

**[PAUSE]**

As we work to diversify British Columbia's trading partners.



- We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help BC and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

**[PAUSE]**

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

That is why the Agricultural Bank of China chose Vancouver for its Canadian representative office...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

**[PAUSE]**

Attracting more people — tourists, students, investors, government officials...

Getting to know each other and the advantages of working together ...

My Ministry is founded on that approach.

**[PAUSE]**

I want to thank you for being here today and recognize the people in this room for helping us build those connections.

I look forward to hearing your questions and talking with you here today ...

And to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

## **Sino-Canada High School 10<sup>th</sup> Anniversary**

**Saturday November 30, 2013**

2:30pm to 4:30pm

Shanghai Concert Hall  
No. 523, East Yan'An Road,  
People's Square, Shanghai

Please check against delivery

**EVENT:**

A celebratory event attended by approximately 1,100 people, primarily students. **MTW** will be seated at the head table of the banquet.

Sino Canada High School is a fully accredited British Columbia school operating in China. It operates under the auspices of the British Columbia Ministry of Education as an offshore school. The British Columbia Program at the school is inspected and certified by the Province of British Columbia's Ministry of Education. Graduates from the school program will have successfully completed the British Columbia graduation program in English, taught by British Columbia certified teachers. Graduates from Sino-Canada High School are issued British Columbia Certificate of Graduation (Dogwood Diploma).

In 2013-2014, the school population is approximately 1,200 students with 800 in the BC Program and 400 in the ESL program.

**Speaking time:** Three-to-five minute congratulatory speech with consecutive translation: speaker stops at the end of every paragraph or complete thought.

— **Agenda** —

1. Video Experience of Our School (10-15 Min)
2. Education park celebration: Unveiling of Plan for the new main building and one more dormitory.
3. Speeches, five (5) minutes:
  - **MTW**
  - BC Principal
  - Chinese Principal
  - Government Official / or Ross Yuan
4. Entertainment Program: Students and Staff form Sino –Canada
  - a. Dance
  - b. Choir
  - c. Kung Fu
  - d. Dance – individual

**Key Messages:**

- The Province of BC is please to congratulate the Sino-Canada High School on its 10th Anniversary.
- The BC Government is honoured that so many Chinese students are learning using the province's curriculum.
- We look forward to welcoming these students to the province's colleges and universities once they have completed their high school studies.

## **Speaking Points**

Thank you for that introduction.

On behalf of Premier Christy Clark and the Province of British Columbia it gives me great pleasure to congratulate the Sino-Canada High School on its 10<sup>th</sup> anniversary.

This school is among the pioneers for British Columbia's certified offshore school program.

It has grown significantly over its 10 years and it has earned a reputation for exceptional quality.

### **[PAUSE FOR TRANSLATION]**

Acquiring and maintaining that reputation takes dedication from the owner, the staff and the students.

And that dedication and hard work has been sustained over the long term.

The Province of British Columbia recognizes this significant accomplishment and we congratulate Ross Yuan and all of you on this success.

**[PAUSE]**

British Columbia considers Sino-Canada High School an important education partner.

You have demonstrated the importance of international education and provided significant opportunities to your students.

For British Columbia, international education is one of our priority sectors, and China is one of our most valued partners.

China was the top source country for international students in British Columbia in 2012, accounting for 21 per cent of the total international student population.

And around 32 per cent of the international students from China studying in Canada are living and learning in British Columbia.



**[PAUSE]**

International education helps B.C. create and sustain jobs and economic activity ...

And British Columbia's educational institutions have been very active in forming partnerships and collaborative arrangements with institutions here in China.

But international education also creates connections between people, cultures and ideas.

When you learn a new language, when you are introduced to a new culture, the best thing you can do is use it every day and be surrounded by it.

**[PAUSE and POTENTIAL PERSONAL ANECDOTE:  
languages/education]**

That is why I would like to personally invite you to continue your studies in British Columbia.

So you can see and experience first-hand what a special place our province is.

We have world-class universities and colleges that are located in safe, beautiful and thriving multicultural communities.

**[PAUSE]**

And once you get your degree, we're doing everything we can to make sure there are opportunities for exciting careers.

From the natural gas industry we are developing to provide energy and improve the quality of life in Asia and around the world...

To Vancouver's thriving technology sector that is creating innovative clean energy solutions, video games and animated films, and so much more.

We need you and your expertise, and on behalf of British Columbia and its post-secondary schools, we can't wait to welcome you and make you feel at home.

**[PAUSE]**

Congratulations again to the Sino-Canada High School and all of you for 10 years of success as a certified British Columbia offshore school.

And I look forward to sharing more celebrations and landmarks together as we continue to bring the world to British Columbia ...

... And British Columbia to the world.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

# **BC Seafood Promotion Opening & Media Interview**

Tuesday, December 3, 2013

11:15 am – 11:45 am

The Deluxe Restaurant  
4th floor at OneLink Walk, Guangzhou

Please check against delivery

**EVENT:** There will be a British Columbia Seafood Promotion display in the restaurant and a special menu using British Columbia seafood products.

**Audience:** The President of The Deluxe Restaurants, General Managers from three other locations of The Deluxe Restaurants and local media will be present

**What do they want to hear:**

- The promotion of The Deluxe Restaurant as a high-quality restaurant by using seafood from British Columbia.
- Explore the variety of British Columbia seafood that can be imported into China

**B.C. Objective:**

- Promote BC seafood products in Guangzhou.
- Highlight the importance of the seafood industry in British Columbia. The province's rich fish and seafood resources makes BC stand out from other provinces in Canada as a supplier of these products to Asian markets.

**Speaking time:** 5-minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders what was said into Mandarin.

**Key messages:**

- British Columbia has a wide variety and large supply of high quality seafood products available for export, and can fulfill growing demand from different key markets around the world. For years, British Columbia has seen South China as one of its most important markets for exporting high quality seafood products.
- Fresh seafood is a cornerstone of Cantonese cuisine. British Columbia has the ability to supply large quantities of fresh, safe and high quality seafood.

**Contact:** Cathy Yao, Managing Director  
BC Trade and Investment Office-South China (Guangzhou)  
Tel: s17  
Email: cyao@britishcolumbia.ca

## Speaking Points

I would like to begin by thanking you for hosting me here today.

I am delighted to be here and to see wide array of delicious seafood on your menu.

Growing up not far from here, in Hong Kong, I am aware of how important fresh seafood is in Cantonese cuisine.

British Columbia has the most diverse agrifoods sector in Canada, with over 200 agriculture products, 100 seafood products and a globally recognized wine industry which encompasses 216 wineries.

**[PAUSE and potential personal anecdote related to recent visits to B.C. fish, geoduck and oyster farms]**

As a leader in food safety, B.C. is in a position to substantially increase its export markets, especially here in China.

Our reputation for producing high-quality and great-tasting foods relies on our internationally-renowned food traceability, safety and sustainability standards.

We are the first jurisdiction in Canada to regulate certification of organic products and have led the way for a national standard in organic agriculture.

## **[PAUSE]**

For years, British Columbia has seen South China as one of its most important markets.

With a high-quality seafood supply, resulting from clean water and air and safe food production methods...

And our unique and diverse products ranging from salmon to geoducks...

And our well-established ties to markets throughout Asia means that B.C.'s seafood sector is well positioned to fulfill

growing demand around the world and especially here in China.

## **[PAUSE FOR TRANSLATION]**

British Columbia has set new records for agriculture and seafood exports to China for the past three years.

Seafood exports to China totalled \$121 million in 2012, up 10.5 per cent over the previous year.

The top products shipped from B.C. to China include chum salmon, hake, flounder, crabs, geoduck, clams and herring.

...And we are opening our doors to trade like never before.

## **[PAUSE]**

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.



To connect businesses and communities in British Columbia with opportunities here in Gaungzhou, China and throughout the Asia Pacific.

**[PAUSE]**

Through our expansive on-the-ground network of trade and investment offices and representatives here in Guangzhou, and in other cities, including Beijing, Shanghai and Hong Kong.

Our office here in Guangzhou has a very strategic relationship with seafood suppliers in B.C. through my ministry...

Which could help you source seafood from our shores...

Saving you time and effort.

**[PAUSE]**

We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.

He is a successful businessman ...

Who opened up new markets for his company's wines from British Columbia's Okanagan region ...

And he served as a Minister in the provincial government, including as Minister of Agriculture.

In his new role, Mr. Stewart will be based in Beijing ...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while, our cultural ties and our business to business relations are great in China...

Our government to government relations can really make the difference.

Our expanded on-the-ground operations, the appointment of a new Investment and Trade Commissioner, and trade missions like this one...

All of these things contribute to British Columbia's competitive advantages to help us diversify our trade and investment mix.

## **[PAUSE]**

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help BC and China develop their full potential ...

... From natural gas to clean technology ...

...From international education to seafood.

**[PAUSE]**

We know this approach is working.

Because my Ministry is founded on that approach.

My Ministry knows that increasing the movement of people and decision makers between B.C. and China will increase the flow of investment and economic activity ...

The trade and investment offices and my Ministry have supported over 145 inbound and outbound international missions over the past year.

In fact, just last month, my ministry brought a delegation to China for a major seafood trade show.

Last year, my ministry worked with the Blue Horizon Group, with 27 restaurants in China, during their visit to British Columbia to purchase seafood.

More recently, this fall, my ministry hosted buyers from the MGM Resort Hotels, for a week-long visit to purchase B.C. seafood and produce.

**[PAUSE]**

Sustainable, delicious and diverse seafood is what my province can offer you...

And from crab fisherman on the coast to tuna fishers in open waters, our producers are eager to do business with you.

I look forward to talking with you here today ...

And to working with you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

### **Friends of BC Luncheon Guangzhou**

Marriott Hotel Tianhe  
Guangzhou  
Noon to 2pm

Please check against delivery

**EVENT:**

A roundtable lunch with up to 180 attendees (18 tables, 10 people per table). Chinese companies attending expect to learn more about government policy and the BC business environment, and to set up links with BC companies and industries to find more investment opportunities. MTW will also witness the signing of an MOU between BC and Chinese seafood companies.

**Speaking time:** Seven (7) minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders it into Mandarin.

**Event contact:** Greg Eidsness

**Key messages:**

- BC greatly values its relationship with China and South China in particular.
- The BC Government is committed to building its trade and investment relationship with China.
- There are many opportunities for Chinese companies to become involved in the quickly developing LNG and clean technology stories in BC.

## Speaking Points

Thank you for that introduction.

I would like to acknowledge:

Thank you to our sponsors tonight:

I'm so pleased to be back in China and visiting Guangzhou for my first time as British Columbia's Minister of International Trade.

Many of you have experienced British Columbia and understand the deep historical, cultural and business ties that we share with China and Guangzhou in particular.

### **[PAUSE FOR TRANSLATION]**

Guangzhou and Guangdong Province are very special to British Columbia.

The links between our two provinces dates back to more than 150 years ago, when the first Chinese gold miners from Guangdong province arrived in BC.....



People from this area have helped build our province, and BC and Guangdong have been sister provinces since 1995.

All of these life-long friendships and connections are a bridge between British Columbia and China.

**[PAUSE]**

Now my job, and the job of our new Ministry of International Trade, is to build on the connections between us.

To connect businesses and communities in British Columbia with opportunities here in South China and Guangzhou.

That is why we are significantly increasing our on-the-ground activities and operations in China.

**[PAUSE]**

We recently announced that Ben Stewart will be B.C.'s Representative in Asia and Investment and Trade Commissioner.

He is a successful businessman ...

Who opened up new markets for his company's wines from British Columbia's Okanagan region ...

And he served as a Minister in the provincial government, including as Minister of Agriculture.

In his new role, Mr. Stewart will be based in Beijing ...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

**[PAUSE]**

We have also expanded our South China trade and investment office in Guangzhou ...

And added a new office in Hong Kong to work with our operations in Beijing and Shanghai.

Trade and investment representatives such as Cathy Yao here in South China provide customized support to businesses and investors.

Our trade and investment offices will help you and local companies navigate BC's investment processes ...

And make sure you complete the necessary steps as quickly as we can.

**[PAUSE]**

Our Ministry knows that increasing the movement of people and decision makers between B.C. and China ...

... Will increase the flow of investment and economic activity.

Our trade and investment offices and our Ministry have supported over 145 inbound and outbound international missions over the past year.

We recently helped a delegation of 25 business representatives from China tour and view investment opportunities throughout B.C.

And our offices in China have facilitated business connections in a wide range of sectors, from life sciences to transportation, seafood and more.

**[PAUSE]**

Our new Representative in Asia and Investment and Trade Commissioner ...

Our expanded on-the-ground operations, and trade missions like this one... They all help us to promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and Guangdong are in a position to help each other grow.

**[PAUSE]**

British Columbia's ports are closer to Asia than anywhere else in North America ...

And our transportation infrastructure gets goods to market quickly and efficiently.

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

## **[PAUSE]**

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape energy use around the globe by expanding our natural gas and clean technology industries.

Global demand for energy is increasing and B.C. natural gas and clean technology leadership provide solutions ...

... Solutions that can help improve the quality of life in Asia.

That is why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

## **[PAUSE]**

And we can help the world's businesses and communities become more efficient, sustainable and environmentally responsible ...

Because British Columbia is on the leading edge of clean technology solutions.

From hydrogen and fuel cell technology ...

... To clean transportation and energy efficiency and management ...

British Columbia is internationally recognized for its leadership in this thriving sector.

## **[PAUSE]**

Our competitive advantages and our natural gas and clean technology potential ...

... That is why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market ...

... Opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

## **[PAUSE]**

We know our approach of deepening our relationship with China is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

Vancouver and B.C. are the gateway to Asia ...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

**[PAUSE]**

And every one of you can contribute.

I want to thank the people in this room for helping us build that bridge between B.C., Guangdong and Guangzhou.

I look forward to talking with you here today and to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.





## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

### **LNG Seminar**

### **Guangzhou**

Guangzhou Marriott Hotel Tianhe

Function Room 1 & 2, 4/F

Tuesday, December 03, 2013

10:00am to 2:00pm

<b>MEETING EVENT:</b>	British Columbia LNG Seminar in Guangzhou
<b>SIGNIFICANCE:</b>	Guangdong Oil and Gas Association is China's biggest and most influential association in the oil and gas sector.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Promote BC as an ideal investment source of LNG export from Canada to potential investors from South China.</li> <li>• Support the market development of BC LNG stakeholders to promote their equipments products and technologies and shipping services.</li> <li>• Create trade and investment leads.</li> </ul>
<b>KEY MESSAGES:</b>	<p>See speaking notes (under development)</p> <ul style="list-style-type: none"> <li>• BC has rich resources of natural gas and is an ideal destination for LNG investment in Canada.</li> <li>• BC welcomes South China natural gas shareholders to explore LNG trade and investment opportunities in BC.</li> <li>• BC's Ministry of International Trade will support South China natural gas shareholders to do business in BC.</li> </ul>
<b>BACKGROUND:</b>	Guangdong Oil and Gas Association led a business delegation to visit BC in mid-October and met with ADM Brian Hansen of BC Ministry of Natural Gas Development. The meeting gave an overview of BC LNG trade and investment opportunities, which generated great interests from South China natural gas companies.
<b>MEETING WITH:</b>	<p>50 South China guests from the natural gas industry; 5 BC speakers.</p> <p>Chinese VIPs:</p> <ol style="list-style-type: none"> <li>1. Mr. Qing Biao WU, Chairman of Guangdong Oil and Gas Association</li> <li>2. Name TBC, Vice President of China Gas</li> </ol> <p>BC Speakers:</p> <ol style="list-style-type: none"> <li>1. Mr. Hunter Hu, Executive Director and CEO, GasCana Inc.</li> <li>2. Mr. Calvin Xu, Director – Business Development Asia Pacific, IMW Clean Energy Solutions</li> <li>3. Mr. Mingfa Liu, China Chief Representative, Teekay Shipping</li> <li>4. Mr. Chris Bailey, President, Profundo Technologies Ltd. (China sole agent of Solaris Management Consultants Inc.)</li> <li>5. Partner (Name TBC), Norton Rose Fulbright Canada</li> </ol>

**Scenario:**

<b>Time</b>	<b>Details</b>	<b>Contact</b>
10:15	Arrive in seminar room	Leanne Yi
10:15-10:30	Minister to be introduced to BC speakers and Chinese VIPs	Same
10:30-10:35	Seminar starts, MC introduces VIPs	Same
10:35-10:40	Minister provides opening speech to Chinese guests	Same
10:40-10:45	Minister remains for speech by Guangdong Oil and Gas Association	Same
10:45	Depart for next event	Cathy Yao

## Opening remarks

Good morning,

On behalf of British Columbia's Premier Christy Clark, thank you for being here today.

It is my great honour to open this LNG seminar.

Today is about exploring opportunities...

..it's about fuelling the future of BC and Guangdong

.. and it's about forming partnerships and deepening our trading relationships.

[PAUSE]

One way to do that is to have people on the ground here.

That's why Premier Clark appointed Ben Stewart as B.C.'s representative in Asia and Investment and Trade Commissioner.

He has background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

[PAUSE]

For Canada, British Columbia is the gateway to the Pacific...

...we are opening our doors to energy trade like never before.

[PAUSE]

In BC, we are seizing an opportunity of a lifetime to help shape the future of energy use around the globe by expanding our natural gas industry.

Natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

We are seizing it with steadfast determination and decisive commitment.

We want you to join us.

[PAUSE]

Premier Christy Clark has made it clear...

...the number one priority in BC is to attract investment in liquefied natural gas.

She created a Ministry of Natural Gas Development and she created the Ministry of International Trade...

..both to ensure we are expanding our trading relationships and delivering for people that are interested in making investments in British Columbia.

[PAUSE]

We believe we have the key competitive advantages over other jurisdictions.

BC has the advantage of being close to Asia both geographically and culturally.

An ocean may divide us, but our history is deeply intertwined, and BC's ports are closer to Asia than any other on the west coast.

For example, Vancouver and Prince Rupert ports save shippers up to 58 hours of travel time compared to U.S. ports.

Canada is the 3rd largest natural gas producer in the world...

... and British Columbia is a big part of this as the 2nd largest producer in Canada.

Our province's natural gas resources are more than double the size of previous estimates.

Today, they are estimated at 2,933 trillion cubic feet...

... that's enough to support development and LNG export operations for more than 150 years.

And we continue to discover more natural gas supply as a result of leading technology and access to shale gas.

[PAUSE]

In BC, we have been safely recovering and transporting natural gas for over 50 years.

We are world leaders in the safe recovery of this resource.

And, BC has the best environmental standards in the world.

Our province wants to be the most competitive jurisdiction and outcompete our other rivals.

We believe we can do this.

We are working with communities, industry and educators...



...to support jobs in the clean tech and natural gas sectors and make sure our skills training programs match the needs of the sector.

And we are making investments in skills training and equipment.

We already have one of the most competitive royalty regimes in North America for upstream natural gas development.

We are finalizing negotiations with industry to determine the exact means of how taxation will be applied to LNG operations in B.C.

We are currently in negotiations with LNG proponents to determine their energy requirements and the costs associated with infrastructure upgrades.

Investor confidence in B.C. is growing...

PETRONAS recently announced of a \$36 billion-dollar commitment to LNG in B.C....

...And two years ago, we had two LNG facilities proposed.  
Today, we have over ten.

We want to work with you. We want you to be part of this  
unprecedented opportunity that we are seizing with natural  
gas.

Let's fuel the future together.

Thank-you.



SPEAKING POINTS FOR

**TERESA WAT**

MINISTER OF INTERNATIONAL TRADE  
and MINISTER RESPONSIBLE FOR ASIA PACIFIC STRATEGY and  
MULTICULTURALISM

**Canadian Chamber of Commerce Luncheon**

12:30 PM December 4, 2013

Club Lusitano, Central, Hong Kong

Check against delivery

**Event:** Luncheon hosted by the Canadian Chamber of Commerce

**Location:** Club Lusitano, Central, Hong Kong

**Attendees:** The luncheon head table will include prominent BC companies and representatives in Hong Kong, such as Hootsuite, Lululemon, Vision Critical, Wingtat, UBC alumni and SFU alumni.

**Format:** Interview format to be moderated by Mr. Eddie Wang, former Chief Executive of HSBC. Q&A speaking notes to be reviewed by the Minister before the session.

**On-site contact:** Cherie Tong

**Agenda:**

12:30 – 1:00 Lunch

1:00 – 1:30 Interview of Minister Teresa Wat moderated by Eddie Wang

**About:** The Canadian Chamber of Commerce is the 2nd largest chamber in Hong Kong with over 1,500 members, and its membership represents a diverse group of prominent business professionals in the community. The luncheon is intended as an open event to offer the Chamber's members an opportunity to interact with Minister Wat. We view the Canadian business community as partners to advance the Ministry's priorities in Asia.

## **Speaking Points**

Thank you for that introduction.

I would like to acknowledge:

And a special thank you to the Canadian Chamber of Commerce for hosting this event...

I am so pleased to be back in China and returning to Hong Kong – the city I grew up in.

I am especially honoured to be here as B.C.'s new Minister of International Trade.

**[PAUSE]**

My job, and the job of the new Ministry is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in Hong Kong and throughout the Asia Pacific.

## **[PAUSE]**

That's why we've added a trade and investment office in Hong Kong...

...to work with our expanded operations in Beijing, Shanghai and Guangzhou.

And why we recently announced that Ben Stewart as B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

...He will be promoting British Columbia's competitive advantages to help us diversify our trade and investment opportunities.

## **[PAUSE]**

Advantages like the closest ports to Asia than anywhere else in North America ...

Our quick and efficient transportation infrastructure.  
Our skilled and diverse workforce and low-cost power.

And one of the most competitive low tax environments in North America.

...British Columbia is a stable harbour for investment.

And, there is no bigger investment opportunity than burgeoning liquefied natural gas sector.

## **[PAUSE]**

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Natural gas is a clean solution that can help improve the quality of life in Asia.

That's why we are developing a liquefied natural gas industry and seizing the opportunity to sell natural gas globally.

And, just a few weeks ago we learned that B.C.'s natural gas reserves are double previous estimates.

There's enough to support development of liquefied natural gas exports for more than 150 years.

**[PAUSE]**

Our competitive advantages and our natural gas potential is why investor confidence in B.C. is growing.

B.C. recently became the first foreign government to issue bonds into the Chinese Renminbi market...

...opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

Our strategic location and cultural and economic bridges across the Pacific also make British Columbia the perfect place for Asian corporations' North American head offices.



That's why we're strategically targeting major Asian businesses to make the case that they should invest and locate their North American operations or head office in B.C.

**[PAUSE]**

However, it is through exchanges – like this one – that we are able to build relationships that forge stronger business ties.

So we can work together, to increase our trade and exports...

And secure the investment and the partnerships that will help British Columbia, Hong Kong, and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

**[PAUSE]**

And every one of you can contribute.

I want to thank the people in this room for helping us build that bridge between B.C. and Hong Kong.

I look forward to talking with you working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

## **Hong Kong Investors Reception**

**Friends of B.C.**

Wednesday, December 4, 2013

**5 pm – 7 pm**

45 Floor, Four Seasons Hotel  
8 Finance Street, Hong Kong

Please check against delivery

**EVENT:**

This reception is hosted by the Ministry of International Trade. The Friends of BC guests will represent the priority relationships of the Hong Kong Trade and Investment Representative Office.

Many guests will have existing business activities with BC, while other guests represent emerging opportunities for trade and investment with the province. Representatives will include the province's key distribution and trading partners, corporate executives, institutional investors, and service providers.

**Guests:**

The guests will represent diverse business interests, and the majority will have a strong affinity for BC.

**Speaking time:** 5-minute speech  
Concurrent translation

**Key messages:**

- BC has Asia's fastest and most efficient gateway to North American markets.
- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.

**Contact:** Brian Brown  
Managing Director  
BC International Trade and Investment Office Hong Kong & Macau  
Tel: s17  
bbrown@britishcolumbia.ca

## Speaking Points

Thank you for that introduction Brian [*Brian Brown, Managing Director, BC TIR Office, Hong Kong*].

I would like to acknowledge...[*Dignitaries to be confirmed*]

**[PAUSE]**

I am so pleased to be back in China and returning to Hong Kong - the city I grew up in.

I am especially honoured to be here as B.C.'s new Minister of International Trade.

For Canada, British Columbia is the gateway to the Pacific...

...We are opening our doors to trade like never before.

**[PAUSE]**

My job, and the job of our new Ministry of International Trade, is to build on the connections and deepen the relationship between us.

To connect businesses and communities in British Columbia with opportunities here in Hong Kong and throughout the Asia Pacific.

**[PAUSE]**

Through our expansive on-the-ground network of trade and investment offices and representatives here in China...

... We're promoting British Columbia's competitive advantages to help us diversify our trade and investment mix.

In addition to our investment offices in Beijing, Guangzhou, Shanghai and Hong Kong ...

...We recently announced that Ben Stewart will be B.C.'s representative in Asia and Investment and Trade Commissioner.

Ben Stewart was appointed because of his background as a successful businessman with experience in opening new markets...

And as a former cabinet minister, he has a direct line to every cabinet minister in Victoria – including the Premier.

Ben has the ability to help further our relationship...

Because we know that while our cultural ties and business to business relations are great in China...

Our government to government relations can really make the difference.

**[PAUSE]**

Our new Investment and Trade Commissioner, our expanded on-the-ground operations, and trade missions like this one...

They all help us promote British Columbia's competitive advantages.

While other economies struggle, British Columbia and China are in a position to help each other grow.

British Columbia's ports are closer to Asia than anywhere else in North America ...

BC has one of the most competitive low tax environments in North America, with the stable economy to back it up.

**[PAUSE]**

B.C. is also at the beginning of massive economic development.

We have a once in a lifetime opportunity to help shape the future of energy use around the globe by expanding our natural gas industry.

Our competitive advantages and our natural gas potential explain why investor confidence in B.C. is growing.

A recent PETRONAS announcement of a \$36 billion-dollar commitment to liquefied natural gas in B.C. made this abundantly clear.

**[PAUSE]**



B.C. also recently became the first foreign government to issue bonds into the Chinese Renminbi market, opening doors to new investors and raising B.C.'s profile in the Asia Pacific.

The one-year-term bond sold out and raised \$428 million Canadian, making it the largest CNH bond by a foreign issuer to date.

## **[PAUSE]**

As we work to diversify British Columbia's trading partners.

We are getting everyone in the same room, making connections and finding out what everyone needs ...

So we can work together, increase our trade and exports...

And secure the investment and the partnerships that will help British Columbia and China develop their full potential ...

... From natural gas to clean technology ...

... From forestry and mining to international education.

**[PAUSE]**

We know this approach is working.

So far this year, B.C. exports to China have increased 17 per cent compared to 2012.

Mineral products are up by 28 per cent and shipments of wood products have increased 38 per cent in 2013 compared to the same period last year.

And the advantages of doing business in B.C. have made Vancouver one of North America's most competitive and dynamic business locations.

That is why the Agricultural Bank of China chose Vancouver for its Canadian representative office...

A beautiful place strategically located at the commercial crossroads between the Asia Pacific and the rest of North America.

**[PAUSE]**

Attracting more people — tourists, students, investors, government officials...

Getting to know each other and the advantages of working together ...

My Ministry is founded on that approach.

**[PAUSE]**

I want to thank you for being here today as and recognize the people in this room for helping us build those connections.

I look forward to talking with you here today ...

And to working with all of you as we continue to bring the world to British Columbia

... And British Columbia to the world.

Thank you.

**From:** [Phelps, Blair GCPE:EX](#)  
**To:** [Parhar, TJ S MIT:EX](#); [Kalaw, Gabby MIT:EX](#); [Bremner, Hector MIT:EX](#)  
**Cc:** [Cole, Linsey MIT:EX](#); [Loiacono, Catherine GCPE:EX](#)  
**Subject:** SN\_MTW\_Renai University\_Tianjin\_Nov 28\_v8  
**Date:** Thursday, November 21, 2013 8:55:47 AM  
**Attachments:** [SN\\_MTW\\_Renai University Tianjin Nov 28 v8.docx](#)

---

Approved speech.



## SPEAKING POINTS

**HON. TERESA WAT**

Minister of International Trade

**Tianjin Renai University  
Renai College**

Tianjin  
Friday, November 28, 2013  
2:45pm to 4:30pm

Please check against delivery

**EVENT:**

Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20th largest privately-owned companies in Tianjin.

Renai College, one of the two colleges the Renai Group has jointly established with Tianjin University, has over 10,000 students and offers degrees in mechanics, computer science, architecture, engineering, management, arts and foreign languages.

The students will be interested hearing about doing business in an international context, and the Minister's personal and professional experiences.

**Speaking time:** 15 minute speech with consecutive translation: speaker stops at the end of every paragraph or complete thought and the interpreter renders it into Mandarin.

**Event contact:** Greg Eidsness

**Key messages:**

- We are promoting the two-way global flow of people, trade, and ideas between countries.
- The international connections you can make in British Columbia will better prepare you for jobs in the global economy.
- International education is a key priority for the Government of British Columbia.

## **Speaking Points**

- Thank you for that introduction, and welcome everybody.
- I'm so pleased to be back in China ...
- ... And visiting Tianjin for my first time as British Columbia's Minister of International Trade.

### **[PAUSE FOR TRANSLATION]**

- British Columbia and China have deep historical, cultural and business connections.
- People from China have helped build British Columbia.
- They have made B.C. their home ...
- And they form an essential part of the fabric of our province.

- Some of you have friends or relatives studying, working and living in B.C. right now ...
- People who are sharing in those experiences.
- All of these life-long friendships and connections are a bridge between British Columbia and China.

## **[PAUSE]**

- Now my job, and the job of our new Ministry of International Trade ...
- ... Is to build on the connections between us.
- To connect businesses, communities and people in British Columbia ...
- With opportunities here in China.
- That is what I want to talk to you about today.
- How we are deepening the relationship between British Columbia and China ...



- And how you can be part of it.

## **[PAUSE]**

- Our Ministry of International Trade has been formed to increase that two-way flow of people, ideas ...
- ... And trade and investment between British Columbia and priority markets such as China.
- This past year, we have supported 145 inbound and outbound international missions ...
- Involving B.C. companies, educational institutions and communities...
- And across a range of priority sectors, including liquefied natural gas, mining, and clean technology.

## **[PAUSE]**

- In China, we are significantly increasing our on-the-ground activities and operations ...

- To help us diversify our trade and investment partners.
- British Columbia has trade and investment offices in Europe, the United States, and across Asia.
- Here in China, we have expanded that network ...
- ... Adding a new office in Hong Kong to work with our operations in Beijing, Shanghai and Guangzhou.

**[PAUSE]**

- We're doing this because we know that when you attract more people ...
- Tourists, students, investors, government officials...
- When you get to know to each other and the advantages of working together ...
- Over time, you will increase the flow of investment and trade and economic activity.

## [PAUSE]

- And because Vancouver and B.C. are the gateway to Asia ...
- A beautiful place strategically located at the commercial crossroads ...
- ... Between the Asia Pacific and the rest of North America.
- When you live and learn and work in British Columbia ...
- You can make international connections that will prepare you for success in the global economy.

## [PAUSE and **POTENTIAL PERSONAL ANECDOTE**: the road to BC and the benefits; and/or **THIS SUCCESS STORY**:]

- The personal, business and cultural ties you form while in B.C. continue to grow ...
- ... Even after you return home.

- Consider the story of Shi Hao.
- Fifteen years ago, Shi Hao was an international student attending the University of British Columbia in Vancouver.
- Today, he works in the investment banking at the Agricultural Bank of China ...
- ... One of the world's largest banks.

## **[PAUSE]**

- And when ABC chose the location for its Canadian headquarters, it chose Vancouver ...
- Because of our international focus and strategic geographic location.
- Now Mr. Shi has returned to our province as the bank's chief representative in Canada ...
- Proof that an international education in B.C. creates valuable life-long connections.

## **[PAUSE]**

- Right now, you are at this excellent school ...
- Perhaps studying computer science, architecture, engineering ...
- Or mastering the English language ...
- And you are thinking about the next stage in your life.
- Where do you go from here?

## **[PAUSE]**

- If you want to continue your studies, British Columbia should be at the top of your list ...
- ... As it has been for thousands of students from China.
- China was our top source country for international students last year ...

- Because British Columbia is a safe, welcoming and exciting place to live and learn.

## **[PAUSE]**

- If your next goal is to get a job ...
- We're doing everything we can to make sure there are opportunities for exciting careers.
- Because British Columbia has an extraordinary future ...
- ... As a sustainable, knowledge-based, resource economy ...
- ... That is becoming increasingly linked to the global marketplace.

## **[PAUSE]**

- While other economies struggle, British Columbia and China are in a position to help each other grow.
- And reach their full potential together ...

- From the natural gas and clean technology industries we are developing to provide energy ...
- And improve the quality of life in Asia and around the world...
- To Vancouver's thriving technology sector ...
- That is creating innovative clean energy solutions ...
- ... Life sciences and health breakthroughs ...
- And cutting edge video games and animated films ...
- ... And so much more.

## **[PAUSE]**

- Employers and schools need you and your expertise ...
- And on behalf of British Columbia and its schools, businesses and communities ...

- We can't wait to welcome you and make you feel at home.

**[PAUSE]**

- You can help us build that bridge between B.C. and China.
- And I look forward to working with all of you in the years to come ...
- As we continue to bring you and the rest of the world to British Columbia
- ... and British Columbia to the world.
- Thank you.



## Media Availability at YVR

### Logistics:

DATE/TIME:	Nov 21, 10:00 AM to 10:30 AM
LOCATION:	YVR Airport - Graham Clark Atrium
MEETING WITH:	N/A
PREMIER AND ACCOMPANYING PARTIES	Byng, Dave Wat, Minister Teresa Baskerville, Shannon Parhar, TJ McPhee, Jordan
HOST AND ACCOMPANYING PARTIES	
GIFT:	N/A
SET UP:	N/A
SUGGESTED ATTIRE	Business Casual

### Scenario:

Time	Details

**Biography:** N/A

### Contact:

Annette Jordan s17  
Kelly Gosser s17

### Supporting Files:

11 21 10 00 Trade Mission Departure SN FINAL.pdf

# Depart for Beijing

## Logistics:

<b>DATE/TIME:</b>	Nov 21, 1:40 PM to Nov 22, 164:50 PM
<b>LOCATION:</b>	YVR - International Departures
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Wat, Minister Teresa Baskerville, Shannon Parhar, TJ McPhee, Jordan
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details
tbc	Mission and Events staff arrive at YVR
	Proceed to Air Canada VIP counter Precheck in for Premier, J. McPhee, Minister Wat
	Proceed with Air Canada Concierge to meet location with luggage carts.
	Staff arriving from Victoria, Minister Wat and Mission & Events staff Meeting point (location tbc)
	Luggage is tagged and sent to be loaded
	Proceed to Media event location
	Air Canada concierge to escort Premier, Minister Wat and accompanying staff through security gates to Maple Leaf Lounge
	Air Canada Concierge returns to Maple Leaf lounge, escorts Premier and accompany staff to departure gate for boarding

**Biography:** N/A

## Contact:

Annette Jordan s17  
Kelly Gossen s17

# Arrive Beijing

## Logistics:

<b>DATE/TIME:</b>	Nov 22, 4:50 PM
<b>LOCATION:</b>	Beijing Capital Int'l Airport - International Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Wat, Minister Teresa Byng, Dave Carr, Steve Stewart, Ben Baskerville, Shannon Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario: Primary delegates

Time	Details	Contact
4:50 PM	Premier, Executive Assistant, Minister, Deputy Ministers, Ben Stewart (ALL) arrive in Terminal 3 of the Beijing International Airport; Premier is greeted by the airport VIP handler on the bridge at the entrance of the plane holding a "BC Canada Starts Here" sign.	
4:55 PM	ALL to proceed through Immigration/Customs via the Diplomatic lane access guided by VIP handler	
5:00 PM	ALL to take the shuttle train to the baggage collection area and directly proceed outside to Arrivals area guided by VIP handler	
5:05 PM	ALL to take CIP channel elevator to CIP departure lounge guided by VIP handler	
5:15 PM	Premier, Executive Assistant + 1 to board vehicle BC1 Minister, Deputy Ministers to board vehicle BC2	
5:20 PM	Transfer to s15	
5:25 PM	Distribution of hotel room key cards	

**Scenario:** Remaining delegates

Time	Details	Contact
4:50 PM	Remaining delegates arrive in Terminal 3 of the Beijing International Airport;	
4:55 PM	Remaining delegates proceed through Immigration/Customs	
5:15 PM	Remaining delegates to take the shuttle train to the baggage collection area and collect all baggage	
5:50 PM	Remaining delegates to take CIP channel elevator to CIP departure lounge guided by VIP handler	
6:00 PM	Remaining delegates to load luggage in BC3 and board vehicle BC4	
6:10 PM	Transfer to s15	
6:20 PM	Distribution of hotel room key cards	

**Biography:** N/A**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Transfer to

s15

## Hotel Beijing

### Logistics:

<b>DATE/TIME:</b>	Nov 22, 5:30 PM
<b>LOCATION:</b>	Beijing Capital Int'l Airport - International Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Baskerville, Shannon Stewart, Ben Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

### Scenario:

Time	Details
5:30 PM	Premier boards Vehicle #1 s15 The rest of the delegation will board Vehicle #2. Both vehicle depart Beijing International Airport for s15
7:00 PM	s15 Hotel Beijing with rest of official delegation following. Arrive at s15

**Biography:** N/A

### Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

# Arrive Hotel and Check in

## Logistics:

<b>DATE/TIME:</b>	Nov 22, 7:00 PM	
<b>LOCATION:</b>	s15	Front Desk
<b>MEETING WITH:</b>	N/A	
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Wat, Minister Teresa Byng, Dave Carr, Steve Stewart, Ben Baskerville, Shannon Tsui, Kevin	
<b>HOST AND ACCOMPANYING PARTIES</b>		
<b>GIFT:</b>	s16	
<b>SET UP:</b>	N/A	
<b>SUGGESTED ATTIRE</b>	Casual	

## Scenario:

Time	Details	Contact
7:00 PM	Premier arrives at s15 Hotel Beijing	
7:10 PM	Premier is greeted by s15 s15 Hotel Beijing and takes the elevator directly to suite for in-room check in.	s15  s22

**Biography:** N/A

## Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Check out of

s15

## Hotel Beijing

### Logistics:

DATE/TIME:	Nov 23, 7:20 AM to 7:30 AM		
LOCATION:	s15	Front Desk	
MEETING WITH:	N/A		
PREMIER AND ACCOMPANYING PARTIES	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Tsui, Kevin		
HOST AND ACCOMPANYING PARTIES			
GIFT:	s16		
SET UP:	N/A		
SUGGESTED ATTIRE	Business Casual		

### Scenario:

Time	Details
Night before	Check out conducted by Premier's Executive Assistant
7:45 AM	Remaining delegates check out at s15 Beijing lobby.
8:00 AM	Premier departs for Beijing Capital International Airport Private Jet Terminal

**Biography:** N/A

### Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Depart for Airport - Beijing Capital Airport (Private Jet Terminal-Capital Jet Company)

### Logistics:

<b>DATE/TIME:</b>	Nov 23, 7:40 AM
<b>LOCATION:</b>	s15 - Lobby
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben s13 Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

### Scenario:

Time	Details
8:00 AM	Premier boards Vehicle #1 and departs for Beijing Nanyuan Airport. The rest of the official delegation take other vehicles and follow.
8:30 AM	Premier arrives at Beijing Nanyuan Airport

**Biography:** N/A

### Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17



# Arrive Airport and Check In - Beijing

## Logistics:

<b>DATE/TIME:</b>	Nov 23, 8:10 AM
<b>LOCATION:</b>	Beijing Capital Airport - Private Jet Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Scenario:

Time	Details
8:30 AM	Premier arrives at Beijing Nanyuan Airport and is greeted by staff from RGE Management.
8:35 AM	Premier is transferred to the VIP lounge.
8:50 AM	Premier checks in and boards through the VIP Express Passage with assistance from the airport VIP handler.
9:00 AM	Depart for Nantong.

**Biography:** N/A

## Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

# Arrive at Nantong Airport

## Logistics:

<b>DATE/TIME:</b>	Nov 23, 10:55 AM
<b>LOCATION:</b>	Nantong Airport - Main Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Bhullar, Barinder , s17 Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben McPhee, Jordan s15, s19 McDonald, John
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Scenario:

Time	Details
10:55 AM	Arrival Nantong Airport
11:00 AM	Deplane and be greeted on tarmac by John McDonald, Rick Savone , Canadian Consul General in Shanghai, TJ Parhar, Andrew Dawrant, Rex Chen, PetroChina Executives, RGE executives
11:10 AM	Proceed to vehicles and depart to Rudong LNG Terminal

**Biography:** N/A

## Contact:

John E. McDonald, Managing Director  
British Columbia Trade & Investment Office – East China  
Tel. s17

# Transfer to Rudong

## Logistics:

<b>DATE/TIME:</b>	Nov 23, 11:10 AM to 12:45 PM
<b>LOCATION:</b>	Nantong Airport - Main Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Bhullar, Barinder s17 McPhee, Jordan Chin, Ben Johal, Jas McDonald, John Liu, Alvin Dawrant, Andrew s15, s19 Surovy, Kyle Global TV, Cameraman
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Travel

Vehicle	Details
	s15

**Scenario:**

Time	Details
11:10 AM	Depart to Rudong LNG Facility via vehicles
12:45 PM	Arrive Rudong LNG Facility

**Biography:** N/A**Contact:**

John E. McDonald, Managing Director  
British Columbia Trade & Investment Office – East China  
Tel. s17

# Tour of Rudong LNG (Briefing, Tour, Photo Op)

## Logistics:

<b>DATE/TIME:</b>	Nov 23, 1:15 PM to 2:15 PM
<b>LOCATION:</b>	Rudong LNG - Facility
<b>MEETING WITH:</b>	Mr. ZHANG Cheng Wei, CEO PetroChina LNG Jiangsu Company Ltd
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Bhullar, Barinder , s17 Irwin, Paul , s17 Wat, Minister Teresa Stewart, Ben McPhee, Jordan Chin, Ben Johal, Jas s15, s19 Surovy, Kyle Global TV, Cameraman Dawrant, Andrew McDonald, John Liu, Alvin Savone, Rick Chen, Rex Parhar, TJ
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Meeting Information

<b>THEIR INTERESTS:</b>	Petrochina is a partner in the LNG Canada Project in Kitimat
<b>KEY MEETING OBJECTIVE:</b>	Pacific Oil & Gas head office announcement and tour of the facility (photo opp)  Comms: Photo captions, twitter, Flickr, Facebook
<b>KEY MESSAGES:</b>	BC recognizes PetroChina's investment and strategic partnership with LNG Canada. In May 2014, BC is hosting the second international LNG in BC conference. Sponsorship and speaking opportunities will be available. More conference information will be released in the upcoming months.
<b>CONNECTION TO BC / ICEBREAKER:</b>	PetroChina and Encana Corporation signed a cooperation agreement which stated that PetroChina would acquire a 50 percent interest in Encana's Cutbank Ridge business assets in British Columbia (BC) and Alberta at a consideration of C\$5.4 billion. The assets cover 1.3 million acres of land, approximately 700 mmcf/day processing capacity, 3,400 km of pipelines and underground gas storage.

	In May 2012, PetroChina in partnership with Shell Canada Limited, Korea Gas Corporation, and Mitsubishi Corporation formed a joint venture to develop the LNG Canada project at Kitimat, BC.
<b>BACKGROUND:</b>	<p>Company Overview</p> <ul style="list-style-type: none"> <li>PetroChina Company Limited (PetroChina) is the listed arm of state-owned China National Petroleum Corporation (CNPC), headquartered in Dongcheng District, Beijing. Traded in Hong Kong and New York, the mainland enterprise announced its plans to issue stock in Shanghai in November 2007, and following its debut on the Shanghai index, its market value tripled, making PetroChina the first company to reach a trillion dollar market capitalization.</li> <li>On August 19, 2009, PetroChina signed an AU\$50 billion deal with ExxonMobil to purchase liquefied natural gas from the Gorgon field in Western Australia, considered the largest contract ever signed between China and Australia, which ensures China a steady supply of LNG fuel for 20 years, and also forms as China's largest supply of relatively "clean energy".</li> <li>Located at the Port of Yangkou in Rudong, Nantong City, Jiangsu Province, the Jiangsu Rudong LNG terminal is PetroChina's first and China's fourth LNG terminal project, jointly owned by PetroChina Kunlun Gas Co. Limited (55%), foreign partner Pacific Oil &amp; Gas (35%), and Jiangsu Guoxin Investment Group (10%).</li> </ul> <p>LNG interests in BC</p> <ul style="list-style-type: none"> <li>On February 10, 2011, PetroChina International Investment Company Limited, a subsidiary of PetroChina and EnCana Corporation signed a Co-operation Agreement, that PetroChina would acquire a 50 percent interest in Encana's Cutbank Ridge business assets in British Columbia (BC) and Alberta at a consideration of C\$5.4 billion. The assets cover 1.3 million acres of land, approximately 700 mmcf/day processing capacity, 3,400 km of pipelines and underground gas storage.</li> <li>In May, 2012, PetroChina in partnership with Shell Canada Limited, Korea Gas Corporation, and Mitsubishi Corporation formed a joint venture to develop the LNG Canada project at Kitimat, BC.</li> <li>The proposed LNG terminal will be located on the former Methanex site adjacent the Rio Tinto Alcan industrial complex in Kitimat, BC. It will be comprised of four trains each with a capacity of 6 million tons per annum (mmtpa).</li> <li>TransCanada Corporation (TransCanada) was selected to build the 700 kilometer Coastal GasLink Pipeline to connect natural gas fields in Northern BC to the export facility.</li> <li>LNG Canada received a 25-year export license for 24 mmtpa from the NEB on February 4, 2013. LNG Canada filed their project description with the BC EAO on March 21, 2013 and with CEAA in April, 2013.</li> </ul> <p>s17</p>

**Contact:**

Han, Henry

s17

**Scenario:**

Time	Details
1:15 PM	Arrive Rudong LNG Facility
1:15 PM	Guided Tour of LNG Facility by RGE/Petrochina Management
1:45 PM	Media Interview (See following Scenario Note)
2:00 PM	Photo-op and host acknowledgement
2:15 PM	Depart Rudong by vehicle

**Biography:**

Mr. Zhang Chengwei, CEO of Petro China LNG Jiangsu company

s22

s22 Currently he serves as an executive director and general manager of Petrochina LNG Jiangsu Company.

**Contact:**

John E. McDonald, Managing Director  
British Columbia Trade & Investment Office – East China

Tel. s17

Supporting Files:

11 23 13 15 Rudong LNG Report.pdf

Page 130 to/à Page 135

Withheld pursuant to/removed as

Copyright



# Media Interview with Jas Johal

## Logistics:

<b>DATE/TIME:</b>	Nov 23, 1:45 PM to 2:00 PM
<b>LOCATION:</b>	Rudong LNG - Facility
<b>MEETING WITH:</b>	Jas Johal
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Johal, Jas McPhee, Jordan Chin, Ben Surovy, Kyle s15, s19 Global TV, Cameraman
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Meeting Information

<b>THEIR INTERESTS:</b>	N/A
<b>KEY MEETING OBJECTIVE:</b>	N/A
<b>KEY MESSAGES:</b>	N/A
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	N/A

**Contact:** Phelps, Blair , 250-889-9726

**Scenario:**

Time	Details
1:45 PM	Media with Jas Johal – preceeded by Guided Tour of LNG Facility by RGE/Petrochina Management
2:00 PM	Depart for Natong Airport

**Biography:** N/A**Contact:**

John E. McDonald, Managing Director  
British Columbia Trade & Investment Office – East China  
Tel. s17

## Depart for Nantong Airport (by car)

### Logistics:

<b>DATE/TIME:</b>	Nov 23, 2:15 PM to 3:45 PM
<b>LOCATION:</b>	Rudong LNG - Facility
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Bhullar, Barinder , s17 Irwin, Paul , s17 McPhee, Jordan Chin, Ben Johal, Jas McDonald, John Liu, Alvin Dawrant, Andrew s15, s19 Surovy, Kyle Global TV, Cameraman
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

### Scenario:

Time	Details
2:15 PM	Depart for Nantong Airport from Rudong LNG
4:00 PM	Arrive Nantong Airport

**Biography:** N/A

### Contact:

John E. McDonald, Managing Director  
British Columbia Trade & Investment Office – East China  
Tel. s17

# Arrive Chengdu

## Logistics:

<b>DATE/TIME:</b>	Nov 23, 7:00 PM
<b>LOCATION:</b>	Chengdu Airport - Main Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Scenario:

Time	Details	Contact
7:00 PM	Arrive at Chengdu Airport	Cathy Yao
7:10 PM	Greeted by Sichuan Foreign Affairs Office, Consulate staff and Managing Director of TIR Guangzhou Cathy YAO at the exit of aircraft	Cathy Yao
7:15 PM	Transfer to Airport VIP Room and brief meeting with Leader of Sichuan FAO	Cathy Yao
8:00 PM	Depart for s15 Hotel in Chengdu	Tom Wang

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

## Depart for Chengdu Panda Base (by car)

### Logistics:

<b>DATE/TIME:</b>	Nov 24, 9:00 AM
<b>LOCATION:</b>	s15 Chengdu - Accommodation
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Baskerville, Shannon Stewart, Ben Wat, Minister Teresa Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s15
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

### Scenario:

Time	Details	Contact
9:00 AM	Delegation boards vehicle at hotel entrance	Tom Wang
9:03 AM	Depart for Pandabase	Cathy Yao
9:40 AM	Arrive at Pandabase	Cathy Yao

**Biography:** N/A

### Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Cultural Private Program - Chengdu Panda Base

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 9:50 AM to 10:40 AM
<b>LOCATION:</b>	Chengdu Panda Base - Panda Sanctuary
<b>MEETING WITH:</b>	Panda Base Leaders and Officials from Chengdu Administration of Forestry and Gardens
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Baskerville, Shannon Stewart, Ben Wat, Minister Teresa Carr, Steve Chin, Ben Han, Henry s17 Parhar, TJ Surovy, Kyle Roberts, Clark Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details
9:40 AM	Arrive at Panda Base
9:40 AM	Get on an electric cart and get to the Sunshine Delivery House for Giant Panda
9:50 AM	Photo with Panda
10:20 AM	Tour in the park
10:40 AM	Depart for s15 Hotel

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Depart for Chengdu Hotel - Briefing in car by Chongqing Consul General Philippe Rhaeult

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 10:40 AM to 11:20 AM
<b>LOCATION:</b>	Chengdu Panda Base - Panda Sanctuary
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy Chin, Ben Parhar, TJ Surovy, Kyle Roberts, Clark
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details	Contact
10:40 AM	Delegation boards vehicle at Pandabase entrance	Tom Wang
10:45 AM	Briefing by Chongqing Consul General Philippe Rhaeult in the car while heading back to s15 Hotel	Cathy Yao
11:20 AM	Arrive at hotel	Cathy Yao

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

## Biography



## Arrive Hotel - Wardrobe change for bilateral

### Logistics:

<b>DATE/TIME:</b>	Nov 24, 11:20 AM to 11:30 AM
<b>LOCATION:</b>	s15 Chengdu - Accommodation
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Yao, Cathy Yi, Leanne Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon
<b>HOST AND ACCOMPANYING PARTIES</b>	s16
<b>GIFT:</b>	
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Dayroom at Jinjiang Hotel where the bilateral meeting will be held
	Formal Business

### Scenario:

Time	Details
11:30 AM	Arrive at Jinjiang Hotel
11:40 AM	Wardrobe change for bilateral
11:50 AM	Leave Jinjiang Hotel for bilateral meeting

**Biography:** N/A

### Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Bilateral with Sichuan Governor Wei

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 12:10 PM to 12:40 PM
<b>LOCATION:</b>	Jin Jiang Hotel - 1/F Chengdu Room
<b>MEETING WITH:</b>	Governor Hong WEI, Sichuan People's Government; Mr. Lin GAN, Vice Governor of Sichuan Government, plus another 6 TBC Sichuan Government officials
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Yao, Cathy Baskerville, Shannon Rheault, Philippe Day, Stockwell Roberts, Clark
<b>HOST AND ACCOMPANYING PARTIES</b>	WEI, Hong GAN, Lin
<b>GIFT:</b>	s16
<b>SET UP:</b>	The big hall will be split into two parts by a partition. The front part is for the bilateral meeting. The other half at the back will have a signing table is for the signing ceremony, which will take place right after the bilateral meeting.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<p>Renewal of cooperation MOU between BC Ministry of International Trade and Sichuan Department of Commerce.</p> <p>Pursue closer economic ties with BC and encourage more Sichuan companies to do business and invest in BC, especially in the natural resources sectors, including natural gas, mining and wood resources.</p>
<b>KEY MEETING OBJECTIVE:</b>	<p>Enhance economic relations and discuss areas of potential cooperation.</p> <p>Promote BC as an ideal investment destination for LNG projects and LNG technology cooperation.</p> <p>Witness renewal of cooperation MOU between BC Ministry of International Trade and Sichuan Department of Commerce.</p>
<b>KEY MESSAGES:</b>	<p>This is Premier Clark's first visit to Sichuan. It demonstrates the importance BC places on developing strong relations with Sichuan and the rapidly developing southwest economic region of which Sichuan is an important part.</p> <p>Pleased to witness the renewal of the Cooperation MOU between the BC Ministry of International Trade and the Sichuan Department of Commerce.</p> <p>BC -- Canada's Pacific Gateway and third largest province, home to the internationally recognized city of Vancouver, and home to world ranked universities like the University of British Columbia (ranked 30th) -- would welcome the opportunity to strengthen BC's</p>

friendly relations with Sichuan Province to expand two-way trade and investment.

Examples of areas that could be explored include:  
clean energy and technology;  
tourism and travel promotion;  
transportation and logistics;  
international education and training;  
professional services;  
agrifoods;  
natural resources, forestry and wood products.

s16

**CONNECTION TO BC /  
ICEBREAKER:**

s22

s22

which exports BC fine wines to the China market.

s22

s22

**BACKGROUND:**

In 2008, following a severe earthquake in Sichuan, the Government of British Columbia contributed \$5 million and the Government of Canada added \$3 million in financial support for earthquake reconstruction. The three projects, all of which have been completed, are:

- Project 1: Xiang'E Primary School in Dujiangyan City
- Project2 : Lei Gu Senior Care Centre in Beichuan City
- Project3 : Special Education School in Mianyang City

Government representatives from both BC and Sichuan have met on several occasions over the past few years, including:

- Minister of State Naomi Yamamoto's meeting with Sichuan Department of Commerce in Xiamen, China in 2010.
- Minister Pat Bell's visit to Sichuan in November, 2010

In 2010, the Sichuan Department of Commerce visited BC and signed a cooperation MOU with then Ministry of Jobs, Tourism and Skills Training on Two-Way Investment and Trade Promotion Cooperation.

In June 2012, Sichuan Airlines launched a Chengdu – Vancouver flight (via Shenyang), which significantly increased travel and business between the two provinces.

s16

Canada's Minister of Foreign Affairs, Minister Baird, met with Sichuan's Governor, WEI Hong, in October 2013.

s16

**Contact:**

Han, Henry

s17

**Scenario:**

Time	Details
12:00 PM	Arrive at the bilateral meeting room, shake hands with Governor Wei and be seated
12:02 PM	Governor Wei welcomes BC delegation and introduces Sichuan attendees; PCC introduces BC official delegates
12:05 PM	Governor Wei introduces Sichuan economy and relationship with BC
12:15 PM	PCC introduces BC economic strengths and cooperation with Sichuan
12:25 PM	s16 and photo taking
12:30 PM	Depart for MOU signing meeting room

**Biography:**

Hong WEI

s22

s22

governor of the Sichuan provincial government.

s22

s22

**Contact:**

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# MOU Signing with Sichuan Gov't

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 12:40 PM to 12:50 PM
<b>LOCATION:</b>	Jin Jiang Hotel - Dignitary Hall, 1/F
<b>MEETING WITH:</b>	Governor Hong WEI, Sichuan People's Government
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy Han, Henry, s17 Parhar, TJ Irwin, Paul , s17 Yi, Leanne Eidsness, Greg , s17
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Scenario:

Time	Details
12:40 PM	Arrive at the signing room at Jinjiang Hotel
12:40 PM	Signing ceremony starts; MC invites PCC and Sichuan Governor to stand on the stage
12:42 PM	Witnesses the signing between MIT and Sichuan Department of Commerce; Photo with signing parties
12:45 PM	Witnesses the signing between Canada-China International Business Association and Chengdu-Canada Trade and Investment Chamber of Commerce (TBC); Photo with signing parties
12:48 PM	MC announces end of signing ceremony; Get off the stage and depart for lunch room

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

Supporting Files:

11 24 12 40 MOU Sichuan Final BC Version.pdf

11 24 12 40 MOU Sichuan Sichuan Version.pdf

MEMORANDUM OF UNDERSTANDING  
ON  
TWO-WAY INVESTMENT AND TRADE PROMOTION COOPERATION  
BETWEEN  
SICHUAN PROVINCIAL DEPARTMENT OF COMMERCE  
OF THE PEOPLE’S REPUBLIC OF CHINA  
AND THE  
MINISTRY OF INTERNATIONAL TRADE  
OF THE PROVINCE OF BRITISH COLUMBIA, CANADA

The Sichuan Provincial Department of Commerce and the British Columbia Ministry of International Trade (hereinafter referred as the “Participants”) reaffirm the existing cooperative relationship to expand two-way investment and trade promotion between our two jurisdictions.

The objective of this Memorandum of Understanding is to identify areas of enhanced cooperation in both Sichuan’s investments in and exports to British Columbia and British Columbia’s investment in and exports to Sichuan.

The Participants have hereby come to the following understanding:

**A. Information Exchange and Introduction to Potential Investors**

The Participants will jointly promote information exchange, in accordance with their respective mandates, with a view to sharing the following information:

- 1) Investment and trade policies and regulations;
- 2) Investment environment;
- 3) Two-way investment and trade promotion activities;
- 4) Other investment and trade promotion initiatives as determined by the Participants; and
- 5) As appropriate, information and services to each other’s investors and their partners.

**B. Investment and Trade Promotion Activities**

The Participants may from time to time mutually consent to cooperate on investment and trade promotional activities, in accordance with their respective mandates, in the areas of:

- 1) Exchanging company information and contacts;
- 2) Exchanging invitations to investment and trade seminars;
- 3) Organizing two-way investment and trade promotion missions;
- 4) Exchanging invitations to investment and trade fairs and expositions;
- 5) Establishing links between the investment and trade websites of the Participants; and
- 6) Organizing internet-based investment and trade promotion activities.

**C. Industry Sector Priorities for Two-Way Investment**

Priority industry sectors for two-way investment will be reviewed and updated annually by the Participants.

Initial priority sectors for the attraction of investment to Sichuan from British Columbia include:

- 1) Natural resources;
- 2) Technology, including ICT;
- 3) Manufacturing;
- 4) Tourism;
- 5) Life sciences; and
- 6) Services.

Initial priority sectors for the attraction of investment to British Columbia from Sichuan include:

- 1) Natural resources;
- 2) Technology including ICT;
- 3) Manufacturing;
- 4) Transportation infrastructure;
- 5) Tourism; and
- 6) Life sciences.

**D. Annual Meetings**

The Participants will meet annually to review progress and discuss new opportunities for two-way investment and trade cooperation. These annual meetings will allow participants to discuss and establish an annual work-plan, which will form part of the Memorandum of Understanding, to promote foreign direct investment and trade between Sichuan and British Columbia, and between British Columbia and Sichuan.

**E. Responsibilities and Other Considerations**

Each of the Participants will conduct the cooperative activities under this Memorandum of Understanding at its discretion, subject to the available of resources of the Participant.

This Memorandum of Understanding does not create a partnership between the Participants, nor demonstrate an intention to enter into a partnership, nor create any legal, contractual or financial rights or obligations for each of the Participants.

The Participants will settle any difference in relation to this Memorandum of Understanding, including any question regarding its existence, validity, termination, interpretation or application, amicably by consensus and consultation between them.

**F. Effective Term**

This Memorandum of Understanding:

- 1) is effective on the date of execution and remains in effect for five (5) years;
- 2) may be modified, including extended, by agreement in writing signed by the Participants; and
- 3) may be terminated by either of the Participants by giving one month written notice to the other Participant.

SIGNED IN DUPLICATE THIS TWENTY-FORTH DAY OF NOVEMBER, 2013, AT CHENGDU, CHINA,  
IN THE ENGLISH AND CHINESE LANGUAGES, EACH VERSION BEING EQUALLY VALID.

MEMORANDUM OF UNDERSTANDING  
ON  
TWO-WAY INVESTMENT AND TRADE PROMOTION COOPERATION  
BETWEEN  
SICHUAN PROVINCIAL DEPARTMENT OF COMMERCE  
OF THE PEOPLE’S REPUBLIC OF CHINA  
AND THE  
MINISTRY OF INTERNATIONAL TRADE  
OF THE PROVINCE OF BRITISH COLUMBIA, CANADA

**Appendix: 2013-2014 Work Plan**

To mark the signing of the Memorandum of Understanding, the Participants have jointly decided to undertake the following activities:

- 1) Jointly organize at least one Sichuan - British Columbia Trade and Investment Forum.
- 2) Recruit business delegations to attend seminars and exhibitions hosted or sponsored by each other Participant, with the intent of bringing Sichuan and British Columbian companies together to explore investment and trade opportunities.
- 3) Set up hotlinks on each other’s websites.



中华人民共和国四川省商务厅  
加拿大不列颠哥伦比亚省国际贸易厅  
双向投资与贸易促进合作  
谅解备忘录

中华人民共和国四川省商务厅和加拿大不列颠哥伦比亚省国际贸易厅（以下简称“双方”）重申两省在双向投资与贸易促进方面存在着良好的合作关系，并将进一步加强双方的交流与合作。

本合作谅解备忘录旨在进一步明确不列颠哥伦比亚省对四川省和四川省对不列颠哥伦比亚省投资合作的有关领域及开展投资与贸易促进活动的相关事宜。

双方同意如下：

一、信息交流与潜在投资者的推介

在各自职责范围内，双方将推动建立畅通的信息交流渠道，以充分沟通以下信息：

- 1、投资和贸易政策和法律法规
- 2、投资环境
- 3、双向投资和贸易促进活动
- 4、双方共同决定、接受和认可的其他投资贸易促进活动
- 5、双方将为对方的投资者与投资合作伙伴提供所必要的信息与服务

二、投资贸易促进活动

在各自职责范围内，双方经常性地决定和同意合作开展以下领域的投资贸易促进活动：

- 1、交换有关公司的信息与联系方式
- 2、互相邀请参加投资贸易促进研讨会
- 3、组织双向投资贸易促进访问活动
- 4、互相邀请参加投资贸易洽谈会和展会
- 5、双方的投资贸易网站互设链接
- 6、举办各种网上投资贸易促进活动

三、双向投资重点领域

双方每年将审查与更新双向投资重点领域，目前包括：

- （一）四川省希望吸收来自不列颠哥伦比亚省投资的重点领域：
  - 1、自然资源
  - 2、技术，包括信息与通信技术
  - 3、制造业
  - 4、旅游
  - 5、生命科学
  - 6、服务业
- （二）不列颠哥伦比亚省希望吸收来自四川省投资的重点领域：
  - 1、自然资源
  - 2、技术，包括信息与通信技术
  - 3、制造业
  - 4、交通基础设施
  - 5、旅游
  - 6、生命科学

四、年度会晤

双方每年将举行会晤，回顾工作进展，讨论下阶段双向投资与贸易合作。双方通过此类会晤讨论，建立年度工作安排，并作为本合作谅解备忘录的组成部分，以进一步促进四川省和不列颠哥伦比亚省之间的外商直接投资和贸易合作。

五、双方责任及其他

双方根据其可利用资源的现况，酌情安排本合作谅解备忘录下的合作活动。

本合作谅解备忘录既不代表协议双方已建立合作伙伴关系或是准备建立合作伙伴关系，也不代表任一方应承担任何与法律、合约或财务相关的权利和义务。

双方将通过友好协商达成一致，共同解决与本合作谅解备忘录相关的任何异议，包括关于其存在、有效性、终止，及对其解释和应用。

六、有效期限

本合作谅解备忘录

- （一）自签订之日起生效，有效期五（5）年
- （二）经双方书面同意，可被修改，包括延期
- （三）可在任一方提前一个月书面通知的情况下终止

本份备忘录于二〇一三年十一月二十四日在中国成都签订，一式两份，每份均用中文与英文写成，两种文本具有同等效力。

## 附件：2013-2014年工作计划

在签署本合作谅解备忘录的基础上，双方共同决定采取以下行动：

1. 双方每年共同举办最少一场四川—不列颠哥伦比亚贸易投资论坛
2. 为使四川省和不列颠哥伦比亚省的企业聚集在一起共同探讨投资和贸易机会，双方将组织并派出企业代表团参加各自主办或支持的研讨会、博览会
3. 在双方的网站上互相设立链接

# **中华人民共和国四川省商务厅 加拿大不列颠哥伦比亚省国际贸易厅 双向投资与贸易促进合作谅解备忘录**

中华人民共和国四川省商务厅和加拿大不列颠哥伦比亚省国际贸易厅（以下简称“双方”）重申两省在双向投资与贸易促进方面存在着良好的合作关系，并将进一步加强双方的交流与合作。

本合作谅解备忘录旨在进一步明确不列颠哥伦比亚省对四川省和四川省对不列颠哥伦比亚省投资合作的有关领域及开展投资与贸易促进活动的相关事宜。

双方同意如下：

## **一、信息交流与潜在投资者的推介**

在各自职责范围内，双方将推动建立畅通的信息交流渠道，以充分沟通以下信息：

- 1、投资和贸易政策和法律法规；
- 2、投资环境；
- 3、双向投资和贸易促进活动；
- 4、双方共同决定、接受和认可的其他投资贸易促进活动。
- 5、双方将为对方的投资者与投资合作伙伴提供所必要的信息与服务。

## 二、投资贸易促进活动

在各自职责范围内，双方经常性地决定和同意合作开展以下领域的投资贸易促进活动：

- 1、交换有关公司的非涉密信息与联系方式；
- 2、互相邀请参加投资贸易促进研讨会；
- 3、组织双向投资贸易促进访问活动；
- 4、互相邀请参加投资贸易洽谈会和重大展会；
- 5、双方的投资贸易网站互设链接；
- 6、举办各种网上投资贸易促进活动；

## 三、双向投资重点领域

双方每年将审查与更新双向投资重点领域，目前包括：

（一）四川省希望吸收来自不列颠哥伦比亚省投资的重点领域：

- 1、中国政府鼓励外商投资开发、利用的自然资源
- 2、技术，包括信息与通信技术
- 3、具有高新技术的现代制造业、基础设施
- 4、旅游
- 5、生命科学
- 6、服务业

（二）不列颠哥伦比亚省希望吸收来自四川省投资的重点领域：

- 1、自然资源

2、技术，包括信息与通信技术

3、制造业

4、交通基础设施

5、旅游

6、生命科学

#### **四、年度会晤**

双方每年将举行会晤，回顾工作进展，讨论下阶段双向投资与贸易合作。双方通过此类会晤讨论、建立年度工作安排，并作为本合作谅解备忘录的组成部分，以进一步促进四川省和不列颠哥伦比亚省之间的外商直接投资和贸易合作。

#### **五、双方责任及其他**

双方根据其可利用资源的现况，酌情安排本合作谅解备忘录下的合作活动。

本合作谅解备忘录既不代表协议双方已建立合作伙伴关系或是准备建立合作伙伴关系，也不代表任一方应承担任何与法律、合约或财务相关的权利和义务。

双方将通过友好协商达成一致，共同解决与本合作谅解备忘录相关的任何异议，包括关于其存在、有效性、终止，及对其解释和应用。

#### **六、有效期限**

本合作谅解备忘录

（一）自签订之日起生效，有效期五（5）年；

(二) 经双方书面同意，可被修改，包括延期；

(三) 可在任一方提前一个月书面通知的情况下终止。

本份备忘录于二〇一三年十一月二十四日在中国成都签订，一式两份，每份均用中文与英文写成，两种文本具有同等效力。

---

中华人民共和国四川省商务厅

加拿大不列颠哥伦比亚省国际贸易厅

## 附件：2013-2014 年工作计划

在签署本合作谅解备忘录的基础上，双方共同决定采取以下行动：

- 1、双方每年共同举办一场四川—不列颠哥伦比亚贸易投资论坛。
- 2、为使四川省和不列颠哥伦比亚省的企业聚集在一起共同探讨投资和贸易机会，双方将组织并派出企业代表团参加各自主办或支持的研讨会、博览会。
- 3、在双方的网站上互相设立链接。

**Memorandum of Understanding**  
**On**  
**Two-Way Investment and Trade Promotion Cooperation**  
**Between**  
**Sichuan Provincial Department of Commerce of the People's Republic of China**  
**and the**

**Ministry of International Trade of**  
**the Province of British Columbia, Canada**

The Sichuan Provincial Department of Commerce and the British Columbia Ministry of International Trade (hereinafter referred as the “Participants”) reaffirm the existing cooperative relationship to expand two-way investment and trade promotion between our two jurisdictions.

The objective of this Memorandum of Understanding is to identify areas of enhanced cooperation in both Sichuan’s investments in and exports to British Columbia and British Columbia’s investment in and exports to Sichuan.

The Participants have hereby come to the following understanding:

**A. Information Exchange and Introduction to Potential Investors**

The Participants will jointly promote information exchange, in accordance with their respective mandates, with a view to sharing the following information:

- 1) Investment and trade policies and regulations;
- 2) Investment environment;
- 3) Two-way investment and trade promotion activities;
- 4) Other investment and trade promotion initiatives as determined by the Participants; and
- 5) As appropriate, information and services to each other’s investors and their partners.

**B. Investment and Trade Promotion Activities**

The Participants may from time to time mutually consent to cooperate on investment and trade promotional activities, in accordance with their respective mandates, in the areas of:

- 1) Exchanging non-confidential company information and contacts;
- 2) Exchanging invitations to investment and trade seminars;
- 3) Organizing two-way investment and trade promotion missions;
- 4) Exchanging invitations to investment and trade fairs and expositions;



- 5) Establishing links between the investment and trade websites of the Participants;  
and
- 6) Organizing internet-based investment and trade promotion activities.

### **C. Industry Sector Priorities for Two-Way Investment**

Priority industry sectors for two-way investment will be reviewed and updated annually by the Participants.

Initial priority sectors for the attraction of investment to Sichuan from British Columbia include:

- 1) Natural resources;
- 2) Technology, including ICT;
- 3) Manufacturing;
- 4) Tourism;
- 5) Life sciences; and
- 6) Services.

Initial priority sectors for the attraction of investment to British Columbia from Sichuan include:

- 1) Natural resources;
- 2) Technology including ICT;
- 3) Manufacturing
- 4) Transportation infrastructure;
- 5) Tourism; and
- 6) Life sciences.

### **D. Annual Meetings**

The Participants will meet annually to review progress and discuss new opportunities for two-way investment and trade cooperation. These annual meetings will allow participants to discuss and establish an annual work-plan, which will form part of the Memorandum of Understanding, to promote foreign direct investment and trade between Sichuan and British Columbia, and between British Columbia and Sichuan.

### **E. Responsibilities and Other Considerations**

Each of the Participants will conduct the cooperative activities under this Memorandum of Understanding at its discretion, subject to the available of resources of the Participant.

This Memorandum of Understanding does not create a partnership between the Participants, nor demonstrate an intention to enter into a partnership, nor create any legal, contractual or financial rights or obligations for each of the Participants.

The Participants will settle any difference in relation to this Memorandum of Understanding, including any question regarding its existence, validity, termination, interpretation or application, amicably by consensus and consultation between them.

#### **F. Effective Term**

This Memorandum of Understanding

- a) is effective on the date of execution and remains in effect for five (5) years;
- b) may be modified, including extended, by agreement in writing signed by the Participants; and
- c) may be terminated by either of the Participants by giving one month written notice to the other Participant.

Signed in duplicate this twenty-fourth day of November, 2013, at Chengdu, China, in the English and Chinese languages, each version being equally valid.

---

Sichuan Provincial Department of  
Commerce  
People's Republic of China

---

Ministry of International Trade  
Province of British Columbia  
Canada

**Memorandum of Understanding  
On  
Two-Way Investment and Trade Promotion Cooperation  
Between  
Sichuan Provincial Department of Commerce of the People's Republic of China  
and the**

**Ministry of International Trade of  
the Province of British Columbia, Canada**

**Appendix: 2013-2014 Work Plan**

To mark the signing of the Memorandum of Understanding, the Participants have jointly decided to undertake the following activities:

1. Jointly organize at least one Sichuan - British Columbia Trade and Investment Forum.
2. Recruit business delegations to attend seminars and exhibitions hosted or sponsored by each other Participant, with the intent of bringing Sichuan and British Columbian companies together to explore investment and trade opportunities.
3. Set up hotlinks on each other's websites.

# Media Interview by CCTV News PCC and MTW

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 2:00 PM to 2:15 PM
<b>LOCATION:</b>	Jin Jiang Hotel - Dignitary Hall 1/F
<b>MEETING WITH:</b>	Ms. Yang LIU, CCTV Reporter
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Yao, Cathy McPhee, Jordan Yi, Leanne Han, Henry, s17 Chin, Ben
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Two big chairs, face-to-face, one for Premier and the other one for the reporter
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	N/A
<b>KEY MEETING OBJECTIVE:</b>	N/A
<b>KEY MESSAGES:</b>	N/A
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	N/A

**Contact:** Chin, Ben

**Scenario:**

Time	Details
2:00 PM	Arrive at the interview room, get ready to the interview
2:05 PM	Interviewed by CCTV
2:15 PM	Interview ends, proceed to wood contract signing ceremony

**Biography:**

CCTV NEWS Reporter Yang LIU Bio:

s22

**Contact:**

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Change dress and Hotel Check out

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 2:30 PM to 3:00 PM
<b>LOCATION:</b>	s15 - Chengdu - Accommodation
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details	Contact
2:30 PM	Depart via vehicle at Jinjiang Hotel entrance and transfer to s15 Hotel	Tom Wang
2:45 PM	Arrive at s15 Hotel and transfer to hotel room	Cathy Yao
3:00 PM	Wardrobe change	Cathy Yao
3:15 PM	Check out from the hotel	Cathy Yao

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Transfer to Chongqing (by car)

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 3:00 PM to 7:00 PM
<b>LOCATION:</b>	s15 Chengdu - Lobby
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Carr, Steve Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details	Contact
3:15 PM	Get on vehicle at the hotel entrance and depart to Chongqing	Tom Wang
4:45 PM	Rest at Rest Station 1	Tom Wang
5:00 PM	Continue drive to Chongqing	Tom Wang
5:45 PM	Rest at Rest Station 2	Tom Wang
6:00 PM	Continue drive to Chongqing	Tom Wang
7:15 PM	Arrive at Chongqing s15	Cathy Yao

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Arrive Chongqing Hotel and Check In

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 7:00 PM
<b>LOCATION:</b>	s15 Front Desk
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Brown, Brian Yao, Cathy Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details	Contact
6:30 pm	Arrive at s15 Chongqing and greeted by hotel manager	Brian Brown
6:35 pm	Hotel check-in and escorted by hotel staff to hotel room	Brian Brown

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17



# Dinner with COFTEC

## Logistics:

<b>DATE/TIME:</b>	Nov 24, 7:30 PM to 9:30 PM
<b>LOCATION:</b>	Liang Jiang Shui Hotel Pot - TBC
<b>MEETING WITH:</b>	President Yi WANG, Chongqing Foreign Trade and Economic Relations Commission (COFTEC) and 5 other officials from Chongqing COFTEC (TBC)
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17 Han, Henry, s17 Yi, Leanne
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Round Dinner Table (Hot Pot)
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	Introduce Chongqing's economic development situation and strengths; and  Enhance Chongqing's economic relationship with BC, especially in the areas of education, personnel exchange and tourism.
<b>KEY MEETING OBJECTIVE:</b>	Enhance BC's trade and investment cooperation with Chongqing.  Promote BC as an ideal investment destination for LNG projects and enhance LNG technologies cooperation between BC and Chongqing.  Chongqing is one of the priority markets in China for BC. They are a key partner for BC to promote trade and investment in Southwest China.  Chongqing COFTEC will host the business luncheon on Nov 25, 2013 during PCC's first visit to Chongqing, Southwest China.
<b>KEY MESSAGES:</b>	This is Premier Clark and MTW's first visit to Chongqing. The visit demonstrates the importance BC places in developing strong relations with Chongqing and the rapidly developing southwest economic region of which Chongqing is a driving force.  BC is pleased that University of British Columbia (ranked 30th in the world in 2013 by Times Higher Education) entered into a landmark cooperation agreement with the Government of Chongqing this past August. It is a solid foundation on which to build a broader relationship.  We are also pleased to sign the MOU between the BC Ministry of International Trade and COFTEC on Nov 25, 2013, with an Action Plan to be finalized within 6

months. Examples of areas that could be initially explored include: a) clean energy and clean technology; b) tourism and travel promotion; c) transportation and logistics; d) international education and training; e) professional services; f) agri-foods; and g) natural resources, forestry and wood products.

s13, s16

We appreciate COFTEC's support to host the luncheon for PCC's Visit to Chongqing.

**CONNECTION TO BC /  
ICEBREAKER:**

COFTEC, together with a number of Chongqing companies have visited BC several times in the last few years.

**BACKGROUND:**

Chongqing COFTEC is the municipal government agency of Chongqing People's government, managing Chongqing trade and economic cooperation activities with overseas countries.

PCC will meet with Chongqing Mayor on Nov 25, 2013.

An MOU between BC Ministry of International Trade and Chongqing COFTEC will be signed on Nov 25, 2013 during the business luncheon, to be witnessed by PCC.

The Canadian federal government set up the Canadian Consulate in Chongqing in 1998. Chongqing is twinned with the City of Toronto in Canada.

**Contact:**

Han, Henry,

s17

**Scenario:**

Time	Details	Contact
19:30	Depart from s15 Hotel Chongqing	Leanne Yi
20:00	Arrive at Liang Jiang Shui Hot Pot Restaurant	Same
20:00-21:00	Dinner with President Wang of Chongqing COFTEC	Same
21:00	Back to hotel	Same

**Biography****Mr. Wang Yi**

s22

s22

2011 - present Party Secretary of Chongqing Municipal Foreign Trade and Economic Commission and Vice President of China Council for International Investment Promotion.

**Contact:**

Leanne Yi

Senior Business Development Manager

British Columbia Trade and Investment Office – South China

lyi@britishcolumbia.ca

s17

# Depart for bilateral meeting

## Logistics:

<b>DATE/TIME:</b>	Nov 25, 8:30 AM to 8:55 AM
<b>LOCATION:</b>	s15 Chongqing - Lobby
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Scenario:

Time	Details	Contact
10:00 AM	Get on vehicle at hotel entrance	Tom Wang
10:03 AM	Depart for bilateral meeting	Tom Wang
10:25 AM	Arrive	Cathy Yao

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Arrive Meeting with Chongqing Mayor

## Logistics:

<b>DATE/TIME:</b>	Nov 25, 8:55 AM to 9:00 AM
<b>LOCATION:</b>	JW Marriott - Chongqing - Bilateral Meeting Space
<b>MEETING WITH:</b>	Chongqing Mayor
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Scenario:

Time	Details
10:25 AM	Arrive for bilateral meeting and be greeted by representative from Chongqing Foreign Affairs Office
10:28 AM	Depart to bilateral meeting room
10:30 AM	Meet with Chongqing Mayor

## Biography:

s22

s22

**Contact:**

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Meeting with Mayor of Chongqing Mr. Qi Fan

## HUANG

# Meeting with Mayor of Chongqing Mr. Qi Fan

## HUANG

### Logistics:

<b>DATE/TIME:</b>	Nov 25, 9:00 AM to 9:45 AM
<b>LOCATION:</b>	Chongqing Foreign Affairs Building - Room 108, 1/F
<b>MEETING WITH:</b>	Zhuji Zhejiang, Mayor of Chongqing and/or Party Secretary of Chongqing
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Han, Henry, s17 Stewart, Ben Wat, Minister Teresa Baskerville, Shannon Yao, Cathy Parhar, TJ
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Bilateral meeting
<b>SUGGESTED ATTIRE</b>	Formal Business

### Meeting Information

<b>THEIR INTERESTS:</b>	Chongqing wishes to establish a relationship with BC through the signing of a trade and investment MOU between the BC Ministry of International Trade and the Chongqing Foreign Trade and Economic Relations Commission (COFTEC) Chongqing may wish to explore the possibility of having direct cargo and/or passenger flights between Vancouver and Chongqing (to tap into the massive western China market).
<b>KEY MEETING OBJECTIVE:</b>	Witness signing of MOU on trade and investment between BC Ministry of International Trade and Chongqing Foreign Trade and Economic Relations Commission (COFTEC), with Action Plan to be finalized within 6 months, possibly during a future visit to BC by the Mayor.  Highlight purpose of Chongqing leg of mission - to advance BC LNG development, and establish a new relationship with Chongqing to foster friendly government-to-government relations and promote trade and investment in areas of mutual interest.  Comms: Photo captions, twitter, Flickr, Facebook
<b>KEY MESSAGES:</b>	This is Premier Clark's first visit to Chongqing – demonstrates importance BC places in developing strong relations with Chongqing and the rapidly developing southwest economic region.  Pleased that University of British Columbia (ranked 30th in the world in 2013 by Times Higher Education) entered into a landmark cooperation agreement with the Government of Chongqing this past August. It is a solid foundation on which to build a broader



relationship.

BC is interested in exploring how best to advance the relationship between UBC and Chongqing University, as well as advance cooperation in other sectors such as LNG based fuel cell research and development.

s13, s16

**CONNECTION TO BC /  
ICEBREAKER:**

This is the first time the Premier has met the Mayor.

BC has strong education links to Chongqing in both K-12 and post-secondary sectors. Most recently in August 2013, UBC signed an important education cooperation arrangement with the Chongqing government to foster collaboration between UBC and Chongqing U, Southwest U, Southwest U of Political Science and Law, and Sichuan International Studies University.

**BACKGROUND:**

Chongqing is a rapidly urbanizing megalopolis of over 30 million people, and a manufacturing and transportation hub on the upper Yangtze River between the developed east and resource rich west. Chongqing has been designated by the Chinese central government to become the regional hub for state-of-the-art equipment manufacturing, modern services sector, new technology, and agricultural products by 2015.

There's significant potential for increasing trade and investment with Chongqing, including in sectors such as LNG, advanced manufacturing, ICT, agrifoods, advanced energy, mining, and forestry and wood products.

s16

Natural resources are abundant in the region. Chuandong Natural Gas Field is China's largest inland gas field with deposits of around 270 billion cubic meters - more than 1/5 of China's total.

The State Development and Investment Corp, China's largest State-owned investment holding company announced in 2012 that it will invest 30 billion yuan (\$4.75 billion) into shale gas exploration and development in Chongqing. The capital investment will also be used to construct a coal port and national base for emergency coal reserves,

China aims to produce 6.5 billion cubic meters of shale gas by 2015.

Chongqing Development and Reform Commission has announced it will develop LNG city buses, with 10,000 LNG buses running in the city by 2015.

The Government of Canada established a Consulate in Chongqing in 1998.

s16

**Contact:**

Han, Henry,

s17

**Scenario:**

Time	Details	Contact
10:30 AM	Arrive meeting room with Mayor of Chongqing and be seated	Cathy Yao
10:30 AM	Dialogue between Premier and Mayor	Henry Han
11:00 AM	s16 and photo taking	Tejindar Parhar
11:10 AM	Walk to signing room with Mayor of Chongqing	Henry Han

NR

NR

**Memorandum of Understanding**  
**on**  
**Two-Way Trade and Investment Promotion Cooperation**  
**between**  
**Chongqing Foreign Trade and Economic Relations Commission of the**  
**People's Republic of China**  
**and the**  
**Ministry of International Trade of**  
**the Province of British Columbia, Canada**

The Chongqing Foreign Trade and Economic Relations Commission of the People's Republic of China and the Ministry of International Trade of the Province of British Columbia, Canada (hereinafter referred as the "Participants"),

**COMMITTED** to establishing a relationship of friendship and trust founded on the principles of equality, mutual benefit and win-win cooperation;

**ACKNOWLEDGING** the strategic importance of cooperation between the Participants to expand two-way trade and investment promotion between the two jurisdictions;

**HEREBY** declare their intent to establish a framework for cooperation and communication, and have come to the following understanding:

**COOPERATION FRAMEWORK:**

1. To facilitate direct government-to-government dialogue and business-to-business contacts, the Participants have a shared intent to:
  - a) Encourage high-level visits by government leaders to broaden and enhance communication and cooperation between the Participants;
  - b) Encourage two-way trade and investment missions by business enterprises and their participation in trade and investment promotion forums, which may include match-making activities to enhance information exchange, foster mutual cooperation, and create a win-win environment.
  - c) Establish a joint action plan to promote mutually beneficial trade and investment between the jurisdictions in priority sectors; and
  - d) Meet annually to review progress on the joint action plan and discuss new opportunities for cooperation.

## **AREAS OF COOPERATION:**

2. The Participants will work in collaboration to identify complementary sectors for inclusion in the joint action plan. The action plan will be completed within six months of the signing of this Memorandum of Understanding, and will be set out in an Appendix 1 and incorporated into this Memorandum of Understanding.

## **DESIGNATED REPRESENTATIVES:**

3. The Participants will each designate a representative for the coordination and efficient management of the cooperative activities under this Memorandum of Understanding and advise the other Participant as soon as possible.

## **RESPONSIBILITIES AND OTHER CONSIDERATIONS:**

4. Each of the Participants will conduct the cooperative activities under this Memorandum of Understanding at its discretion, subject to the available resources of the Participant.
5. This Memorandum of Understanding does not create a partnership between the Participants, nor demonstrate an intention to enter into a partnership, nor create any legal, contractual or financial rights or obligations for each of the Participants.
6. The Participants will settle any difference in relation to this Memorandum of Understanding, including any question regarding its existence, validity, termination, interpretation or application, amicably by consensus and consultation between them.

## **EFFECTIVE TERM:**

7. This Memorandum of Understanding:
  - a) is effective on the date of execution and remains in effect for three (3) years;
  - b) may be modified, including extended, by agreement in writing signed by the Participants; and
  - c) may be terminated by either of the Participants by giving one month prior notice in writing.

Signed in duplicate on this twenty-fifth day of November, 2013 at Chongqing, China, in the Chinese and English languages, each version being equally valid.

**For Chongqing Foreign Trade and  
Economic Relations Commission**

---

**For British Columbia Ministry of  
International Trade**

---

MEMORANDUM OF UNDERSTANDING  
ON  
TWO-WAY TRADE AND INVESTMENT PROMOTION COOPERATION  
BETWEEN  
CHONGQING FOREIGN TRADE AND ECONOMIC RELATIONS COMMISSION  
OF THE PEOPLE’S REPUBLIC OF CHINA  
AND THE  
MINISTRY OF INTERNATIONAL TRADE OF  
THE PROVINCE OF BRITISH COLUMBIA, CANADA

The Chongqing Foreign Trade and Economic Relations Commission of the People’s Republic of China and the Ministry of International Trade of the Province of British Columbia, Canada (hereinafter referred as the “Participants”),

COMMITTED to establishing a relationship of friendship and trust founded on the principles of equality, mutual benefit and win-win cooperation;

ACKNOWLEDGING the strategic importance of enhancing cooperation between the Participants to expand two-way trade and investment promotion between the two jurisdictions;

HEREBY declare their intent to establish a framework for cooperation and communication, and have come to the following understanding:

COOPERATION FRAMEWORK:

- 1. To facilitate direct government-to-government dialogue and business-to-business contacts, the Participants have a shared intent to:
  - a) Encourage high-level visits by government leaders to broaden and enhance communication and cooperation between the Participants;
  - b) Encourage two-way trade and investment missions by business enterprises and their participation in trade and investment promotion forums, which may include match-making activities to enhance information exchange, foster mutual cooperation, and create a win-win environment.
  - c) Establish a joint action plan to promote mutually beneficial trade and investment between the jurisdictions in priority sectors; and
  - d) Meet annually to review progress on the joint action plan and discuss new opportunities for cooperation.

AREAS OF COOPERATION:

- 2. The Participants will work in collaboration to identify complementary sectors for inclusion in the joint action plan. The action plan will be completed within six months of the signing of this Memorandum of Understanding, and will be set out in an Appendix 1 and incorporated into this Memorandum of Understanding. Initial priority sectors to be considered for cooperation include:
  - a) Energy, including clean energy and related technologies;
  - b) Tourism;
  - c) Logistics, including port and air logistics;
  - d) Services, including professional services; and
  - e) Agri-foods, natural resources, forestry, wood products, and other sectors.

DESIGNATED REPRESENTATIVES:

- 3. The Participants will each designate a representative for the coordination and efficient management of the cooperative activities under this Memorandum of Understanding and advise the other Participant as soon as possible.

RESPONSIBILITIES AND OTHER CONSIDERATIONS:

- 4. Each of the Participants will conduct the cooperative activities under this Memorandum of Understanding at its discretion, subject to the availability of resources of the Participant.
- 5. This Memorandum of Understanding does not create any legal, contractual or financial rights or obligations for each of the Participants.
- 6. The Participants will settle any difference in relation to this Memorandum of Understanding, including any question regarding its existence, validity, termination, interpretation or application, amicably by consensus and consultation between them.

EFFECTIVE TERM:

- 7. This Memorandum of Understanding:
  - a) is effective on the date of execution and remains in effect for three (3) years;
  - b) may be modified, including extended, by agreement in writing signed by the Participants; and
  - c) may be terminated by either of the Participants by giving one month prior notice in writing.

SIGNED IN DUPLICATE ON THIS TWENTY-FIFTH DAY OF NOVEMBER, 2013 AT CHONGQING, CHINA,  
IN THE CHINESE AND ENGLISH LANGUAGES, EACH VERSION BEING EQUALLY VALID.



# 中国重庆市对外贸易经济委员会 加拿大不列颠哥伦比亚省国际贸易厅 促进双边贸易投资合作协议

中方：中国重庆市对外贸易经济委员会  
加方：加拿大不列颠哥伦比亚省国际贸易厅

中国重庆市对外贸易经济委员会与加拿大不列颠哥伦比亚省国际贸易厅本着平等互利、合作共赢的原则，经 好协商，同意共同寻求建立友好、信任的合作关系。

双方一致同意，加强双方合作对促进双边投资贸易具有重要战略意义。现就双方未来交流、合作框架等事项达成协议如下：

## 合作框架：

- 为促进双方政府间的直接对话，及双方商业的直接联系，双方均同意：
  - 鼓励市省政府高层互访。推动双方市（省）领导人互访活动，拓宽市省间交流与合作空间。
  - 鼓励双方企业参与贸易投资交流活动及经贸交流论坛。鼓励企业参与商务交流配对活动，以提高信息交流、促进共同合作、创造双赢的氛围。
  - 建立联合行动计划。建立联合行动计划，促进双方辖区内优先行业的贸易和投资, 以达到共赢的目的。
  - 建立年度检讨制度。建立针对联合行动计划的年度检讨制度，对联合行动计划进行年度检讨，并讨论新的合作机会。

## 合作领域

- 双方共同合作商讨，确定可列入联合行动计划的、可形成互补的行业。行动计划将会在本合作协议签署后的六个月内完成，并以附件的形式成为本协议的一部分。初期建议主要合作领域如下：
  - 能源产业。
  - 旅游业。
  - 商贸物流业。包括港口物流、航空物流等
  - 服务业。包括专业服务
  - 双方还将在农业、自然资源、林业及木制品等领域开展合作。

## 指定代表

- 为了能够更好地配合、管理本协议下的合作活动，并与另一方及时沟通，双方将各指定一位代表进行沟通管理工作。

## 双方职责及其他

- 双方根据其可利用资源的现况，慎重安排组织本合作协议下的合作活动。
- 本合作协议不代表任一方将会随之产生法律、合约或财务相关的权利和义务。
- 双方将通过友好协商达成一致，共同解决与本协议相关的任何异议，包括关于本协议的存在、有效性、终止，及对本协议的解释和应用。

## 有效期限

- 本合作协议
  - 自执行日期起开始生效，有效期三（3）年；
  - 经双方书面签署同意，可被修改，包括延期；
  - 可在任一方提前一个月书面通知的情况下终止。

本协议于二〇一三年十一月二十五日在中国重庆签署。本协议中文、英文版本一式两份，具有同等法律效力。

## Witness Signing of Economic Cooperation MOU between COFTEC and MIT and Corporate Signings

### Logistics:

<b>DATE/TIME:</b>	Nov 25, 11:30 AM to 11:40 AM
<b>LOCATION:</b>	JW Marriott Hotel - Chongqing - Grand Ballroom - 9th Floor
<b>MEETING WITH:</b>	Signing of Economic Cooperation MOU between COFTEC and MIT
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Signing table
<b>SUGGESTED ATTIRE</b>	Formal Business

### Scenario:

Time	Details	Contact
11:15 AM	Arrive signing room and be invited to the stage	Henry Han
11:15 AM	To witness signing and take photo	Henry Han
11:30 AM	Leave signing room and go to ball room for luncheon	Henry Han

**Biography:** N/A

### Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel s17

Supporting Files:

11\_25\_11\_30\_MOU\_MIT\_CPFTEC.pdf

11\_25\_11\_15\_COFTEC\_MIT\_MOU.pdf

# Trade and Investment Luncheon hosted by COFTEC

## Logistics:

<b>DATE/TIME:</b>	Nov 25, 11:40 AM to 1:00 PM
<b>LOCATION:</b>	JW Marriott Hotel - Chongqing - Grand Ballroom - 9th Floor
<b>MEETING WITH:</b>	Chongqing COFTEC Business Luncheon
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Round Table Lunch (Totally 14 tables, ten people/per table)
<b>SUGGESTED ATTIRE</b>	Formal Business

## Scenario:

Time	Details	Contact
11:45 AM	Arrive at ball room and be escorted to head table	Henry HAN
11:50 AM	Welcome speech by Chongqing COFTEC	Henry HAN
11:55 AM	Speech by PCC	Cathy YAO
12:00 PM	Lunch time	Cathy YAO
1:00 PM	Leave ballroom	Cathy YAO

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Chongqing Hotel Check Out

## Logistics:

<b>DATE/TIME:</b>	Nov 25, 1:00 PM
<b>LOCATION:</b>	s15 - Front Desk
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details
2:00 PM	Hotel check out
2:30 PM	Board the vehicle at the hotel entrance and depart for Chongqing Airport

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel s17

## Depart for airport (Chongqing)

### Logistics:

<b>DATE/TIME:</b>	Nov 25, 1:15 PM
<b>LOCATION:</b>	s15 Chongqing - Lobby
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Wat, Minister Teresa Stewart, Ben Carr, Steve Baskerville, Shannon Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

### Scenario:

Time	Details	Contact
2:30 pm	Depart for Chongqing Airport	Tom Wang
3:00 pm	Arrive at VIP Room at Chongqing Airport	Cathy Yao

**Biography:** N/A

### Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Arrive airport and check in

## Logistics:

<b>DATE/TIME:</b>	Nov 25, 2:00 PM to 2:15 PM
<b>LOCATION:</b>	Chongqing Airport - Main Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details
3:00 PM	Premier arrives at the airport VIP area
3:05 PM	Premier checks in through the VIP boarding gate
3:15 PM	Premier boards the plane
4:00 PM	Depart for Beijing

**Biography:** N/A

## Contact:

Cathy Yao, Managing Director  
British Columbia Trade & Investment Office – South China  
Tel: s17

# Arrive Beijing

## Logistics:

<b>DATE/TIME:</b>	Nov 25, 5:25 PM
<b>LOCATION:</b>	Beijing Capital Int'l Airport - International Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Scenario:

Time	Details
6:25 PM	Premier arrives at Terminal 3 of the Beijing International Airport; Premier is greeted by the airport VIP staff at the tarmac.
6:35 PM	Premier is transferred by VIP vehicle to the VIP Arrival lounge.
6:45 PM	Premier arrives at the VIP Arrival lounge.
7:00 PM	Premier is transferred to s15 Beijing

**Biography:** N/A

## Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Transfer to

s15

## Hotel Beijing

### Logistics:

<b>DATE/TIME:</b>	Nov 25, 6:00 PM to 6:40 PM
<b>LOCATION:</b>	Beijing Capital Int'l Airport - International Terminal
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

### Scenario:

Time	Details
7:00 PM	Premier departs for s15
8:00 PM	Premier arrives s15

**Biography:** N/A

### Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17



## Arrive at

s15

## Hotel Beijing and Check in

### Logistics:

<b>DATE/TIME:</b>	Nov 25, 6:40 PM to 6:55 PM
<b>LOCATION:</b>	s15 Beijing - Front Desk
<b>MEETING WITH:</b>	N/A
<b>PREMIER AND ACCOMPANYING PARTIES</b>	Byng, Dave Carr, Steve Wat, Minister Teresa Stewart, Ben Baskerville, Shannon Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

### Scenario:

Time	Details	Contact
7:00 PM	Premier arrives at s15 Hotel Beijing	
7:10 PM	Premier is greeted s15 and takes the s15 elevator directly to suite for in-room check in.	s22

**Biography:** N/A

### Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

MEMORANDUM OF UNDERSTANDING  
ON  
TWO-WAY ECONOMIC COLLABORATION  
BETWEEN  
SHANGHAI MUNICIPAL COMMISSION OF ECONOMY AND INFORMATIZATION AND THE  
MINISTRY OF INTERNATIONAL TRADE  
OF THE PROVINCE OF BRITISH COLUMBIA, CANADA

The Shanghai Municipal Commission of Economy and Informatization of the People’s Republic of China and the Ministry of International Trade of the Province of British Columbia, Canada (hereinafter referred as the “Participants”),

COMMITTED to establishing a relationship of friendship and trust founded on the principles of equality, mutual benefit and win-win cooperation;

COMMITTED to laying a solid foundation of friendship and communication for the signing of a Memorandum of Cooperation between Shanghai, the People’s Republic of China, and British Columbia, Canada in the future;

ACKNOWLEDGING the strategic importance of cooperation between the Participants to expand two-way economic collaboration promotion between the two jurisdictions;

HEREBY declare their intent to establish a framework for cooperation and communication, and have come to the following understanding:

COOPERATION FRAMEWORK:

1. To facilitate direct government-to-government dialogue and business-to-business contacts, the Participants have a shared intent to:
  - a. Encourage high-level visits by government leaders to broaden and enhance communication and cooperation between the Participants;
  - b. Encourage two-way economic collaboration missions by business enterprises and their participation in trade and investment promotion activities, which may include exhibitions, fairs, conferences and match-making arrangements to enhance information exchange, foster mutual cooperation, and create a win-win environment;
  - c. Establish a joint action plan to promote mutually beneficial economic collaboration between the jurisdictions in priority sectors; and
  - d. Meet annually to review progress on the joint action plan and discuss new opportunities for cooperation.

AREAS OF COOPERATION:

2. The Participants will work in collaboration to identify complementary sectors for inclusion in the joint action plan. The action plan will be completed within six months of the signing of this Memorandum of Understanding, and will be set out in an Appendix 1 and incorporated into this Memorandum of Understanding.

DESIGNATED REPRESENTATIVES:

3. The executive offices representing the two Participants respectively: the Division of Foreign Economy will act as the executive office in the Shanghai Municipal Commission of Economy and Informatization; and the British Columbia International Trade and Investment Representative Office (East China) will act as the executive office in the British Columbia Ministry of International Trade.

RESPONSIBILITIES AND OTHER CONSIDERATIONS:

4. Each of the Participants will conduct the cooperative activities under this Memorandum of Understanding at its discretion, subject to the availability of resources of the Participant.
5. This Memorandum of Understanding does not create a partnership between the Participants, nor demonstrate an intention to enter into a partnership, nor create any legal, contractual or financial rights or obligations for each of the Participants.
6. The Participants will settle any difference in relation to this Memorandum of Understanding, including any question regarding its existence, validity, termination, interpretation or application, amicably by consensus and consultation between them.

EFFECTIVE TERM:

7. This Memorandum of Understanding:
  - a. is effective on the date of execution and remains in effect for three (3) years;
  - b. may be modified, including extended, by agreement in writing signed by the Participants; and
  - c. may be terminated by either of the Participants by giving one month prior notice in writing.

SIGNED IN DUPLICATE ON THIS 29TH DAY OF NOVEMBER, 2013 AT SHANGHAI, CHINA,  
IN THE CHINESE AND ENGLISH LANGUAGES, EACH VERSION BEING EQUALLY VALID.

# 上海市经济和信息化委员会与加拿大不列颠哥伦比亚省国际贸易厅 双向经济合作谅解备忘录

中华人民共和国上海市经济和信息化委员会与加拿大不列颠哥伦比亚省国际贸易厅（以下简称“双方”），  
致力于在平等互利、共赢合作的基础上建立友好互信关系；  
致力于为将来在中国上海和加拿大哥伦比亚省之间签署合作备忘录打下坚实的友好交流基础；  
承认双方在各自管辖范围内扩大双向经济合作交往的战略重要性；  
特此表明双方有意建立合作交流框架，并达成如下共识：

## 合作框架：

- 为促成政府间和企业间的直接交往，双方均有意：
  - 促进政府官员的高层次互访，以扩大加强双方的交流合作；
  - 鼓励企业间的双向经济合作活动，鼓励企业参与到促进贸易投资的活动中，包括展览、展会、会议及对接活动，以增加信息交换、促成相互合作、创造共赢环境；
  - 制定联合行动计划，以增进双方在上述领域的互利经济合作；
  - 每年定期会晤，回顾联合行动计划的进展，探讨新的合作机会。

## 合作领域：

- 双方将共同努力，确立联合行动计划的补充领域。行动计划将在本谅解备忘录签署之后六个月内完成并以附1的形式作为本谅解备忘录的组成部分。

## 指定执行部门：

- 双方的指定执行部门分别为：上海市经济和信息化委员会的指定执行部门是上海市经济和信息化委员会外经处；加拿大不列颠哥伦比亚省国际贸易厅的指定执行部门是加拿大不列颠哥伦比亚省贸易投资办公室（华东区）。

## 职责及其他：

- 双方将在此谅解备忘录范围内根据实际情况酌情开展合作。
- 此谅解备忘录并不表示双方已经建立或愿意建立合作关系，也不对任何一方构成法律上、合同上或财政上的权利或义务。
- 双方将通过协商达成一致，以解决关于此备忘录的所有分歧，包括存续情况、有效期、终止情况、解释及适用性等。

## 法律效力：

- 此谅解备忘录：
  - 自执行日起生效，有效期三年；
  - 经双方书面同意后可以修改，也可增加内容；
  - 任何一方均可终止此备忘录，但需提前一个月书面通知对方。

2013年11月29日在中国上海签署一式两份备忘录，每份均由中文与英文写成，两种文本均享有同等法律效力。

# Transfer to Bilateral with Tianjin Vice-Mayor

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 10:20 AM
<b>LOCATION:</b>	s15 Hotel - Lobby
<b>MEETING WITH:</b>	N/A
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Chen, Rex Zhao, Gerry Eidsness, Greg , s17
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Travel:

Vehicle #	Assigned Passengers

## Scenario:

Time	Details	Contact
1:30 PM	Minister departs lunch venue with Tianjin Renai Group and travels to Tianjin Municipal Government for Bilateral with Tianjin Vice-Mayor.	Gerry Zhao
2:00 PM	Minister arrives at Tianjin Municipal Government and is greeted by Tianjin Vice-Mayor and other Municipal Government Officials and escorted to the meeting room.	Same

**Biography:** N/A

## Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca



# Meeting with Tianjin Vice - Mayor

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 11:00 AM to 11:30 AM
<b>LOCATION:</b>	Tianjin Vice Mayor - Renai Group HQ
<b>MEETING WITH:</b>	Mr. SUN Wenkui, Tianjin Vice Mayor
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex Zhao, Gerry
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	s17
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Present BC as Canada's Pacific Gateway.</li> <li>• Encourage further discussion and strengthening of economic ties between BC and Tianjin.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• BC would like to work with local business communities to promote the use of wood frame construction and lumber trade in Tianjin.</li> <li>• BC values good relations with Tianjin and welcomes opportunities for strengthening the relationship.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	<p>BC contributed wood products for construction and provided quality assurance for the construction of the TEDA (Tianjin Economic Development Area) Project 2-4 story wood frame apartment buildings. It was China's first four-storey wood-frame structure under the March 2010 agreement signed by Canada, BC and the Chinese Ministry of Housing and Urban-Rural Development to assist China in the application of modern wood-frame technology to build energy-efficient housing.</p> <p>Tianjin has a BC-certified school: Tianjin TEDA Maple Leaf International School.</p>

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
2:00 PM	Minister arrives at Tianjin Guesthouse.	Kevin Tsui
2:10 PM	Vice Mayor of Tianjin greets Minister and provides an overview of Tianjin.	Same
2:25 PM	Minister thanks the Vice Mayor and provides an overview of BC's interest in Tianjin and North China and promotes BC as a preferred investment location.	Same
2:45 PM	Vice Mayor concludes.	Same
2:50 PM	s16 and photo shoot.	Same
3:00 PM	Minister departs for the next meeting.	Same

**Biography: N/A**

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

Gerry Zhao, Senior Business Development Manager  
British Columbia Trade & Investment Office – North China  
Tel: s17  
gzhao@britishcolumbia.ca

**Biography**

s22

Mr. SUN Wenkui, Vice Mayor and Secretary General, Tianjin Municipal Government

s22

# Lunch with Tianjin Vice Mayor (TBC)

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 11:45 AM to 12:30 PM
<b>LOCATION:</b>	Lunch with Tianjin Vice Mayor - Renai Private Dining Place
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	

**Contact:** Eidsness, Greg , s17



**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details

## Biography

# Transfer to Lunch with Royal Roads University (Investor Luncheon)

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 12:30 PM to 1:00 PM
<b>LOCATION:</b>	Lunch with Tianjin Vice Mayor - Renai Private Dining Place
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	s16
<b>GIFT:</b>	
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Travel:

<b>Vehicle #</b>	<b>Assigned Passengers</b>

## Scenario:

<b>Time</b>	<b>Details</b>

## Biography

# Lunch with Royal Roads University (hosted by RRU)

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 1:00 PM to 2:00 PM
<b>LOCATION:</b>	Lunch with Royal Roads University - TBC
<b>MEETING WITH:</b>	TBC
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17 Chen, Rex Zhao, Gerry
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	s13, s17
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>Demonstrate BC's economic strengths and BC Government's support for growing trade and investment in priority sectors.</li> <li>Build on the strength of BC's Chinese diasporas to demonstrate that BC is a familiar, welcoming and hospitable place to do business.</li> </ul>
<b>KEY MESSAGES:</b>	- BC has Asia's fastest and most efficient gateway to North American markets.- We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	TBD

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
12:00 PM	Minister arrives at the venue (TBC).	Gerry Zhao
12:05 PM	Minister is greeted at the meeting room by Allan Calhoon.	Same
12:10 PM	Minister is seated at head table.	Same
12:15 PM	Lunch is served.	Same
12:50 PM	RRU thanks Minister and invites Minister to make speech.	Same
12:55 PM	Minister Makes Remarks	Same
1:05 PM	RRU rep thanks Minister. Questions solicited from investors moderated by RRU.	Same
1:20 PM	Session ends.	Same

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

# Transfer to Tianjin Renai University for speech

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 2:00 PM
<b>LOCATION:</b>	Lunch with Royal Roads University - TBC
<b>MEETING WITH:</b>	N/A
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex Zhao, Gerry
<b>HOST AND ACCOMPANYING PARTIES</b>	s16
<b>GIFT:</b>	
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Travel:

<b>Vehicle #</b>	<b>Assigned Passengers</b>

## Scenario:

<b>Time</b>	<b>Details</b>	<b>Contact</b>
10:30 AM	Minister departs Renai Group for Renai College of Tianjin University.	Gerry Zhao
11:00 AM	Minister arrives at Renai College and is escorted to the speech venue.	Same

**Biography:** N/A

## Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

# Tianjin Renai University Speech & Tree Planting

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 2:45 PM to 4:30 PM
<b>LOCATION:</b>	Tianjin Renai University - TBC
<b>MEETING WITH:</b>	Renai College of Tianjin University
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Parhar, TJ Chen, Rex Baskerville, Shannon Eidsness, Greg , s17 Zhao, Gerry
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	The Chinese students would like to learn about Canada and British Columbia.
<b>KEY MEETING OBJECTIVE:</b>	Present BC as Canada's Pacific gateway and attractive place to study and live.
<b>KEY MESSAGES:</b>	See speaking notes (under development). <ul style="list-style-type: none"> <li>China is now British Columbia's second largest trading partner.</li> <li>BC has long been a magnet for Chinese immigration and Chinese students.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	<p>Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20th largest privately-owned companies in Tianjin.</p> <p>One of the two colleges Renai Group has jointly established with Tianjin University, Renai College has over 10,000 students in the campus and offers degrees in mechanics, computer science, architects, engineering, management, arts and foreign languages.</p>

**Contact:** Eidsness, Greg , s17



**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
11:00 AM	Minister arrives at Renai College.	Gerry Zhao
11:05 AM	Minister is escorted by the staff of college to speech room where students have already gathered.	Same
11:10 AM	Minister gives speech to students.	Same
11:40 AM	Minister concludes speech.	Same
11:45 AM	s15 and photo shoot.	Same
11:50 AM	Minister departs for luncheon.	Same

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Depart for

s15

## Hotel - Tianjin

### Logistics:

<b>DATE/TIME:</b>	Nov 28, 4:30 PM to 5:00 PM
<b>LOCATION:</b>	Tianjin Renai University - TBC
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

### Travel:

<b>Vehicle #</b>	<b>Assigned Passengers</b>

### Scenario:

<b>Time</b>	<b>Details</b>

## Biography

# Meeting with Tianjin Renai Group (at hotel)

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 5:00 PM to 5:30 PM
<b>LOCATION:</b>	s15 Hotel - Accommodation
<b>MEETING WITH:</b>	Tianjin Renai Group
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Eidsness, Greg , s17 Chen, Rex Parhar, TJ Zhao, Gerry
<b>HOST AND ACCOMPANYING PARTIES</b>	Ma, Ruren, Tianjin Renai Group Mu, Lining, Tianjin Renai Group
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>Renai Group would like to get assurance that the Government of BC is supportive of mineral development and BC has a stable and transparent regulatory environment.</li> <li>Renai Group might seek general information and support on investment and trade from the Government of BC.</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	s13, s17
<b>KEY MESSAGES:</b>	BC welcomes Renai Group to explore mining and other investment opportunities, especially given the potential of BC mineral resources and the BC Jobs Plan commitment to 8 new and 9 mine expansions by 2015.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Renai Group visited BC in June 2013 to conduct due diligence for a few mining investment projects.
<b>BACKGROUND:</b>	Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20th largest privately-owned companies in Tianjin. Its core business is real estate and commercial property development but it has also gradually grown into other sectors such as education and the steel business.

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details

## Biography

# Dinner with Tianjin Renai Group

## Logistics:

<b>DATE/TIME:</b>	Nov 28, 6:30 PM to 7:30 PM
<b>LOCATION:</b>	Dinner with Tianjin Renai Group - TBC
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17 Chen, Rex
<b>HOST AND ACCOMPANYING PARTIES</b>	Ma, Ruren, Tianjin Renai Group
<b>GIFT:</b>	s16
<b>SET UP:</b>	TBD
<b>SUGGESTED ATTIRE</b>	Business Casual

## Meeting Information

<b>THEIR INTERESTS:</b>	s17, s21
<b>KEY MEETING OBJECTIVE:</b>	To recognize Renai Group on their contribution to the visit program and the organization of the speech at the Tianjin University Renai College
<b>KEY MESSAGES:</b>	Thank you to Renai Group for their support. Encourage Renai to visit BC to explore further opportunities in British Columbia.
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20th largest privately-owned companies in Tianjin.

## Contact:

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
6:00 PM	Minister arrives at the dinner venue.	Kevin Tsui
6:05 PM	Minister is escorted by Renai management to the dinner room and get seated.	Same
6:15 PM	Toasting and meals served.	Same
7:25 PM	dinner concludes.	Same
7:30 PM	Minister departs for private program.	Same

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

Gerry Zhao, Senior Business Development Manager  
British Columbia Trade & Investment Office – North China  
Tel: s17  
gzhao@britishcolumbia.ca



## **Biography**

MA Ruren

Chairman & CEO of Tianjin Renai Group

s22

## Arrive Airport and check in

### Logistics:

DATE/TIME:	Nov 29, 7:15 AM
LOCATION:	Tianjin Airport - VIP Terminal
MEETING WITH:	
MINISTER WAT AND ACCOMPANYING PARTY	
HOST AND ACCOMPANYING PARTIES	
GIFT:	s16
SET UP:	
SUGGESTED ATTIRE	Casual

### Travel:

Vehicle #	Assigned Passengers

### Scenario:

Time	Details

## Biography

# Corporate Meeting with China Eastern (TBC)

## Logistics:

<b>DATE/TIME:</b>	Nov 29, 10:30 AM to 11:15 AM
<b>LOCATION:</b>	Shanghai Hongqiao Airport - TBC
<b>MEETING WITH:</b>	Mr. Liu Hao (Deputy Director of Sales & Marketing Committee of China Eastern Airlines Group)
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon McDonald, John Liu, Alvin Parhar, TJ Chen, Rex
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Conference room in China Eastern Airlines Group
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	Speed up their TWOV (Transit Without Visa) application process and seek more government support in BC
<b>KEY MEETING OBJECTIVE:</b>	Courtesy Call to China Eastern Airlines and will be accompanied by CEO of YVR, the meeting purpose is to understand their flight operation development on PVG-YVR route and identify future possible support from government perspective, to help them increase more traffic flow to BC.
<b>KEY MESSAGES:</b>	British Columbia is the gateway for China airlines to access Canada & North America markets  British Columbia works collaboratively with the Canadian federal government departments, such as CBSA, to assist in the facilitation of MUs TWOV application. British Columbia welcomes more passenger flow in/via the province and the government will offer support to the best extent.
<b>CONNECTION TO BC / ICEBREAKER:</b>	China Eastern is the Chinese airline with the most daily non-stop flights to Vancouver and British Columbia from East China.
<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>MU added a second daily service in July 2013, and currently operates double daily Pudong - YVR service. The airline may reduce a couple of frequencies in the winter low season to let the market digest the expanded capacity. Premier and Minister Wat attended the media briefing to announce the second daily service. s13</li> <li>s16 This will open new opportunities for MU to operate daily PVG-YVR-JFK service next summer. s13</li> <li>Elimination of the 2 cents per litre fuel tax has resulted in huge savings for the airline (over \$1 million per year for a double daily). This is also a show of support</li> </ul>

	<p>from the Province.</p> <ul style="list-style-type: none"> <li>• One large market for MU is the ethnic Indian population in BC. They travel to New Delhi from YVR via Pudong. With 72-hour visa free transit at Shanghai, MU is looking at working with YVR to offer special packages to their India bound passengers. India is also a key market for BC.</li> </ul>
--	--

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
10:20—10:25	Arrive at China Eastern Airlines Office	John McDonald
10:25—10:30	Welcomed by MU staff and lead to the meeting room	Same
10:30—11:30	Meeting	Same
11:30—11:35	s16 & Photo opportunity	Same
11:40	Leave MU and depart for the next call	Same

**Biography:** N/A

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
Cell s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

# Investor Luncheon - Shanghai

s13, s17

## Logistics:

<b>DATE/TIME:</b>	Nov 29, 12:00 PM to 1:30 PM
<b>LOCATION:</b>	Grand Hyatt Shanghai - Polaris Room - 53F
<b>MEETING WITH:</b>	Shanghai investor guests (TBC) - participant list below.
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ McDonald, John Sun , Sylvia
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Approximately 20 investors will participate in a roundtable discussion moderated by BCTIR John McDonald.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<p>The participating investors will be selected based on their interest in investing in North America, and will have a strong interest in different sectors such as mining, forestry, LNG and life sciences. They will be seeking to learn what differentiates BC from other jurisdictions from an investment perspective.</p> <p>Chinese guests (TBC):            Mr. Liu Yingjun, VP of Rongsheng Group            Mr. Jiang Zhaobai, Chairman of Pengxin Group            Ms. Li Yongfen, President of Shanghai Zhongjian Real Estate Co., Ltd            Richard Zhang, GM of Mineral Resources Division of Fosun Group            Mr. Bo Wei, Senior VP of Forte Property Group / GM of Forte Property (Shanghai) Co., Ltd            Mr. Zhao Fangyun, GM of Zhejiang Provincial Natural Gas Development Co., Ltd            Andy Zhang, Chairman of Sinom Group            Mr. Jiang Binbin, VP of Yunfeng Group            Edward Song, Director of Baosteel Resources Co., Ltd            Mr. Meng Xianniu, GM of Jiangsu Lianyungang Port Logistics Holdings Limited            VP of GCL Oil and Gas Group (Golden Concord Holdings Limited )            VP of Wison Group            2 guests from the Chinese company who will attend the signing ceremony</p> <p>Canadian guest:            Mr. Rick Savone, Consulate General, Canadian Consulate in Shanghai</p>
<b>KEY MEETING OBJECTIVE:</b>	<p>Engage with potential investors and persuade them that BC should be a high priority investment market for their companies.</p> <p>Increase the awareness of BC as a preferred investment destination in natural resources, energy, agriculture and transportation.</p>
<b>KEY MESSAGES:</b>	<p>China is a valued trading partner for BC.            China is already BC's second-largest trading partner, and accounts for 18.1 per cent of British Columbia's commodity exports - a total value of more than \$5.7 billion. This figure</p>

	<p>is growing fast, with exports increasing by an average of 24 per cent per year since 2002.</p> <p>British Columbia companies have significant potential to increase trade with China, taking advantage of its high demand for natural resources and rapid growth in knowledge-based industries, international education, transportation and infrastructure and agrifoods.</p> <p>A full Q&amp;A reference document will be developed by GCPE for Minister Wat.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	A number of guests met Minister Wat during the 2013 Chinese Investor Mission to BC, which visited Vancouver, Victoria and the Okanagan.
<b>BACKGROUND:</b>	A list of attending investors will be provided. These investors were recruited by the BCTIR Office in Shanghai, and the Canadian Consulate in Shanghai, and will be senior executives coming from local SOEs and private companies in Easy China.

**Contact:** Gossen, Kelly, s17



**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
12:00-12:10	Arrival and introductions and seating of guests at Luncheon - John McDonald / Sylvia Sun introduce	John McDonald
12:10-12:15	Opening Remarks and Formal Introduction of MTW - John McDonald	Same
12:15-12:35	Keynote speech by MTW	Same
12:35-13:15	Luncheon / free discussion	Same
13: 15-13:30	Photo opportunity	Same
13:30	Depart for next meeting with Rongsheng	Same

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
Cell: s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

# Corporate Call with Rongsheng Group

## Logistics:

<b>DATE/TIME:</b>	Nov 29, 1:30 PM to 2:00 PM
<b>LOCATION:</b>	Grand Hyatt Shanghai - Grand Club - 83F
<b>MEETING WITH:</b>	Mr. Liu Yingjun, President Assistant of Rongsheng Holding Group
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex McDonald, John Sun , Sylvia
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Reserved meeting room at Grand Club – Jin Mao Hotel 83 F
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>Strong interest in procurement of LNG from BC.</li> <li>Intent to set up a Polyethylene terephthalate (PET) manufacture operation in BC with easy access to the natural gas supplier / pipeline or near the ports. PET is used in the production of synthetic fibres.</li> <li>s13, s17</li> <li>s13, s17 CCEC is a registered corporate entity in Vancouver, with operational offices in Calgary and projects in Saskatchewan s13</li> <li>s13, s17</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	<p>Opportunity for Minister to meet senior executive from one of the largest polyester fiber producers in China.</p> <p>Understand Rongsheng's operation and next-step plan in the oil/gas sector in Canada and how these are aligned with the trade and investment objectives of British Columbia.</p>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the Asia Pacific and Canada.</li> <li>LNG is the highest priority of B.C. government.</li> <li>B.C. has a competitive and secure fiscal regime.</li> <li>B.C. has a vast energy resource which will bring great benefits to global markets.</li> <li>B.C. can offer lower operating costs for transportation and liquefaction.</li> <li>B.C. has access to a large, skilled labour force.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>Mr. Liu has made several visits to BC since spring 2012 where he has had the opportunity to meet several executives from and stakeholders within the LNG and oil and gas industries in BC.</li> <li>Mr. Liu acts on behalf of the President of Rongsheng, Li ShuiRong. Both of them</li> </ul>

	have visited BC and have made corporate calls on Kitimat Clean / David Black. s21
<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>Mr. Liu joined Rongsheng in 2011 appointed to be responsible for overseas investment / procurement / cooperation.</li> </ul> s22

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
13:30-13:35	Leave the Luncheon venue on 53F and head for Grand Club on 83F	John E. McDonald
13:35-13:58	Meeting	Same
13:58-14:00	Photo opportunity	Same
14:00	Leave Jin Mao Hotel and depart for the next meeting with FAO	Same

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
Cell s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

Pages 228 through 230 redacted for the following reasons:

-----

s13

# Meeting & MOU Signing with Shanghai Economy & Informatization Commission

## Logistics:

<b>DATE/TIME:</b>	Nov 29, 3:45 PM to 4:45 PM
<b>LOCATION:</b>	Shanghai Economy & Informatization Commission - TBC
<b>MEETING WITH:</b>	Dr. Li, Yaoxin, Director of SMCEI
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex Photographer, BC McDonald, John
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	SMCEI is interested in the following: <ul style="list-style-type: none"> <li>Increased economic traffic from BC/Canada to Shanghai in the form of trade, investment and innovation collaboration.</li> <li>Support Chinese enterprises in developing their business abroad. Support from collaborating foreign governmental bodies is viewed as critical to the success of Chinese outbound investment.</li> <li>Increase technology transfer from BC/Canada.</li> <li>Provide training opportunities for Shanghai's economic officers and senior business leaders.</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	Opportunity for the Minister to meet and sign the MOU with the highest official from SMCEI s16 in the Shanghai Municipal Government in the field of local economic development. Key meeting objectives include: <ul style="list-style-type: none"> <li>Sign the Collaboration MOU with SMCEI</li> <li>Understand priorities for Shanghai Municipality; policies and incentives for economic development in priority sectors and how these priorities and sectors align with the trade and investment priorities of BC.</li> <li>Strengthen the image of BC as a preferred destination of choice for Shanghai enterprises' first overseas stop when going to North America and abroad.</li> <li>Reaffirm BC MIT's role and position in facilitating successful trade and investment with BC by Shanghai enterprises.</li> </ul>
<b>KEY MESSAGES:</b>	British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the China and the Asia Pacific.  British Columbia Province would like to expand/extend its collaboration with Shanghai, and the BC Ministry of International Trade is the governmental body most relevant and equipped to execute this assignment  BC MIT recognizes that SMCEI fulfills a key role in developing Shanghai's local priority

	<p>sectors, particularly for SMEs in innovation and information technologies. Due to aligned priorities in promoting and developing their priority sectors, BC MIT believes that an official collaboration between these two governmental bodies will be effective and of mutual benefit to increase the trade and investment collaboration between BC and Shanghai</p> <p>The signing of the MOU between BCMIT and SMCEI will also be a solid base for a further comprehensive co-operation between the two provinces.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>Shanghai Municipal Commission of Economy and Informatization (SMCEI) is primarily responsible for regulation and policy building, municipal government invested project planning, industrial resources supply, and information infrastructure building to maintain and promote local economic development.</li> <li>The Commission is currently arranging for their Director and Deputy Party Secretary, Dr. LI, Yaoxin (Mr.) as the signatory from their side (tbc).</li> </ul>

**Contact:** Eidsness, Greg s17

Supporting Files:

11\_28\_03\_45 MOU MIT Shanghai Municipal Commission.pdf

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
16:00	Arrive at SMCEI	John E. McDonald
16:05	Bilateral Meeting with Director Li Yaoxin	Same
16:40	Signing of MOU	Same
16:45	Photo Opportunity	Same
16:55	Depart for next activity.	Same

**Biography:**

Dr. LI, Yaoxin (Mr.)

The Director and Deputy Party Secretary of the Commission

s22

s22

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
Cell s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)



# Witness Corporate Signings - Shanghai

## Logistics:

<b>DATE/TIME:</b>	Nov 29, 5:30 PM to 6:30 PM
<b>LOCATION:</b>	Grand Hyatt Shanghai - Pisces & Iris Rooms - 2F
<b>MEETING WITH:</b>	Signatories of corporate signings
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex Photographer, BC ZHU, Bin, 86-21-5116 6861 McDonald, John
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	All the participants would like to have the opportunity to communicate with the Minister, have photos taken with their business partners and the Minister, and have the Minister witness their partnership and collaboration.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Opportunity for Minister to witness and support the trade and investment initiatives and successes of BC companies in Shanghai and East China, and to interact and understand successful trade and investment partnerships between China and BC.</li> <li>• The Corporate Signing event will allow BC and Chinese companies an opportunity to interact with the Minister as well as an opportunity for the Minister to witness and support the trade and investment initiatives and successes of BC companies in Shanghai and East China.</li> </ul>
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	<p>Signing Parties and Trade and Investment Deals</p> <ol style="list-style-type: none"> <li>1. Medgenesis (Victoria, BC) and Hualan Jiangsu Investment <ul style="list-style-type: none"> <li>• Signing of investment agreement of s21 by Hualan Jiangsu into Medgenesis of Victoria.</li> <li>• Participants: <ul style="list-style-type: none"> <li>• Erich Moore, CEO and President, Medgenesis</li> <li>• Mr. Hua Yi Min, GM Hua Lan Pharma</li> </ul> </li> </ul> </li> <li>1. Pharmaster International (Ningbo) has decided to choose BC to build its first overseas research centre, and first facility in North America. <p>Participants: Mr. Zhigang Yao, General Manager of Pharmaster</p> </li> </ol>

	<p>1. VIP Soap Sales Agreement with Canaan of Shanghai</p> <ul style="list-style-type: none"> <li>Announcement of s21 of BC produced environmentally friendly household products.</li> <li>Participants:</li> <li>Mr. Luc Roy, International Sales Manager, VIP Soap</li> </ul> <p>s13</p> <p>1. HapiFoods Group vs Sinova Foods International</p> <p>HapiFoods Group will sign an distribution agreement with Sinova Foods International and its two Chinese Affiliates Shanghai Sinova Industrial Co. Ltd and Ningbo Gates Business Trading Co. Ltd., authorize them to distribute HapiFoods' products and use their trademark and logo for marketing and sales.</p> <p>Participants:</p> <ul style="list-style-type: none"> <li>Lyle Hartley, Director HapiFoods Group</li> <li>Jerry Chen, CEO of Sinova Foods International</li> <li>Joy Zhang, Senior VP, Retail</li> <li>Jason Jin, Partner</li> </ul>
--	---

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
17:30	Arrival to Signing venue in Grand Hyatt Hotel	John E. McDonald
17:35	Introduction to #1 Signing Principals : Medgenesis/HuaLan	Same
17:40	Signing and Photo Opportunity	Same
17:45	Introduction to #2 Signing Principals : Ningbo Pharmaster	Same
17:50	Announcement and Photo Opportunity	Same
17:55	Introduction to #3 Signing Principals : VIP Soap + Canaan	Same
18:00	Signing and Photo Opportunity  s13	Same
18:15	Introduction to #5 Signing Principals: Sinova/Holy Crap (tbc)	Same
18:20	Signing and Photo Opportunity	Same

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

# Friends of BC Reception - Shanghai (beverages sponsored)

## Logistics:

<b>DATE/TIME:</b>	Nov 29, 6:30 PM to 8:00 PM
<b>LOCATION:</b>	Grand Hyatt Shanghai - Piano Bar - 53rd Floor
<b>MEETING WITH:</b>	Shanghai Business Community
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	This MIT hosted evening reception will be attended by 120 Shanghai area businesspeople with an interest in doing business in BC. The event program will include remarks from Minister Wat.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	The attendees will be interested in connecting with Minister Wat and learning about business opportunities in BC.
<b>KEY MEETING OBJECTIVE:</b>	Reinforce the importance BC's relationship with China and Shanghai in particular. Encourage attendees to consider investing in BC and buying BC products.
<b>KEY MESSAGES:</b>	BC greatly values its relationship with China and East China in particular. The BC Government is committed to building its trade and investment relationship with China. There are many opportunities for Chinese companies to become involved in the quickly developing LNG story in BC.
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	This reception is hosted by MIT in partnership with the Canadian Chamber of Commerce in Shanghai.  Attendees were recruited from the BCTIR network in East China.

**Contact:** Gossen, Kelly s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
18:30—18:35	Minister enters the room	John E. McDonald
18:35—18:40	MC calls for attention and introduces Minister	Same
18:40--18:55	Minister delivers speech to welcome the guests and introduce BC-China trade & investment development & objectives of British Columbia.	Same
18:55—20:00	Network and meet with guests to learn about their business operations and development – photo opportunity	Same
20:00	Proceed to private program	Same

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cel <sup>s17</sup>  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

# Breakfast meeting with Canadian Consul General Rick Savone

## Logistics:

<b>DATE/TIME:</b>	Nov 30, 8:30 AM to 9:30 AM
<b>LOCATION:</b>	Grand Hyatt Shanghai - Grand Club - 83F
<b>MEETING WITH:</b>	Mr. Rick Savone, Consulate General, Canadian Consulate in Shanghai
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 McDonald, John Baskerville, Shannon Parhar, TJ
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Reserved seating in Hotel Breakfast Café – Jin Mao Hotel 57 F
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>Advancing the interests of BC and Canada in East China.</li> <li>Rick Savone is a strong proponent of advancing Canada's priority sectors and has made considerable effort in advancing educational ties between China and Canada as well efforts to link cultural industries and events.</li> <li>As a high profile and high traffic post , the Shanghai Mission for Canada has hosted Governor General David Johnson and the Foreign Minister John Baird in the last two months</li> </ul> <p style="text-align: right;">s16</p>
<b>KEY MEETING OBJECTIVE:</b>	<p>Opportunity for Minister to meet Canada's most senior diplomat in East China.</p> <p>Understand priorities for the federal government and Canada in East China and how these are aligned with the trade and investment objectives of British Columbia.</p>
<b>KEY MESSAGES:</b>	<p>British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the Asia Pacific.</p> <p>British Columbia works collaboratively with the federal government to advance the economic interests of BC and aims to complement the initiatives of DFATD (Department of Foreign Affairs, Trade and Development) in order to drive economic benefit to BC and the rest of Canada.</p> <p>British Columbia appreciates the strong support provided by DFATD and the collaborative relationship the Canadian Consulate in Shanghai shares with the British Columbia Trade and Investment Office and Representatives in Shanghai and East China.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>Rick Savone made an outreach visit to BC in early June 2013 where he had the opportunity to meet several executives from the Ministry of Jobs, Tourism and Skills Training (visit was just prior to the forming of current cabinet and creation of MIT).</li> </ul>

**BACKGROUND:**

- Rick Savone was appointed as Canada's Consul General to the Canadian Consulate in Shanghai in June 2012.

s22

**Contact:**

Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
08:30	Meet for breakfast and discussion in Hyatt Breakfast Café	John E. McDonald
09:30	Depart for Next Meeting	Same

**Biography**

Mr. Rick Savone  
June 2012

s22

has been the consul general in Shanghai since  
s22

s22

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)



Pages 242 through 243 redacted for the following reasons:

-----

s13

## Biography

# FII Demo Project Tour

## Logistics:

<b>DATE/TIME:</b>	Nov 30, 11:30 AM to 12:30 PM
<b>LOCATION:</b>	Forestry Innovation Investment Demo Project - TBC
<b>MEETING WITH:</b>	Forestry Innovation Investment, Lisa Dou, General Manager
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	McDonald, John Baskerville, Shannon
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	The Minister will be provided with a tour of the Dream Home Canada demonstration project.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	BCFII is interested in meeting the new Minister and gauging her interest in wood frame construction and the wood file, in general.
<b>KEY MEETING OBJECTIVE:</b>	<p>Visit to Dream Home Canada (DHC) and villas demonstration site. Dream Home Canada is the showpiece demonstration facility for the promotion of BC wood products and building systems in China as well as the home office for the MIT crown corporation BCFII China subsidiary.</p> <p>Understand the current promotional and market access activities being undertaken by BCFII in China</p>
<b>KEY MESSAGES:</b>	<p>FII has done an exceptional job of building BC's forestry sector through increasing exports to China.</p> <p>The Ministry is looking for methods to increase BC exports.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>BCFII is a crown corporation of the Ministry of International Trade. It has been active in China since 2003 and has used the Dream Home Canada Demonstration facility as its model showpiece for the promotion of the BC softwood lumber sector.</li> </ul>
<b>BACKGROUND:</b>	<p>The Dream Home Canada (DHC) project is part of a foundation strategy of British Columbia (BC) Canada's provincial government to promote the benefits of wood frame construction housing technology and wood products as building materials. The overall project will provide Chinese industry professionals and consumers a comprehensive view of the different building structures that can be built using wood frame construction technology and wood products.</p> <p>The aim of the DHC project is not only to demonstrate wood and timber frame construction, heavy timber design and expose Canadian building materials to Chinese building professionals but also to partner with China to further develop its wood industry by providing Chinese developers, designers, builders, site supervisors, inspectors and instructors skills, knowledge and technology.</p> <p>BC FII is a Crown Corporation that promotes the use of BC lumber in China's construction industry. They focus on establishing government relations with Chinese agencies that regulate the construction, environmental and real estate industries. They also promote the benefits of wood frame construction to state owned real estate development companies, design institutes and architects. BCFII was established in</p>

	<p>2003. Since the organization's founding, they have built 13 large-scale wood frame demonstration projects that promote a variety of wood frame building systems. In response to the 2008 Wenchuan Earthquake, BCFII with separate funding from the governments of BC and Canada (through NRCan) built three reconstruction wood frame projects designed to serve the local community and demonstrate the seismic properties of wood frame construction. The three projects served to strengthen relations between BC and China as well as promote the benefits of wood frame construction. BCFII has an in-house design team that offers consulting advice to developers and governments interested in building wood frame projects. They also perform market research for BC-based associations and corporations. BCFII works closely with Canada Wood China, an industry association that also promotes the use of BC lumber in China.</p> <p>BCFII formerly served under the Ministry of Forests and Range, and the Ministry of Jobs, Tourism and Innovation. They host an annual Ministerial mission to China for BC government officials and accompanying industry executives to meet with their Chinese counterparts and developers. BCFII has hosted six missions for former Minister Pat Bell and two for Minister Steve Thomson. They have roughly 15 full-time staff and four design contractors. In 2003 Canada was China's seventh largest importer of lumber products. It is now China's second largest importer.</p>
--	---

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
11:30	Arrive Dream Home Canada – Greeted by Lisa Dou, General Manager	TBD
11:30-11:50	Guided tour of Dream Home Canada	
11:50-12:30	Forest Products China Market Briefing by FII	
12:30	Depart for Lunch	

**Biography: N/A**

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell s15  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

# Remarks at Sino-Canada Highschool 10th Anniversary Banquet

## Logistics:

<b>DATE/TIME:</b>	Nov 30, 2:30 PM to 4:30 PM
<b>LOCATION:</b>	Sino Canadian Highschool - TBC
<b>MEETING WITH:</b>	Sino-Canada High School - participants to be confirmed
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 McDonald, John Baskerville, Shannon Parhar, TJ Chen, Rex ZHU, Bin, 86-21-5116 6861
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s15
<b>SET UP:</b>	Reserve transportation. The Minister will be seated at the head table of the banquet. The Minister will provide brief remarks to attendees.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	Attendees are celebrating the 10th Anniversary of the opening of the Sino-Canada High School in Shanghai and are interested in their success being recognized by the BC government.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Provide congratulatory remarks to recognize Sino Canada High School's success in the past 10 years;</li> <li>• Recognize the success of the whole BC offshore system in China and witness another milestone of BC's offshore system's success in China.</li> </ul>
<b>KEY MESSAGES:</b>	<p>Speaking notes under development</p> <p>BC's offshore education system has been very successful during the past two decades in China, with the result being thousands of BC-Chinese graduates who have primarily continued on to BC/Canadian post-secondary institutes.</p> <p>The success of BC offshore system is due to:</p> <ul style="list-style-type: none"> <li>• Providing high-quality education –utilizing the same standards and quality as institutions in BC;</li> <li>• Strict monitoring from the BC government; and</li> <li>• Providing a different approach to Chinese education by emphasizing students' learning process and self-recognition.</li> </ul> <p>Sino-Canada High School is among the pioneers and has been recognized as one of the most successful in China.</p> <p>Students are encouraged to select BC/Canada to continue their post-secondary study.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	Sino Canada high School is a fully accredited British Columbia School operating in

	China. It has 1200 students and operates under the auspices of the British Columbia Ministry of Education as an offshore school. The school is fully inspected annually and has rigorous inspections equal to or more rigorous than any private/public school in British Columbia Canada. The British Columbia Program in Sino-Canada is inspected and certified by the Province of British Columbia's Ministry of Education. Graduates from the school program will have successfully completed the British Columbia graduation program in English, taught by British Columbia certified teachers. Graduates from Sino-Canada High School are issued British Columbia Certificate of Graduation (Dogwood Diploma).
--	---

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
14:30	Shanghai Concert Hall, met by school officials	John E. McDonald
14:45	Participate in Anniversary Program and Provide congratulatory remarks	Same
16:30	Depart Event	Same

**Program of the Banquet**

2:30- 4:30 Ceremony (approx 1100 people)

1. Video Experience of Our School – (10-15 Min)
2. Education park celebration – Unveiling of Plan for the new main building and one more dormitory
3. Speeches each 5 minutes
  - Honourable British Columbia (BC) Minister of International Trade –
  - BC Principal
  - Chinese Principal
  - Government Official / or Ross Yuan
4. Program – Students and Staff form Sino –Canada
  - a. Dance
  - b. Choir
  - c. Kung Fu
  - d. Dance – individual

**Biography:**

Ross Yuan

Ross Yuan, the founder of the Sino-Canada School,

s22

s22

**Contact:**

John E. McDonald

Managing Director, International Trade and Investment Office, East China

86-21-5116-6870

Cell s17

Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)



# Check out Hotel - Shanghai

## Logistics:

DATE/TIME:	Dec 1, 6:45 AM
LOCATION:	s15 Shanghai - Front Desk
MEETING WITH:	
MINISTER WAT AND ACCOMPANYING PARTY	
HOST AND ACCOMPANYING PARTIES	
GIFT:	s16
SET UP:	
SUGGESTED ATTIRE	Casual

## Travel:

Vehicle #	Assigned Passengers

## Scenario:

Time	Details

## Biography

# Depart to Urumqi

## Logistics:

DATE/TIME:	Dec 1, 9:05 AM
LOCATION:	Shanghai Hongqiao Airport - TBC
MEETING WITH:	
MINISTER WAT AND ACCOMPANYING PARTY	
HOST AND ACCOMPANYING PARTIES	
GIFT:	s16
SET UP:	
SUGGESTED ATTIRE	Casual

## Travel:

Vehicle #	Assigned Passengers

## Scenario:

Time	Details

## Biography

# Arrive Urumqi

## Logistics:

<b>DATE/TIME:</b>	Dec 1, 2:35 PM
<b>LOCATION:</b>	Urumqi Airport - TBC
<b>MEETING WITH:</b>	N/A
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Chen, Rex Eidsness, Greg , s17 Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Casual

## Travel:

<b>Vehicle #</b>	<b>Assigned Passengers</b>
<b>TBD</b>	

## Scenario:

<b>Time</b>	<b>Details</b>	<b>Contact</b>
2:30PM	Tianshan Aluminum vehicles arrive at Urumqi Airport to pick up the Minister.	Kevin Tsui
2:45 PM	Minister departs Urumqi Airport for s15 Hotel.	Same
3:00 PM	Minister arrives Urumqi s15 Hotel and proceeds with private program.	Same

## Biography

Pages 257 through 259 redacted for the following reasons:

-----

s13

## Dinner with Tianshan Aluminum Co. (company hosted)

### Logistics:

<b>DATE/TIME:</b>	Dec 1, 7:00 PM to 9:00 PM
<b>LOCATION:</b>	Tianshan Aluminum Company - TBC
<b>MEETING WITH:</b>	Chaolin Zeng, General Manager Xinren Aluminum Holdings Limited, Yiliu Zeng, General Manager of Tianshan Aluminum, and Xihua Wu, Executive Deputy General Manager of Tianshan Aluminum.
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex Tsui, Kevin Shang, Rosy
<b>HOST AND ACCOMPANYING PARTIES</b>	Zeng, Chaolin, Xinren Aluminum Holdings Ltd. Wu, Xihua, Tianshan Aluminum Zeng, Yiliu, Tianshan Aluminum
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

### Meeting Information

<b>THEIR INTERESTS:</b>	To seek Minister's support to their business endeavors in BC.
<b>KEY MEETING OBJECTIVE:</b>	Tianshan Aluminum is planning to invest in BC and the welcoming dinner offers an opportunity for the Minister to network with the senior management of the company.
<b>KEY MESSAGES:</b>	Thank you to Tianshan Aluminium for hosting the dinner and their support for the visit.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Ms. Yiliu Zeng, General Manager, recently visited BC in late October 2013.
<b>BACKGROUND:</b>	Tianshan Aluminum is the largest subsidiary of Xinren Aluminum, the Singapore Exchange-listed parent company. Its current capacity is close to 447,000 ton per year of aluminum plates.

**Contact:** Eidsness, Greg , s17



**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
6:40 PM	Tianshan Aluminum managements arrive at the venue and get ready to greet the Minister.	Kevin Tsui
7:00 PM	Minister arrives and is escorted to meeting room where Minister meets with the management.	Same
7:30 PM	Dinner is served.	Same
8:45 PM	Dinner concludes.	Same
8:50 PM	Minister departs for hotel.	Same
9:00 PM	Minister arrives at hotel and proceeds with private program.	Same

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Biography

# Tour/Lunch/Junken Museum Visit at Tianshan Facility

## Logistics:

<b>DATE/TIME:</b>	Dec 2, 11:30 AM to 3:40 PM
<b>LOCATION:</b>	Tianshan Aluminum Company - TBC
<b>MEETING WITH:</b>	Mr. Xiaoshan Zeng, Chairman of Zengshi Group and other senior executives of Tianshan Aluminum and Xinren Aluminum (TBC)
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17 Shang, Rosy Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Meeting Information

<b>THEIR INTERESTS:</b>	Tianshan Aluminum company would like to build up direct contact and access to BC Government.  They would like to better understand the government position in support of their project.
<b>KEY MEETING OBJECTIVE:</b>	The Zengshi Group has indicated that they will set up a corporate headquarter for their Aluminum focused subsidiary company, Xinren Aluminum, in BC and the meeting with the Minister will increase their confidence and also demonstrate BC government's support for their investment.
<b>KEY MESSAGES:</b>	BC government welcomes the Zengshi Group to make an investment and set up a corporate headquarter in BC. The visit of the Minister indicates that BC recognizes and appreciates the investment interests of the company.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat met with Madam Zeng Yiliu of the Zengshi Group in August 2013. s22  s22
<b>BACKGROUND:</b>	Tianshan Aluminum is the largest subsidiary of Xinren Aluminum, the Singapore Exchange-listed parent company. The majority shareholder of Xinren Aluminum is the Zengshi Group. Xinren's current capacity is close to 447,000 ton per year of aluminum plates. In meetings with Minister Wat and other Ministry officials, the company has expressed interest in setting up its North American headquarters in Vancouver. The company would use this office to explore trade and investment opportunities across North America. Specific details regarding the investment amount, number of staff to hired and other pertinent information has yet to be provided to Ministry staff.

**Contact:** Eidsness, Greg , s17

Supporting Files:



**Travel:**

Vehicle #	Assigned Passengers

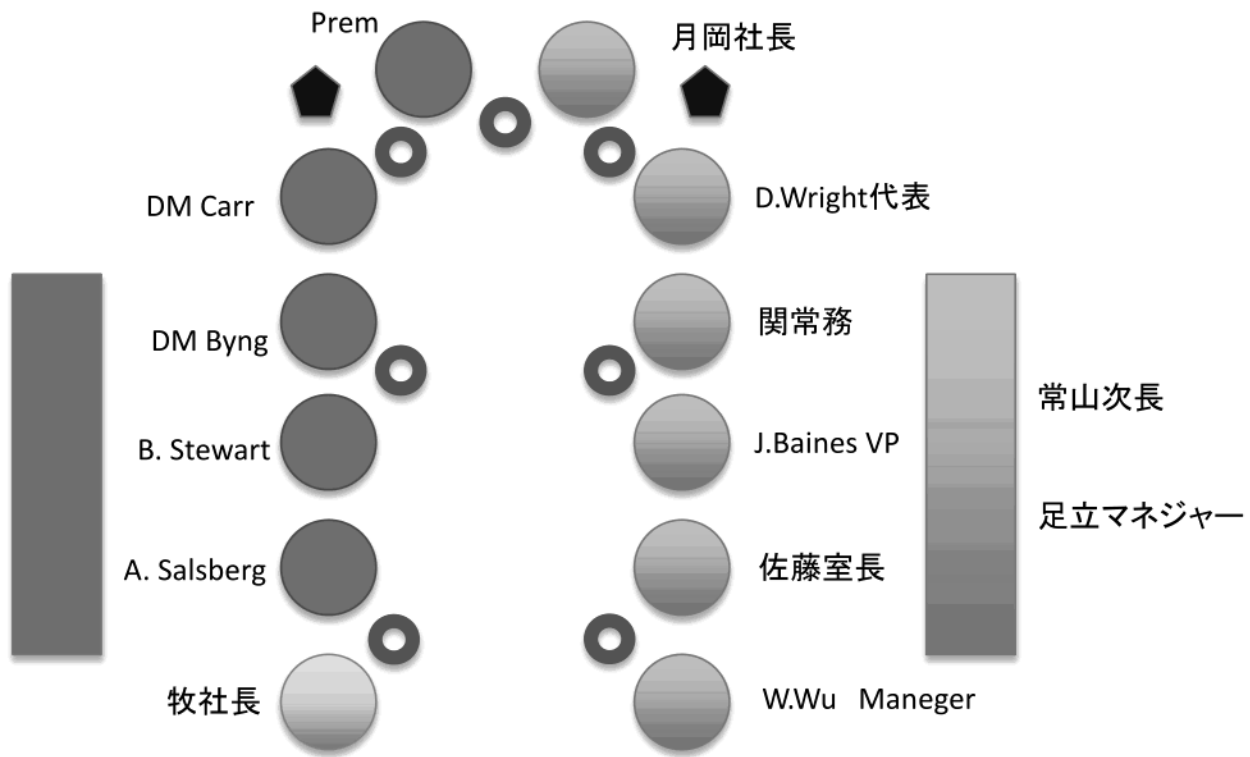
**Scenario:**

Time	Details	Contact
11:30 AM	Minister arrives at Tianshan Aluminum Shihezi Plant and is greeted by the executives at the entrance.	Kevin Tsui
11:35 AM	Minister has a tour of the operation and facilities.	Same
12:10 PM	Minister is escorted to the meeting room. Meeting with Mr. Xiaoshan Zeng and other senior company executives starts.	Same
12:15 PM	Mr. Zeng to welcome Minister and present on their business operation in China and the investment plan in BC.	Same
12:30 PM	Minister to provide overview of BC's investment environment and field questions from the company	Same
12:50 PM	s16 and photo shoot	Same
1:10 PM	Meeting concludes and Minister is escorted to luncheon venue.	Same
1:20 PM	Mr. Zeng introduces senior local officials from the Shihezi Economic Technology Development Zone.	Same
2:45 PM	Luncheon concludes. Minister departs for the Junken Museum of the Xinjiang Production and Construction Corps.	Same
3:00 PM	Minister arrives at the Junken Museum.	Same
3:35 PM	Visit concludes.	Same
3:40 PM	Minister departs for Urumqi Airport.	Same

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Biography



Entrance

# Transfer to Urumqi Airport

## Logistics:

<b>DATE/TIME:</b>	Dec 2, 3:40 PM to 5:10 PM
<b>LOCATION:</b>	Tianshen Aluminum - TBC
<b>MEETING WITH:</b>	N/A
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , s17 Baskerville, Shannon Parhar, TJ Chen, Rex Tsui, Kevin
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A
<b>SUGGESTED ATTIRE</b>	Business Casual

## Travel:

<b>Vehicle #</b>	<b>Assigned Passengers</b>

## Scenario:

<b>Time</b>	<b>Details</b>	<b>Contact</b>
3:40 PM	Minister departs Junken Musem for Urumqi Airport.	Kevin Tsui
5:10 PM	Minister arrives at Urumqi Airport and proceeds with check in for departing flight to Guangzhou at 7:15 PM.	Same

## Contact:

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17



## Biography

# Meeting s13 with Department of Foreign Trade and Economic Cooperation (DOFTEC)

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 9:00 AM to 10:00 AM
<b>LOCATION:</b>	Meeting with DOFTEC - Guangzhou - Guangdong Foreign Economic & Trade Building
<b>MEETING WITH:</b>	Department of Foreign Trade and Economic Economic Cooperation
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Eidsness, Greg , <span style="margin-left: 20px;">s17</span> Baskerville, Shannon Parhar, TJ Yao, Cathy Chen, Rex
<b>HOST AND ACCOMPANYING PARTIES</b>	Eidsness, Greg , Mission Team, MIT
<b>GIFT:</b>	<span style="margin-left: 100px;">s16</span>
<b>SET UP:</b>	Bilateral meeting.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<p style="text-align: right;"><span style="margin-left: 100px;">s16, s17</span></p> <ul style="list-style-type: none"> <li>• They are interested in attracting investment from BC into hi-tech sectors, and strengthening collaboration in the clean-tech and energy sectors.</li> <li>• They would like to invite PCC to lead a business delegation to visit Guangdong in 2015 for the 20th anniversary celebration of the sister-province relationship.</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	Discuss strengthening of trade and investment ties between Guangdong and BC <span style="float: right;">s13</span>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• The new Ministry of International Trade's mandate is to help facilitate trade and investment between BC and other markets, especially those in the Asia Pacific region.</li> <li>• BC attaches very high most importance to China in trade and investment development. 4 out of 11 BC overseas representative offices around the world are located in China, including Beijing, Shanghai, Guangzhou and Hong Kong.</li> <li>• As the gateway to Asia Pacific, BC is an ideal place for Asian companies to set up their North American headquarters.</li> </ul> <p style="text-align: right;"><span style="margin-left: 100px;">s16</span></p> <p style="text-align: right;"><span style="margin-left: 100px;">s16</span> <span style="float: right;">The mission will</span></p> <p>focus on advancing liquefied natural gas development opportunities. It will promote the province as a stable and attractive destination for investment.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	DOFTEC and BC's Ministry of Economic Development signed a MOU in 2008 to enhance cooperation in both British Columbia's investment and export to Guangdong and Guangdong's investment and export to British Columbia.

	DOFTEC renewed the MOU with BC's Ministry of Small Business, Technology and Economic Development when DOFTEC visited BC in 2010.	
<b>BACKGROUND:</b>	s13	agreements signed in 2007 and in 2010.

**Contact:** Eidsness, Greg , s17

Supporting Files:

s13

Pages 272 through 277 redacted for the following reasons:

-----

s13

**Travel:**

Vehicle #	Assigned Passengers

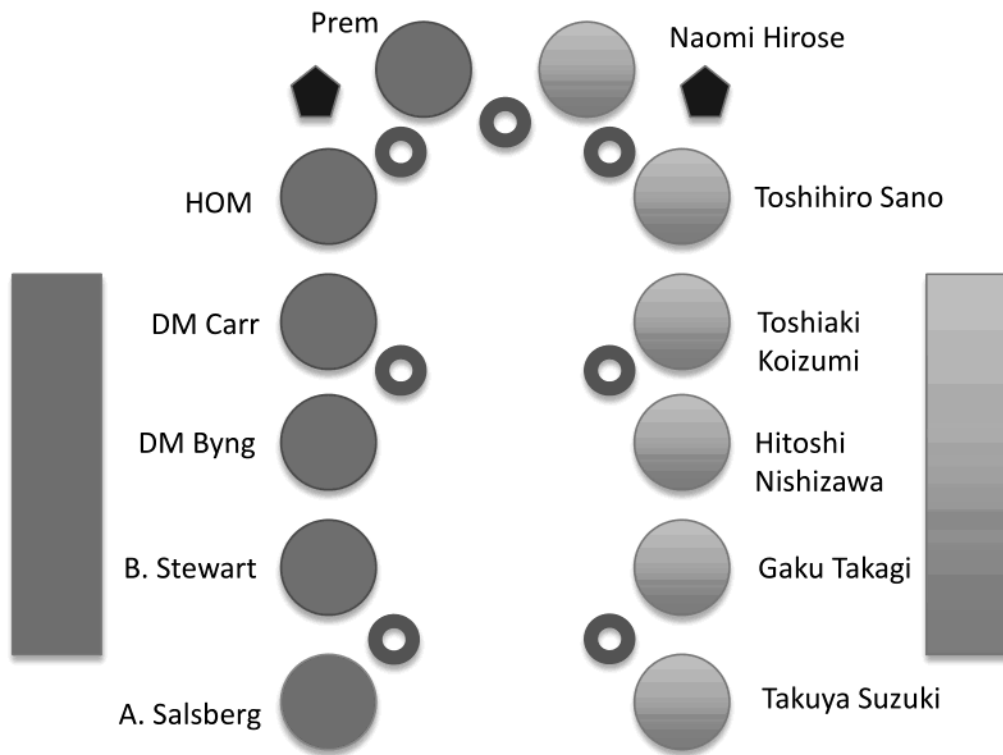
**Scenario:**

Time	Details	Contact
8:45 am	Depart from s15	Cathy Yao
9:00 am	Arrive at DOFTEC Meeting Room, Reception in VIP Room, s16	Same
9:30 am	Walk to Multimedia Conference Room; s13 introduces the VIPs s13	
09:32 am		
09:35 am	s13	
09:38 am	Pictures of all VIPs	
09:40 am	s13	
10:00 am	Meeting over and depart for Marriott Tianhe	Same

**Contact:**

Cathy Yao  
Managing Director, BC Trade and Investment Office-South China (Guangzhou)  
Tel: s17  
Fax: 86-20-28317502  
Email: cyao@britishcolumbia.ca

## Biography



Entrance

Room Entrance

# Open BC-Guangdong LNG Seminar at Marriot Hotel

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 10:30 AM to 11:00 AM
<b>LOCATION:</b>	Marriott Hotel Tianhe - Guangzhou - Function Room 1&2
<b>MEETING WITH:</b>	50 South China guests from the natural gas industry
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Yao, Cathy Yi, Leanne
<b>HOST AND ACCOMPANYING PARTIES</b>	Bailey, Chris, Profundo Technologies Ltd. Liu, Mingfa , Teekay Shipping Xu, Calvin, IMW Clean Energy Solutions Hu, Hunter, GasCana Inc. Biao WU, Qing, Guangdong Oil and Gas Association
<b>GIFT:</b>	s16
<b>SET UP:</b>	Opening Speech on the stage with a podium. Classroom seminar.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	A number of South China natural gas companies are interested in exploring LNG trade and investment opportunities in BC as South China as a region is a strong consumer of LNG in China.
<b>KEY MEETING OBJECTIVE:</b>	Guangdong Oil and Gas Association is China's biggest and most influential association in the oil and gas sector. <ul style="list-style-type: none"> <li>Promote BC as an ideal investment source of LNG export from Canada to potential investors from South China.</li> <li>Support the market development of BC LNG stakeholders to promote their equipments products and technologies and shipping services.</li> <li>Create trade and investment leads.</li> </ul>
<b>KEY MESSAGES:</b>	See speaking notes (under development) <ul style="list-style-type: none"> <li>BC has rich resources of natural gas and is an ideal destination for LNG investment in Canada.</li> <li>BC welcomes South China natural gas shareholders to explore LNG trade and investment opportunities in BC. BC's Ministry of International Trade will support South China natural gas shareholders to do business in BC.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	BC and Guangdong agreed to further enhance cooperation in the energy sector during the bilateral meeting between PCC and Guangdong Governor Xiao Dan Zhu in 2011 in Guangzhou.
<b>BACKGROUND:</b>	Guangdong Oil and Gas Association led a business delegation to visit BC in mid-October and met with ADM Brian Hansen of BC Ministry of Natural Gas Development. The meeting gave an overview of BC LNG trade and investment opportunities, which generated great interests from South China natural gas companies.

**Contact:** Eidsness, Greg , s17



**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
10:15	Arrive in seminar room	Leanne Yi
10:15-10:30	Minister to be introduced to BC speakers and Chinese VIPs	Same
10:30-10:35	Seminar starts, MC introduces VIPs	Same
10:35-10:40	Minister provides opening speech to Chinese guests	Same
10:40-10:45	Minister remains for speech by Guangdong Oil and Gas Association	Same
10:45	Depart for next event	Cathy Yao

**Contact:**

Cathy Yao  
Managing Director  
British Columbia Trade and Investment Office – South China  
cyao@britishcolumbia.ca

s17

## Biography

# BC Seafood Promotion Opening & Media Interview

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 11:15 AM to 11:45 AM
<b>LOCATION:</b>	The Deluxe Room - Restaurant
<b>MEETING WITH:</b>	President of The Deluxe Restaurants, General Managers from 3 other locations of The Deluxe Restaurants and local medias
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17 Yao, Cathy Zhu , Michelle
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	British Columbia Seafood Promotion display in the restaurant, and a special menu using British Columbia seafood products.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>To promote The Deluxe Restaurant as a high-quality restaurant by using seafood from British Columbia.</li> <li>Explore the variety of British Columbia seafood that can be imported into China.</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	<p>Highlight the importance of the seafood industry in British Columbia. The province's rich fish and seafood resources makes BC stand out from other provinces in Canada as a supplier of these products to Asian markets.</p> <p>Objective: Promote BC seafood products in Guangzhou.</p>
<b>KEY MESSAGES:</b>	British Columbia has a wide variety and large supply of high quality seafood products available for export, and can fulfill growing demand from different key markets around the world. For years, British Columbia has seen South China as one of its most important markets for exporting high quality seafood products.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Fresh seafood is a cornerstone of Cantonese cuisine. British Columbia has the ability to supply large quantities of fresh, safe and high quality seafood.
<b>BACKGROUND:</b>	The British Columbia Seafood Promotion and Reception was held in The Deluxe Restaurant on November 1. Around 120 people—including a 10-person British Columbia Seafood Delegation, Guangdong Fisheries Association, Deputy Director of Administration of Ocean and Fisheries of Guangdong Province, 20 Executive Chefs from high-end restaurants and hotels, as well as Guangdong seafood importers and distributors—attended the reception and dinner.

## Contact:

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
11:00-11:15	Depart from Marriott Hotel to The Deluxe Restaurant on the 4 <sup>th</sup> floor at OneLink Walk	Cathy Yao
11:15-11:20	Introduce President and General Managers at The Deluxe Restaurant to the Minister and show Minister around the restaurant. Then go up to 5 <sup>th</sup> floor, an outdoor garden venue.	Same
11:20-11:25	Minister to provide opening speech for BC Seafood Promotion at the garden venue.	Same
11:25-11:28	Welcome speech by President of The Deluxe Restaurants	Same
11:28-11:35	Minister unveils the ice sculpture (an ice boat with sea urchin, sea cucumber, geoduck, salmon, red dragon fish and black cod). Hand shake and photo opportunity between Minister and the president.	Same
11:35-11:45	Interview with local media (a Food Magazine) to promote British Columbia seafood export to Guangdong in a private room on 4th floor.	Same
11:45-11:55	Depart for Marriott Hotel for Friends of BC Business Luncheon	Same

**Contact:**

Cathy Yao  
Managing Director, BC Trade and Investment Office-South China (Guangzhou)  
Tel: s17  
Fax: 86-20-28317502  
Email: cyao@britishcolumbia.ca

# Friends of BC Business Luncheon & Corporate Signing Ceremony- Guangzhou (Seafood China BEA)

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 12:00 PM to 2:00 PM
<b>LOCATION:</b>	Marriott Hotel Tianhe - Grand Ballroom
<b>MEETING WITH:</b>	Business luncheon – Friends of BC, and Economic Cooperation Signing Ceremony
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17 Yao, Cathy
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Round table lunch (total 18 tables, ten people/per table)
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>To learn more about government policy and the BC business environment, to seek support from the Ministry of International Trade for business development, and to establish a cooperative relationship with BC.</li> <li>BC companies attending are active in South China, and expect to promote and advertise their businesses and find more potential clients.</li> <li>Chinese companies attending expect to set up links with BC companies and industries, and hope to find more investment opportunities.</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>To meet Chinese officials and representatives.</li> <li>To witness BC companies' and Chinese companies' cooperation MOU signing ceremony.</li> <li>To promote trade links between BC and South China and attract investment to BC from China.</li> </ul>
<b>KEY MESSAGES:</b>	<p>See speaking notes (under development)</p> <ul style="list-style-type: none"> <li>Highlight the efforts of previous cooperation between Guangdong and BC.</li> <li>Stress the importance of ensuring strong economic links and business relationships for both sides. Recognition of the important contribution the people of Guangdong have provided to BC, and the importance of Guangdong investors' presence in BC.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>BC companies attending are those with existing business ties in South China, and those still seeking potential clients.</li> <li>Chinese companies are important clients and potential investors for BC companies, mainly in industries such as LNG and gas, mining, forestry, ICT/digital media, construction, transportation, life science, and education.</li> </ul>
<b>BACKGROUND:</b>	<p>The signing ceremony and luncheon provide an excellent opportunity for BC and Guangdong to promote trade links and to attract more investment opportunities to BC.</p> <p>180 guests will be invited to the luncheon:</p> <ul style="list-style-type: none"> <li>40 investors</li> </ul>

	<ul style="list-style-type: none"> <li>• 60 LNG and oil clients</li> <li>• 10 from Guangdong government</li> <li>• 20 from BC companies (including companies to attend signing)</li> <li>• 10 from local media</li> <li>• 20 key clients from different sectors (major corporations in Guangzhou),</li> <li>• 20 from education sector (including senior alumni friends).</li> </ul>
--	--

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
11:55am	Minister arrives at meeting room and is escorted to head table in front of stage.	Cathy Yao
12:00 – 12:05	MC introduces VIPs and invites Minister to the podium	Same
12:05 – 12:15	Welcome speech by Minister	Same
12:15 – 12:30	Stay on the stage with Chinese officials behind signing table and witness companies' signings, with photo taken for each signing. There are six signings: 1. White Water West and Guangzhou R&F Group 2. Ironwood and Guangzhou Yue Mu Biotechnology Co Ltd 3. Winston College of Burnaby and Guangdong Sanjin Investment and Guarantee Co., Ltd 4. Bright Hope Trading Co. (Richmond) and Tomidagiku Restaurant Chain in Guangzhou 5. Stemcell Technologies (Vancouver) and BGI Shenzhen 6. Lignol (Burnaby) and Sichuan Xilin Import and Export Co., Ltd	Same
12:30	Signing finishes and Minister proceeds back to head table with Chinese officials. MC announces lunch.	Same
12:30 – 14:00	Lunch time and free discussion with BC and Chinese guests.	Same
14:00	Lunch finishes.	Same

Note: Event agenda is attached

**Contact:**

Cathy Yao  
Managing Director, BC Trade and Investment Office-South China (Guangzhou)  
Tel: s17  
Fax: 86-20-28317502  
Email: cyao@britishcolumbia.ca

# Corporate Call with China Gas

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 2:30 PM to 3:00 PM
<b>LOCATION:</b>	Marriott Hotel Tianhe - 20th Floor
<b>MEETING WITH:</b>	Name TBC, Vice President of China Gas
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Yao, Cathy Xu, Calvin Eidsness, Greg , s17 Wat, Minister Teresa Baskerville, Shannon Parhar, TJ Chen, Rex
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the hotel business centre
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>China Gas is a strategic partner with IMW, using BC's advanced natural gas station equipments and technologies to build more gas stations in China market.</li> <li>Besides IMW, China Gas is looking for other clean energy technologies and equipments partners in BC.</li> <li>s13, s17</li> </ul>
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>Encourage China Gas to continue their partnership with IMW and purchasing Compressed Natural Gas (CNG) and LNG station equipments from IMW.</li> <li>Encourage China Gas to invest in BC LNG projects.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>BC has rich resources of natural gas and is an ideal investment destination for LNG export from Canada;</li> <li>BC welcomes China Gas to invest in BC LNG projects; BC's Ministry of International Trade will support China Gas to do business with more BC clean energy companies.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	China Gas is the key client of Chilliwack-based IMW in the China market. The senior management of China Gas visited BC a number of times.
<b>BACKGROUND:</b>	<p>Headquartered in Shenzhen, Guangdong Province, China Gas Holdings Limited (stock code: 384) is a natural gas services operator listed on the main board of The Hong Kong Stock Exchange Limited. It engages principally in the investment, operation and management of city gas pipeline infrastructure, distribution of natural gas and liquefied petroleum gas (LPG) to residential, commercial and industrial users, construction and operation of oil stations and gas stations, and development and application of natural gas and LPG related technologies in China.</p>

China Gas signed a 1 billion RMB (C\$167 million) equipment purchase agreement in August 2013 with IMW to build 310 natural gas stations in the next 3 years in China.

s16



s16

**Contact:**

Eidsness, Greg ,

s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
14:00	Arrive at the meeting room	Leanne Yi
14:00-14:45	Meeting with China Gas	Leanne Yi
14:45-15:00	Break for next meeting	Leanne Yi

**Contact:**

Leanne Yi  
Senior Business Development Manager  
International Trade and Investment Office, South China  
Mobile: s17  
Email: lyi@britishcolumbia.ca

## **Biography**

TBC

# Corporate Call with Guangdong San Jin

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 3:00 PM to 3:30 PM
<b>LOCATION:</b>	Marriott Hotel Tianhe - 20th Floor
<b>MEETING WITH:</b>	Mr. Dengxing FANG, General Manager, Guangdong San Jin Investment and Guarantee Co., Ltd.
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Yao, Cathy Yi, Leanne
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the hotel business centre
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	Guangdong San Jin has investments in BC. They would like to seek MIT's support in identifying more investment projects in the province.
<b>KEY MEETING OBJECTIVE:</b>	Encourage Guangdong San Jin Investment and Guarantee Co., Ltd. to do more investment in BC.  s13, s17  Guangdong San Jin Investment and Guarantee Co., Ltd. is one of the key investors from South China.
<b>KEY MESSAGES:</b>	As Canada's Pacific Gateway, home to the internationally recognized city of Vancouver, British Columbia offers great trade and investment opportunities to Guangdong investors as there are more and more people-to-people linkages and deeper business relationships between Guangdong and BC.  BC welcomes South China investors to explore trade and investment opportunities in BC. BC Ministry of International Trade will continue to support Guangdong San Jin's investment activities in BC.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Together with its business partner, Shenzhen Da Cheng Investment Management Co., Ltd., Guangdong San Jin invested over C\$ 3.5 million to acquire the Winston College in Burnaby and the Corporate Inn Hotel in New Westminster, BC.
<b>BACKGROUND:</b>	With investment interests in BC in the areas of education, real estate and natural resources, Guangdong San Jin has visited BC several times in 2013, including the participation in the Investor Mission to BC in Sept 2013, organized by MIT.

s17

s17

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
15:00	TIR staff invites Mr. Deng Xing FANG to the meeting room	Cathy Yao
15:00-15:45	Meeting with Guangdong San Jin	Cathy Yao
15:45	Meeting ends, Mr. Deng Xing FANG leaves the meeting room	Cathy Yao
15:45-16:00	Break for the next meeting	Cathy Yao

**Contact:**

Cathy Yao  
Managing Director  
British Columbia Trade and Investment Office – South China  
[cyao@britishcolumbia.ca](mailto:cyao@britishcolumbia.ca)

s17

# Guangdong Materials

## Logistics:

<b>DATE/TIME:</b>	Dec 3, 3:30 PM to 4:00 PM
<b>LOCATION:</b>	Marriott Hotel Tianhe - 20th Floor
<b>MEETING WITH:</b>	Mr. Bin LI, Deputy General Manager of Guangdong Materials Fuel Company
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Yao, Cathy Yi, Leanne
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the hotel business centre
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	s16, s17, s21
<b>KEY MEETING OBJECTIVE:</b>	<p>Opportunity to encourage trade and investment activity with a key Guangdong provincial state-owned enterprise.</p> <p>Objectives:</p> <ul style="list-style-type: none"> <li>Encourage Guangdong Materials Fuel Company to invest in BC.</li> </ul> <p>s16, s17, s21</p>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>BC welcomes Guangdong Materials Fuel Company invest in BC.</li> <li>BC has rich resources of natural resources, including coal and wood.· BC's Ministry of International Trade will support Guangdong Materials Fuel Company</li> </ul> <p>s16, s17, s21</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<p>s16, s17, s21</p> <p>s17</p>
<b>BACKGROUND:</b>	<p>As a subsidiary of the Guangdong Materials Group, one of the Guangdong provincial state-owned enterprises, Guangdong Materials Fuel Company imports thermal coal from overseas countries for the South China market.</p> <p>s17, s16</p> <p>s16, s17, s21</p>

**Contact:** Eidsness, Greg , s17





**Travel:**

Vehicle #	Assigned Passengers

**Scenario:****Scenario:**

Time	Details	Contact
16:00	Cathy Yao to invite Mr. Bin Li to come in the meeting room	Cathy Yao and Leanne Yi
16:00-16:45	Meeting with Mr. Bin Li	Same
16:45	Meeting ends	Same
16:45-17:00	Break before departure for the next meeting	Same

**Contact:**

Leanne Yi  
Senior Business Development Manager  
International Trade and Investment Office, South China  
Mobile s17  
Email: [lyi@britishcolumbia.ca](mailto:lyi@britishcolumbia.ca)

## Biography

# Check out of Hotel

## Logistics:

DATE/TIME:	Dec 3, 4:45 PM	
LOCATION:	s15	Front Desk
MEETING WITH:		
MINISTER WAT AND ACCOMPANYING PARTY		
HOST AND ACCOMPANYING PARTIES		
GIFT:	s16	
SET UP:		
SUGGESTED ATTIRE	Formal Business	

## Travel:

Vehicle #	Assigned Passengers

## Scenario:

Time	Details

## Biography

Pages 302 through 305 redacted for the following reasons:

-----

s13

## Depart for Hong Kong (by car)

### Logistics:

<b>DATE/TIME:</b>	Dec 3, 7:00 PM to 9:00 PM
<b>LOCATION:</b>	Guangdong FAO Dinner - Shamian - TBC
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Business Casual

### Travel:

<b>Vehicle #</b>	<b>Assigned Passengers</b>

### Scenario:

<b>Time</b>	<b>Details</b>

## Biography

# Breakfast meeting with Canadian Consul General Ian Burchett

## Logistics:

DATE/TIME:	Dec 4, 8:00 AM to 9:00 AM
LOCATION:	Breakfast meeting with Hong Kong CG - TBC
MEETING WITH:	
MINISTER WAT AND ACCOMPANYING PARTY	
HOST AND ACCOMPANYING PARTIES	
GIFT:	s16
SET UP:	
SUGGESTED ATTIRE	Formal Business

## Meeting Information

THEIR INTERESTS:	
KEY MEETING OBJECTIVE:	
KEY MESSAGES:	
CONNECTION TO BC / ICEBREAKER:	
BACKGROUND:	

Contact: Eidsness, Greg , s17



**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details

## Biography

# MEDIA INTERVIEW - Interview with CNBC's Bernie Lo (Live TV)

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 9:40 AM to 10:00 AM
<b>LOCATION:</b>	Interview with CNBC - TBC
<b>MEETING WITH:</b>	Mr. Bernard Lo, Hong Kong-based anchor for CNBC
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Brown, Brian Tong, Cherie
<b>HOST AND ACCOMPANYING PARTIES</b>	s16
<b>GIFT:</b>	
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	The majority of CNBC's audience are investors, so the network would like to get the most up-to-date information available from governments and companies to satisfy the needs of their audience. CNBC just interviewed the Minister of Finance, the Honourable Michael de Jong, at the beginning of November when B.C. RMB bond was issued.
<b>KEY MEETING OBJECTIVE:</b>	<p>The key objective is to give an update of the Premier-led trade mission to China, BC's LNG industry development; comment on dim sum bond and the attractiveness of BC as an investment destination and corporate office location.</p> <p>CNBC is an American basic cable and satellite business news television channel that is owned by NBC Universal News Group. The network and its international spinoffs cover business headlines and provide live coverage of financial markets, with investors accounting for most of their program audience. The combined reach of CNBC and its siblings is 390 million viewers around the world.</p>
<b>KEY MESSAGES:</b>	<p>Provide a business update on the Premier's trade mission to Asia.</p> <p>Comment on the importance of the LNG industry for BC.</p> <p>Introduce the new Ministry of International Trade, its mandate, and priorities of the province.</p> <p>Comment on B.C.'s strategy on attracting China's FDI; future plans on issuance of more dim sum bond after the first B.C. issued RMB bond at the beginning of November.</p> <p>Comment on the attractiveness of BC as an investment destination and corporate office location on back of rectification of the Hong Kong-Canada tax treaty.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<p>s22 He just did an interview with Minister of Finance the first week of November on B.C.'s dim sum bond; s22</p>
<b>BACKGROUND:</b>	s22 The Hong Kong TIR office has an existing relationship with Mr. Lo at CNBC Hong Kong.

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
7:45 a.m.	Minister Wat departs from s15 for a breakfast meeting & preparation for the CNBC interview at Grand Hyatt Hotel	Brian Brown
8 a.m.	Minister Wat arrives at Grand Hyatt Hotel	Brian Brown
9:15 a.m.	Minister Wat departs from Grand Hyatt Hotel for CNBC interview	Brian Brown
9:30 a.m.	Minister Wat arrives at CNBC office	Brian Brown
10 a.m.	Minister Wat's interview ends and she returns to her hotel	Brian Brown

**Biography**

Bernard Lo is a Hong Kong-based anchor for CNBC.

s22

s22

**Contact:**

Brian Brown  
Managing Director  
BC International Trade and Investment Office Hong Kong & Macau  
Tel: s17  
bbrown@britishcolumbia.ca

# Meeting with Shougang Fushan

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 10:30 AM to 11:30 AM
<b>LOCATION:</b>	Shougang Fushan - TBC
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details

## Biography



# Luncheon Hosted by Canadian Chamber of Commerce

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 12:30 PM to 2:00 PM
<b>LOCATION:</b>	WanChai - Shanghainese Restaurant - Private Room
<b>MEETING WITH:</b>	Canadian Business Community in Hong Kong
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Tong, Cherie Brown, Brian Eidsness, Greg , s17 Baskerville, Shannon
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is a luncheon to welcome Minister Wat, including an interview moderated by Eddie Wang s22 the former president of China Minsheng Bank. The luncheon will start with an introduction of both Minister Wat and Eddie Wang by Brian Brown.
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	The Canadian business community in Hong Kong is keen to understand recent developments in BC, such as the new Ministry of International Trade and Ministry of Natural Gas Development, our emerging LNG industry, and the general economic outlook of the province.
<b>KEY MEETING OBJECTIVE:</b>	Minister Wat to update the Canadian business community in Hong Kong with her perspectives on the economic outlook for the province, the new Ministry of International Trade, our emerging LNG industry, and so on.
<b>KEY MESSAGES:</b>	Interview format to be moderated by Mr. Eddie Wang, former Chief Executive of HSBC. Q&A speaking notes to be reviewed by the Minister before the session.
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	BC's Hong Kong Trade and Investment Office has regular interaction with prominent members in the Canadian business community in Hong Kong. The Hong Kong TIR recently sponsored a Canadian Chamber of Commerce keynote address by the Honourable Anson Chan, and was featured in the Chamber's most recent Exchange magazine. The luncheon head table will include prominent BC companies and representatives in Hong Kong, such as Hootsuite, Lululemon, Vision Critical, Wingtat, UBC alumni and SFU alumni.

**Contact:** Gossen, Kelly, s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
12:30 p.m. – 1 p.m.	Lunch will be served	Brian Brown
1 p.m. – 1:30 p.m.	Interview of Minister Wat, moderated by Eddie Wang	Brian Brown

**Biography**

Mr. Eddie Wang  
China Minsheng Bank.

s22

the former president of

s22

s22

**Contact:**

Brian Brown  
Managing Director  
BC International Trade and Investment Office Hong Kong & Macau  
Tel: s17  
bbrown@britishcolumbia.ca

## **Luncheon hosted by Canadian Chamber of Commerce**

Q: Minister Wat, I just learned that we have a few things in common: we are both fellow alumni of Chinese University of Hong Kong (CUHK). Would you like to share with us the fond memories of your time at CUHK or Hong Kong? How does it feel to be back to Hong Kong and to your alma mater to attend the 50th anniversary gala dinner?

Q: Minister Wat, I understand you had a very successful career in the private sector. Now, as a newly elected MLA, you're in charge of a new Ministry. How does it feel to be in the public service, and how do you feel about this new challenge in your life?

Q: Minister Wat, as the first Minister of International Trade, would you like to tell us about this new ministry, its mandate, and priorities of the province?

Q: For the benefits of the Canadian business community present today, would you update us on the recent development in B.C. and the province's economic outlook for Asian trade?

Q: Minister Wat, I understand that you and the Premier have just led an important trade mission to China. What are your impressions of the opportunities in China? Could you give us your thoughts of some highlight of this trip?

Q: Minister Wat, I read that Petronas just announced its \$35 billion investment in BC's LNG sector over next 30 years. What do you think are the reasons for the Asian energy majors betting billions on BC?

Q: Minister Wat, I just read about the first B.C. issued RMB bond at the beginning of this month. It was a huge success. Would you like to tell us the strategy of the province for attracting China FDI?

Q: Minister Wat, the Hong Kong-Canada treaty was just rectified at the end of October. It will definitely further support bilateral trade and investment. Would you like to tell us in what ways this treaty will help Hong Kong or Chinese companies entering the U.S. market through B.C.?

Q: Minister Wat, I'm sure you're aware that the Canadian community in Hong Kong represents the 11th largest Canadian city. How do you feel the province can best leverage the strong cultural and business ties?

# Meeting with Nelson Leong

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 3:00 PM to 4:00 PM
<b>LOCATION:</b>	Nelson Leong Meeting - 11F New Henry House
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details

## Biography

# Tour and Meeting with Hong Kong Stock Exchange

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 4:00 PM to 4:45 PM
<b>LOCATION:</b>	Hong Kong Stock Exchange - TBC
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details



## Biography

# Hong Kong Investor Roundtable

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 5:00 PM to 6:30 PM
<b>LOCATION:</b>	HK TIR Office - Level 8 - Two Exchange Square
<b>MEETING WITH:</b>	Group of 8 to 12 prominent investors
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Brown, Brian Tong, Cherie Baskerville, Shannon Parhar, TJ Eidsness, Greg , s17
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	This event is in discussion format. Brian Brown will make introduction of Minister Wat and the participants. He will then establish the theme, followed by moderation with Q&As from the participants.
<b>SUGGESTED ATTIRE</b>	Business Casual

## Meeting Information

<b>THEIR INTERESTS:</b>	The audience will have diverse investment interests, such as transportation, energy, property, agriculture and others. They will be interested in discussing a broad range of topics including macroeconomic views, property, energy demand and regulatory environment, etc.
<b>KEY MEETING OBJECTIVE:</b>	Minister Wat to interact with a group of prominent institutional investors, and to better understand the positioning of BC as an attractive investment destination.
<b>KEY MESSAGES:</b>	Share economic outlook, recap of mission, and attractiveness of BC for Asia head offices.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Brian Brown to introduce all participants, to establish the round-table theme, and to moderate the Q&A with all audience members.
<b>BACKGROUND:</b>	BC's Trade and Investment Representative Office in Hong Kong has long-standing relationships with all the participant investor groups, and regular interaction with them.

**Contact:** Eidsness, Greg , s17

**Travel: N/A**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
5 p.m. – 5:30 p.m.	Brian Brown introduces Minister and the participants	Brian Brown
5:30 p.m. – 6:30 p.m.	Brian Brown establishes the theme for the event. He then moderates the Q&As from all participants	Brian Brown

**Attendee list:**

Name	Title	Company	Type of entity
Doug Betts	President & CEO	Sunwah International Ltd	Conglomerate
Garry Stein	Chairman & CEO	Shiba Capital	Family Office
Tytus Michalski	Founder & CIO	Fresco Capital	Venture Capital Fund
Steve Chang	Managing Director, Investment Department	CSOP Asset Management Limited	Chinese Bank
George Kim	Managing Director, Portfolio Manager	China Merchant Securities	Chinese Bank
Tim Louey	Managing Director & CIO	Wychwood Capital	Family Office
Eric Wong	Managing Director & CIO	TCG Capital	Family Office
Tommy Liu	Executive Director	Li & Fung	Conglomerate
Nevin Hui	Executive Director	Pacific Bulk Holdings	Conglomerate
Tong Wong	Managing Director & CIO	Regatta Capital	Family Office
Hani Abuali	Portfolio Manager	Mount Kellet Capital	Private Equity Fund
Felix Lam	Founder & CIO	Red Chapel Capital	Family Office
Patrick Lau	Managing Director, Head of M&A	China Construction Bank	Chinese Bank

**Contact:**

Brian Brown  
Managing Director  
BC International Trade and Investment Office Hong Kong & Macau  
Tel: s17  
bbrown@britishcolumbia.ca

# Investor Reception

## Logistics:

<b>DATE/TIME:</b>	Dec 4, 7:00 PM to 9:00 PM
<b>LOCATION:</b>	China Club - The Library
<b>MEETING WITH:</b>	TBC
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Brown, Brian Tong, Cherie Tsui, Kevin Baskerville, Shannon
<b>HOST AND ACCOMPANYING PARTIES</b>	Eidsness, Greg , Mission Team, MIT
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is a standard reception. Brian Brown will introduce Minister Wat who will give a brief speech to the audience.
<b>SUGGESTED ATTIRE</b>	Business Casual

## Meeting Information

<b>THEIR INTERESTS:</b>	The guests will represent diverse business interests, and the majority will have a strong affinity for BC.
<b>KEY MEETING OBJECTIVE:</b>	Minister Wat to be introduced to our priority relationships, and to engage with our key partners in Hong Kong.
<b>KEY MESSAGES:</b>	Speaking notes under developmentMinister Wat to give a brief speech on the China trade mission, and her perspective on the economic outlook for the province.
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>BACKGROUND:</b>	These are the Hong Kong TIR office's key business relationships, and emerging opportunities.

**Contact:** Gossen, Kelly, s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
7:30 p.m. – 7:40 p.m.	Brian Brown introduces Minister Wat	Brian Brown
7:40 p.m. – 8 p.m.	Minister Wat delivers her speech	Brian Brown
8 p.m. – 9 p.m.	Brian Brown introduces Minister Wat to his priority and major relationships	Brian Brown

**Contact:**

Brian Brown  
Managing Director  
BC International Trade and Investment Office Hong Kong & Macau  
Tel: s17  
bbrown@britishcolumbia.ca

## Biography

# Wreath Laying Ceremony

## Logistics:

<b>DATE/TIME:</b>	Dec 8, 10:00 AM to 11:00 AM
<b>LOCATION:</b>	Sai Wan War Cemetary - TBC
<b>MEETING WITH:</b>	
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>BACKGROUND:</b>	

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details



## Biography

# Chinese University of Hong Kong Gala Dinner

## Logistics:

<b>DATE/TIME:</b>	Dec 8, 6:00 PM to 8:00 PM
<b>LOCATION:</b>	Hong Kong University - TBC
<b>MEETING WITH:</b>	Gala Dinner guests
<b>MINISTER WAT AND ACCOMPANYING PARTY</b>	Brown, Brian Burchett, Ian Tong, Cherie
<b>HOST AND ACCOMPANYING PARTIES</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	TBD
<b>SUGGESTED ATTIRE</b>	Formal Business

## Meeting Information

<b>THEIR INTERESTS:</b>	N/A
<b>KEY MEETING OBJECTIVE:</b>	N/A
<b>KEY MESSAGES:</b>	N/A
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat will be chaperoned by Mr Brian Brown, Managing Director of Hong Kong TIR office and Mr J Ian Burchett, Consul General of Canada s22
<b>BACKGROUND:</b>	Minister Wat is an alumna of CUHK. The Hong Kong TIR team have substantial academic and alumni relationships with CUHK. Mr J Ian Burchett, Consul General of Canada, was invited by the Vice Chancellor of CUHK.

**Contact:** Eidsness, Greg , s17

**Travel:**

Vehicle #	Assigned Passengers

**Scenario:**

Time	Details	Contact
6:30 p.m.	Cocktail reception at the Grand Hall	Brian Brown
7:30 p.m.	Dinner at the Grand Hall	Same

**Contact:**

Brian Brown

Managing Director, BC International Trade and Investment Office Hong Kong & Macau

Tel: s17

bbrown@britishcolumbia.ca



## BEN STEWART

### BRITISH COLUMBIA REPRESENTATIVE IN ASIA AND INVESTMENT AND TRADE COMMISSIONER

Ben Stewart was appointed British Columbia Representative in Asia and Investment and Trade Commissioner on October 28, 2013.

Ben previously served as the Minister of Citizens' Services and Open Government, Minister of Agriculture, Minister of Community and Rural Development, Minister of Citizens' Services, and Minister Responsible for Multiculturalism and the Public Affairs Bureau and as MLA for Westside-Kelowna from 2009 until 2013. As an entrepreneur, in 1989 Ben founded and built Quails' Gate into one of Canada's leading estate wineries. Ben has been instrumental in developing international trade for the Canadian Wine Industry, entering the UK and Asian markets in the early 1990's. He was also chair of VQA Canada, where they successfully resolved a number of significant international issues such as trademark protection and international mutual recognition agreements including national wine and health standards. He participated in a trade mission to South America in 2001 where significant progress on international wine agreements was reached. As vice-chair of the Canadian Vintners Association, he oversaw the establishment of a new national wine association office in Ottawa and the hiring of their first CEO. His other experience includes having served as chair of the BC Grape Marketing Board where they successfully negotiated with provincial and federal governments on agricultural stabilization. Additionally, he was chairman of the Regional Transportation Advisory Committee for the Thompson Okanagan, as well as a member of the Presidents Community Advisory Council at UBC Okanagan.

Ben has 30 years of extensive experience serving the community and is a founding director of a Venture Capital Fund for local business development. He was on the board of the Kelowna General Hospital Foundation and has been active in the fundraising and establishment of the Brookhaven Extended Care Facility Campaign, Southern Interior Cancer Centre Campaign, and the Rotary Centre for the Arts.

Ben has been recognized as Business Leader of the Year in Kelowna in 1998, received the Westbank Chamber of Commerce President's Award in 2006, and recognized as Family Business of the Year by Grant Thornton in 2007. He also received the Queen's Jubilee Medal for Community Service

s22

s22



## DAVID A. BYNG

DEPUTY MINISTER  
MINISTRY OF JOBS, TOURISM AND SKILLS TRAINING  
AND MINISTER RESPONSIBLE FOR LABOUR

Dave Byng was appointed Deputy Minister, Ministry of Jobs, Tourism and Skills Training and Minister Responsible for Labour on September 5, 2012 with accountability for economic development, skills training, immigration, tourism, small business and labour. He is also the President and Chief Executive Officer of the British Columbia Railway Company. In addition, Dave leads the Premier of British Columbia's international trade missions.

Dave has held a number of senior executive roles in the BC Government including positions in the Ministry of Transportation and Infrastructure, British Columbia Railway Company, BC Public Service Agency, and the Ministry of Agriculture and Lands.

As Deputy Minister, he is responsible for delivery of the provincial economic development plan Canada Starts Here; The BC Jobs Plan as well as Gaining the Edge; British Columbia's Tourism Strategy. Dave is also responsible for the administration and enforcement of British Columbia's labour and employment statutes including the Labour Relations Code, the Employment Standards Act, and the Workers Compensation Act. As the President and CEO of BC Rail, Dave is directly responsible and accountable for the management of the organization's \$536m of assets and the successful delivery of BC Rail's service plan commitments.

Dave holds a Masters of Arts degree from Royal Roads University as well as a Certificate of Intercultural Studies from University of British Columbia and a Certificate of Advanced Project Management from Stanford University. He is a recipient of the Premier's Award of Excellence and the Royal Roads University Founder's Award. Dave also holds fellowships with the Royal Geographical Society in London, the Royal Canadian Geographical Society in Ottawa and the Explorers Club in New York City.

Dave has enjoyed a 33-year career in the British Columbia public service that has allowed him to lead district and regional operations throughout most of the province and work as an executive for several ministries in Victoria.

He currently resides in Victoria, British Columbia with his wife and two sons. Dave is an avid traveller, explorer and has a deep affection for European motorcycles.



# East China (Shanghai)

## Trade and Investment Representative Office

### Staff Backgrounder

Background: Based in Shanghai, China, John McDonald (Keemax Asia) is the Managing Director for British Columbia's Trade and Investment operation covering East China – commonly referred to as the Yangtze Delta region which accounts for over 1/3 of China's total GDP and is the most commercial and industrialized diversified region in China. John manages a team of 6 professionals in the Shanghai office that focuses on the trade and investment promotion of BC's priority sectors including Education, Services, Forest Products, Natural Gas, Transportation, ICT, New Media and advanced manufacturing. In addition to the trade and investment promotion mandate the Shanghai office is actively involved in fostering Province to Province and City to City bilateral relations between BC and counterpart cities and provinces in China

John McDonald, Managing Director: s22 John leads all trade and investment related programming for BC in East China with an emphasis on assisting Chinese enterprises identify sound investment opportunities and supporting BC companies in their market access success. s22

s22, s17

**Sylvia Sun, Senior Business Development Manager:** Ms. Sun acts as the Senior Business Development Manager of British Columbia Trade and Investment Office in Shanghai. s22

s22

covers mining, forestry, advanced manufacture and aquaculture sectors s22

s22

**Alvin Liu, Program Manager** s22

s22

**Wendy Hu, Program Manager** s22  
s22 Her focus is clean technology, manufacture s22

s22

**Dr. Zhu Bin, Education and Innovation Promotion Manager –** s22  
s22 fostering innovation partnerships in life  
sciences and advanced technologies between Chinese and European companies s22

s22

**Jessie Jiang, Business Assistant –**  
program assistant.

s22

the lead administrator and

s22

s22



## **Business Development Examples:**

In September 2013 the Shanghai TIR took the lead in successfully organizing a 35+ member developers and investors mission from China that included stops in Vancouver, Victoria, Vernon and Chilliwack. Not only did this program generate significant leads in investment it also allowed for interaction by senior officials in the BC Government and City governments the opportunity to interact with serious investors and recognize the value add of the BC TIR network. Interactions included meetings with interactions with Premier Clark, Minister Wat and the Mayors of Victoria , Vernon and Chilliwack.

Throughout 2013 Shanghai TIR has continued to support and deliver multiple outbound delegations to Shanghai and East China including The City and Mayor of Victoria, Royal Roads University, Vancouver Economic Development and Mayor of Vancouver, an 8 company marine technologies delegation from BC to attend Oceanology International in Shanghai, a 4 company hydrogen energy delegation from BC to the World Hydrogen Congress in Shanghai, visits by Advantage BC, City of Cranbrook visit to Taicang. In addition to outbound delegations to BC , the Shanghai TIR office has assisted 23 visits by Chinese executives to BC looking for investment and trade opportunities in LNG, wood, education, manufacturing and mining.

## **2012/ 13 completed deals examples**

Pelesys of Richmond has won a contract of creating a management platform for COMAC's C919's pilot training courseware, s16, s17 SH TIR provides on-going support during their communication with COMAC in the past 3 years, as well as bring them to the meeting between PCC and senior management leader of COMAC to further raise the awareness Pelesys.

b.) Shanghai Yongtan International Trading Co imported approximately 200 containers of BC lumber s16, s17 over the last 6 months as the result of introductions to BC lumber suppliers by SH TIR.

c.) Shanghai Bureau of Justice sent a team of 25 local judicial experts/professionals to JBC for training program, s16, s17 in service and tuition fees. SH TIR instrumental in providing support to connection, business negotiations, and further communication in implementation phase over the last 6 months

d.) China High Speed Transmission – worked with one of China's largest OEM manufacturers of wind power turbines in identifying the Lower Mainland as their N. American base of operations for R&D and sales and marketing. Have incorporated in BC and are identifying offices and site selection for this phase 1 investment.



## John McDonald

Managing Director, East China

BC International Trade and Investment Representative Offices  
International Market Development Branch  
Ministry of International Trade and Responsible for Asia Pacific  
Strategy and Multiculturalism  
Government of British Columbia, Canada

Tel: +86 (21) 5116-6860      Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

### SHANGHAI

**Mailing Address:**

Suite 2082,  
Level 20, The Center,  
989 Changle Road,  
Shanghai 20031,  
P.R. China

John manages the British Columbia Trade and Investment Representative Office for Eastern China (Shanghai) which is responsible for building the Province's market presence in BC's fastest growing export market. His team helps companies to identify and secure business opportunities to increase exports of British Columbian goods and services, and to promote the province as a destination for Chinese investment as well as a leader in advanced technology research and development. The Office also supports the mandates of other Provincial ministries to build on broader social, political and academic relationships that are the foundation to long-standing international relations. John reports to the Director, Greater China Section, Henry Han, who is based in Vancouver.

John was appointed as the Trade and Investment Representative for British Columbia in Shanghai in May 2007. Prior to representing the Provinc

s22

s22



#### ASIA CONTACT LIST:

Dave Byng.....  
Shannon Baskerville.....  
Steve Carr.....  
Ben Stewart.....  
Barinder Bhullar.....  
Jordan McPhee.....  
TJ Parhar.....  
Henry Han.....  
Paul Irwin.....  
Kyle Surovy.....

s17

s15

NR

#### BRITISH COLUMBIA CONTACT LIST:

s17

**Assistant Deputy Minister Lead:** Ramona Soares.....

**International Trade Lead:** Klaus Buttner.....

#### **Project Lead**

Jane Burnes.....

s17

#### **Logistics Support:**

Kelly Gossen.....

Annette Jordan.....



## Keun Saeng (K.S.) Park

Managing Director, Korea

BC International Trade and Investment Representative  
Offices  
International Market Development Branch  
Ministry of International Trade and Responsible for Asia  
Pacific Strategy and Multiculturalism  
Government of British Columbia, Canada

Tel: +82 (2) 2008-4950      Email: [kspark@britishcolumbia.ca](mailto:kspark@britishcolumbia.ca)

### SEOUL

KS joined B.C. TIR Korea office in September 2013 s22

#### Mailing Address:

Suite 40, 41/F  
Gangnam Finance Center  
Yeoksam-dong,  
Gangnam-gu,  
Seoul 135-984, Korea

s22





## HONOURABLE TERESA WAT

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

Teresa Wat was born and raised in Hong Kong, earned her Master's Degree in Communications in the United States and worked in multiple Asian governments before immigrating to Canada in 1989. Ms. Wat continued to pursue her career in media before joining the provincial government in 1996 to promote multiculturalism and strengthen B.C.'s relationship with Asia.

In 2002, Ms. Wat left the provincial government and returned to media broadcasting. First, as Chief Operating Officer of Mainstream Broadcasting Corporation (CHMB AM1320), and later as their President and CEO. During this time Ms. Wat was asked to create the province's first multicultural television programming, Channel-M.

Ms. Wat was also appointed to the UBC School of Journalism's Board of Directors in 2002, a position she still holds today. She is an advisor to the Canadian Women's Voter Congress, and in 2010, was named by the Vancouver Sun as one of B.C.'s Top 100 Most Influential Women.

In June 2013, Ms. Wat was sworn in as B.C.'s Minister of International Trade, and Minister responsible for Asia Pacific Strategy and Multiculturalism. Ms. Wat will focus on continuing to diversify B.C.'s economic trading partners in order to create new markets for our resources, products and services, and to attract investments that will spur job creation throughout the province.





## HONOURABLE CHRISTY CLARK PREMIER OF BRITISH COLUMBIA

Christy Clark was sworn in for her second term as British Columbia's 35th Premier on June 10, 2013 and was elected Westside-Kelowna MLA in a by-election on July 10, 2013.

In her new mandate, Premier Clark will continue her relentless focus on strengthening the economy through the BC Jobs Plan and ensure that government controls spending. Under her leadership, British Columbia continues to grow its economy, in part by expanding trade with Asia. With 40 per cent of Canada's trade with Asia, B.C. already has a greater economic relationship with Asia than any other Canadian province.

A significant component of her plan to grow the economy is to extract B.C.'s surplus natural gas, liquefy it, and export it to the growing economies of Asia. This is expected to create over 100,000 jobs in B.C.

To secure this opportunity and expand B.C.'s overseas trade, she will lead her fourth Jobs and Trade Mission to Asia this fall. Premier Clark will visit China, Japan and Korea, the world's fastest-growing economies, to push for final investment decisions and secure economic development opportunities for British Columbia. She also appointed Ben Stewart as B.C.'s representative in Asia so that he can work to improve government to government relations and secure increased trade for our province.



简蕙芝在2013年6月10日，宣誓连任成为不列颠哥伦比亚省第35任省长。她在2013年7月10日，在Westside-Kelowna选区的补选中获选为省议员。

在新一届政府的任命下，省长简蕙芝将会继续努力不懈，集中透过BC工作计划及确保政府控制开支等措施，加强不列颠哥伦比亚省的经济的发展。在省长简蕙芝的领导下，不列颠哥伦比亚省的经济持续增长，部分是通过扩展与亚洲的贸易。不列颠哥伦比亚省在加拿大与亚洲的贸易中佔百分之四十，相比加拿大其他省份，不列颠哥伦比亚省与亚洲已建立了更强大的经济关系。

省长简蕙芝促进经济计划中的一个重要元素，是开采不列颠哥伦比亚省剩余的天然气，将之液化，并出口到经济正在增长的亚洲。预计这将在不列颠哥伦比亚省创造超过十万个工作岗位。

为了争取这个机会，扩大不列颠哥伦比亚省的海外贸易，省长简蕙芝将带领她的第四个工作及贸易代表团在今年秋季出访亚洲。省长简蕙芝将访问全球经济增长最快中国、日本和韩国，推动最终的投资决策和确保不列颠哥伦比亚省经济发展的机遇。她还委任Ben Stewart斯图伟为投资和贸易专员，让他提升政府对政府的关系和进一步促进不列颠哥伦比亚省的贸易。



## SHANNON BASKERVILLE

### DEPUTY MINISTER

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

Shannon Baskerville was appointed Deputy Minister, International Trade and Minister Responsible for Asia Pacific Strategy and Multiculturalism in September 2013. The Ministry is accountable for the acceleration of direct foreign investment attraction and increased trade with our priority markets; international trade missions; international and internal trade agreements such as the BC softwood lumber agreement, Comprehensive Economic and Trade Agreement (CETA) and the Trans-Pacific Partnership (TPP); export market development and the investment and venture capital programs. The Ministry is also responsible for the Asia Pacific Strategy, and the promotion of multiculturalism and initiatives to eliminate racism.

Shannon has over 20 years of strategic policy and operational experience in senior management and executive roles with the government of British Columbia. Examples of key strategic government initiatives led by Shannon include: the Asia Pacific, WorkBC and Skills for Growth initiatives; the BC Ports Strategy which received the Gold Medal of Merit by the Association of Canadian Port Authorities; and, as lead negotiator, achieving full labour mobility across Canada under the Agreement on Internal Trade.

Shannon holds a Masters in Public Administration, a Certificate in Project Management, and an Executive Program Certificate from Queen's University.

s22

s22

Shannon is an avid skier, and enjoys exploring the mountains and outdoors of British Columbia with her family.





## STEVE CARR

DEPUTY MINISTER  
MINISTRY OF NATURAL GAS DEVELOPMENT

In June 2013, Steve Carr was appointed as Deputy Minister of the Ministry of Natural Gas Development as well as the Chair of the Board of the Oil and Gas Commission.

Prior to this assignment, Steve had 27 years of public sector experience working with a variety of Ministries including: Ministry of Forests; Ministry of Sustainable Resource Management; Land and Water BC; Ministry of Environment; Integrated Land Management Bureau; Ministry of Natural Resource Operations; and most recently for the Ministry of Energy, Mines and Natural Gas as Deputy Minister.

After receiving a diploma in Forest Management from the British Columbia Institute of Technology, Steve went on to get a degree in Economics from the University of Victoria and then a Master of Science degree in Resource Management from the University of Edinburgh.



**Event: Meeting  
(DOFTEC)**

s13

**with Department of Foreign Trade and Economic Cooperation****Logistics:**

<b>DATE/TIME:</b>	Dec 3 09:00 AM to 10:00 AM
<b>LOCATION:</b>	No. 351, Tianhe Road, Tianhe District, Guangzhou
<b>MEETING WITH:</b>	Department of Foreign Trade and Economic Cooperation Yuanqian Guo, Director General or a Vice Governor of Guangdong Province
<b>ACCOMPANIED BY:</b>	Shannon Baskerville, Tejindar Parhar, Greg Eidsness, Cathy Yao
<b>STAFF SUPPORT:</b>	Tom Wang
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A (bilateral meeting)

**Meeting Information**

<b>MEETING EVENT:</b>	Meeting s13 with Department of Foreign Trade and Economic Cooperation (DOFTEC)
<b>SIGNIFICANCE:</b>	Guangdong DOFTEC is one of the most important partners of BC's Ministry of International Trade in China. Guangdong DOFTEC plans to lead a large business delegation to BC s16 s16
<b>KEY MEETING OBJECTIVE:</b>	Discuss strengthening of trade and investment ties between Guangdong and BC s13 s13
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"><li>The new Ministry of International Trade's mandate is to help facilitate trade and investment between BC and other markets, especially those in the Asia Pacific region.</li><li>BC attaches very high most importance to China in trade and investment development. 4 out of 11 BC overseas representative offices around the world are located in China, including Beijing, Shanghai, Guangzhou and Hong Kong.</li><li>As the gateway to Asia Pacific, BC is an ideal place for Asian companies to set up their North American headquarters.</li></ul> <p>PCC and the Minister visit Sichuan before coming to Guangzhou s16 s16</p> <p>The mission will focus on advancing liquefied natural gas development opportunities. It will promote the province as a stable and attractive destination for investment.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	DOFTEC and BC's Ministry of Economic Development signed a MOU in 2008 to enhance cooperation in both British Columbia's investment and export to Guangdong and Guangdong's investment and export to British Columbia.  DOFTEC renewed the MOU with BC's Ministry of Small Business, Technology and Economic Development when DOFTEC visited BC in 2010.
<b>THEIR INTERESTS:</b>	s16 <ul style="list-style-type: none"><li>They are interested in attracting investment from BC into hi-tech sectors, and strengthening collaboration in the clean-tech and energy sectors.</li></ul>

s16

**BACKGROUND:**

**Scenario:**

Time	Details	Contact
8:45 am	Depart from s15	Cathy Yao
9:00 am	Arrive at DOFTEC Meeting Room	Same
9:45 am	s13	Same
9:50 am	s16 and group photos	Same
10:00 am	Meeting over and depart for Marriott Tianhe	Same

**Biography:** N/A

**Contact:**

Cathy Yao  
Managing Director, BC Trade and Investment Office-South China (Guangzhou)  
Tel: s17  
Fax: 86-20-28317502  
Email: cyao@britishcolumbia.ca

**Event: Tour of Tianshan Facility and Lunch and Museum Visit with Co. Officials****Logistics:**

<b>DATE/TIME:</b>	Dec. 2, 11:30 AM to 3:40 PM
<b>LOCATION:</b>	Tianshan Aluminum Address: Shihezi Economic Technology Development Zone
<b>MEETING WITH:</b>	Mr. Xiaoshan Zeng, Chairman of Zengshi Grup and other senior executives of Tianshan Aluminum and Xinren Aluminum (TBC)
<b>ACCOMPANIED BY:</b>	DM Baskerville TJ Parhar Greg Eidsness Rosy Shang
<b>STAFF SUPPORT:</b>	Kevin Tsui
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Minister visits Tianshan Aluminum plant in Xinjiang, followed by lunch with company executives and senior local officials from the Shihezi Economic Technology Development Zone, and a visit to the Junken Museum.
<b>SIGNIFICANCE:</b>	s16, s17, s21
<b>KEY MEETING OBJECTIVE:</b>	To encourage Tianshan Aluminum to establish business in BC. To demonstrate that BC is a stable, welcoming and hospitable place to do business.
<b>KEY MESSAGES:</b>	s16, s17, s21
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	The Chinese company would like to build up direct contact and access to BC Government. They would like to better understand the government position in support of their project.
<b>BACKGROUND:</b>	Tianshan Aluminum is the largest subsidiary of Xinren Aluminum, the Singapore Exchange-listed parent company. Its current capacity is close to 447,000 ton per year of aluminum plates.

**Scenario:**

Time	Details	Contact
11:30 AM	Minister arrives at Tianshan Aluminum Shihezi Plant and is greeted by the executives at the entrance.	Kevin Tsui
11:35 AM	Minister has a tour of the operation and facilities.	Same
12:10 PM	Minister is escorted to the meeting room. Meeting with Mr. Xiaoshan Zeng and other senior company	Same

	executives starts.	
12:15 PM	Mr. Zeng to welcome Minister and present on their business operation in China and the investment plan in BC.	Same
12:30 PM	Minister to provide overview of BC's investment environment and field questions from the company	Same
12:50 PM	s16 and photo shoot	Same
1:10 PM	Meeting concludes and Minister is escorted to luncheon venue.	Same
1:20 PM	Mr. Zeng introduces senior local officials from the Shihezi Economic Technology Development Zone.	Same
2:45 PM	Luncheon concludes. Minister departs for the Junken Museum of the Xinjiang Production and Construction Corps.	Same
3:00 PM	Minister arrives at the Junken Museum.	Same
3:35 PM	Visit concludes.	Same
3:40 PM	Minister departs for Urumqi Airport.	Same

## Biography

**Contact:** Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

## Event: British Columbia Seafood Promotion Opening

### Logistics:

<b>DATE/TIME:</b>	Dec. 3, 11:15 - 11:45am
<b>LOCATION:</b>	4th floor, The Deluxe Restaurant (OneLink Walk), Tianhe Guangzhou
<b>MEETING WITH:</b>	President of The Deluxe Restaurants, General Managers from 3 other locations of The Deluxe Restaurants and local medias
<b>ACCOMPANIED BY:</b>	Shannon Baskerville TJ Parhar Greg Eidsness Cathy Yao
<b>STAFF SUPPORT:</b>	Michelle Zhu
<b>GIFT:</b>	s16
<b>SET UP:</b>	British Columbia Seafood Promotion display in the restaurant, and a special menu using British Columbia seafood products.

### Meeting Information

<b>MEETING EVENT:</b>	British Columbia Seafood Promotion
<b>SIGNIFICANCE:</b>	Highlight the importance of the seafood industry in British Columbia. The province's rich fish and seafood resources makes BC stand out from other provinces in Canada as a supplier of these products to Asian markets.
<b>KEY MEETING OBJECTIVE:</b>	Promote BC seafood products in Guangzhou.
<b>KEY MESSAGES:</b>	British Columbia has a wide variety and large supply of high quality seafood products available for export, and can fulfill growing demand from different key markets around the world. For years, British Columbia has seen South China as one of its most important markets for exporting high quality seafood products.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Fresh seafood is a cornerstone of Cantonese cuisine. British Columbia has the ability to supply large quantities of fresh, safe and high quality seafood.
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"><li>To promote The Deluxe Restaurant as a high-quality restaurant by using seafood from British Columbia.</li><li>Explore the variety of British Columbia seafood that can be imported into China.</li></ul>
<b>BACKGROUND:</b>	The British Columbia Seafood Promotion and Reception was held in The Deluxe Restaurant on November 1. Around 120 people—including a 10-person British Columbia Seafood Delegation, Guangdong Fisheries Association, Deputy Director of Administration of Ocean and Fisheries of Guangdong Province, 20 Executive Chefs from high-end restaurants and hotels, as well as Guangdong seafood importers and distributors—attended the reception and dinner.

### Scenario:

Time	Details	Contact
11:00-11:15	Depart from Marriott Hotel to The Deluxe Restaurant on the 4 <sup>th</sup> floor at OneLink Walk	Cathy Yao
11:15-11:20	Introduce President and General Managers at The Deluxe Restaurant to the Minister and show Minister	Same

	around the restaurant. Then go up to 5 <sup>th</sup> floor, an outdoor garden venue.	
11:20-11:25	Minister to provide opening speech for BC Seafood Promotion at the garden venue.	Same
11:25-11:28	Welcome speech by President of The Deluxe Restaurants	Same
11:28-11:35	Minister unveils the ice sculpture (an ice boat with sea urchin, sea cucumber, geoduck, salmon, red dragon fish and black cod). Hand shake and photo opportunity between Minister and the president.	Same
11:35-11:45	Interview with local media (a Food Magazine) to promote British Columbia seafood export to Guangdong in a private room on 4th floor.	Same
11:45-11:55	Depart for Marriott Hotel for Friends of BC Business Luncheon	Same

**Biography:** N/A

**Contact:**

Cathy Yao

Managing Director, BC Trade and Investment Office-South China (Guangzhou)

Tel: s17

Fax: 86-20-28317502

Email: cyao@britishcolumbia.ca

Pages 356 through 358 redacted for the following reasons:

-----

s13



**Event:** Breakfast meeting with Canadian Consul General Rick Savone

**Logistics:**

<b>DATE/TIME:</b>	Nov. 30 <sup>th</sup> , 8:30am – 9:30am
<b>LOCATION:</b>	Jin Mao Hotel Breakfast Café
<b>MEETING WITH:</b>	Mr. Rick Savone, Consulate General, Canadian Consulate in Shanghai
<b>ACCOMPANIED BY:</b>	DM Baskerville
<b>STAFF SUPPORT:</b>	TJ Parhar Greg Eidness John McDonald
<b>GIFT:</b>	s16
<b>SET UP:</b>	Reserved seating in Hotel Breakfast Café – Jin Mao Hotel 57 F

**Meeting Information**

<b>MEETING EVENT:</b>	Breakfast meeting with Canadian Consul General Rick Savone
<b>SIGNIFICANCE:</b>	Opportunity for Minister to meet Canada's most senior diplomat in East China
<b>KEY MEETING OBJECTIVE:</b>	Understand priorities for the federal government and Canada in East China and how these are aligned with the trade and investment objectives of British Columbia.
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the Asia Pacific.</li> <li>British Columbia works collaboratively with the federal government to advance the economic interests of BC and aims to complement the initiatives of DFATD (Department of Foreign Affairs, Trade and Development) in order to drive economic benefit to BC and the rest of Canada.</li> <li>British Columbia appreciates the strong support provided by DFATD and the collaborative relationship the Canadian Consulate in Shanghai shares with the British Columbia Trade and Investment Office and Representatives in Shanghai and East China.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>Rick Savone made an outreach visit to BC in early June 2013 where he had the opportunity to meet several executives from the Ministry of Jobs, Tourism and Skills Training (visit was just prior to the forming of current cabinet and creation of MIT).</li> </ul>
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>Advancing the interests of BC and Canada in East China.</li> <li>Rick Savone is a strong proponent of advancing Canada's priority sectors and has made considerable effort in advancing educational ties between China and Canada as well efforts to link cultural industries and events.</li> </ul> <p style="text-align: center;">s13, s16</p> <ul style="list-style-type: none"> <li>As a high profile and high traffic post, the Shanghai Mission for Canada has hosted Governor General David Johnson and the Foreign Minister John Baird in the last two months</li> </ul> <p style="text-align: center;">s16</p>
<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>Rick Savone was appointed as Canada's Consul General to the Canadian Consulate in Shanghai in June 2012.</li> </ul> <p style="text-align: center;">s22</p>

**Scenario:**

Time	Details	Contact
08:30	Meet for breakfast and discussion in Hyatt Breakfast Café	John E. McDonald
09:30	Depart for Next Meeting	

**Biography:** TBD

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell <sup>s17</sup>  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

## Event: Meeting with Dr. Yu Liming, Vice President of China Merchants Group

### Logistics:

<b>DATE/TIME:</b>	Dec 9 <sup>th</sup> / 10 a.m.
<b>LOCATION:</b>	China Merchants Group's office (39/F China Merchants Tower, Shun Tak Centre, 168-200 Connaught Road Central, Hong Kong)
<b>MEETING WITH:</b>	Dr. Yu Liming
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is a standard corporate meeting. Dr. Yu will introduce his company and Minister Wat will respond. A discussion will follow.

### Meeting Information

<b>MEETING EVENT:</b>	Corporate meeting with Dr. Yu Liming, Vice President of China Merchants Group
<b>SIGNIFICANCE:</b>	China Merchants Group is engaged in transportation, infrastructure, financial investment and asset management, property development and management. Founded in 1872, CMG is the oldest mainland company headquartered in Hong Kong and is wholly owned by the Central Government SASAC. The Group has investments in over 50 companies across China and Hong Kong.
<b>KEY MEETING OBJECTIVE:</b>	The purpose is to present Vancouver/BC as an attractive destination for managing CMG's North American investments and port operations s13, s16 s16, s13
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• Provide a business update on the Premier's trade mission to Asia</li> <li>• Express B.C.'s economic outlook for Asian trade and the LNG industry</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat to start by introducing the new Ministry of International Trade and Investment, her mandate as well as the priorities of the province.
<b>THEIR INTERESTS:</b>	<p>CMG is the 3<sup>rd</sup> largest port operator, and has ambition plans for global expansion. Their overseas port expansion has recently focused on developing markets in Africa and Sri Lanka, but has recently considered developed markets. s16</p> <p>s17</p> <p>s17</p> <p>9<sup>th</sup> largest oil tanker owner, and is only VLCC fleet operator in China. They are the s17</p> <p>s17</p>
<b>BACKGROUND:</b>	CMG was founded in 1872 and is the oldest mainland Chinese company headquartered in Hong Kong. It is wholly owned by the Central Government State-owned Assets Supervision and Administration Commission (SASAC). CMG is primarily engaged in ports operations, bonded logistics and cold chain operations. It has investments in over 50 companies across China and Hong Kong.

**Scenario:**

Time	Details	Contact
10 a.m. – 10:15 a.m.	Dr. Yu will introduce his company to Minister Wat	Brian Brown
10:16 a.m. – 10:30 a.m.	Minister Wat will respond	Brian Brown
10:31 a.m. – 11 a.m.	Discussion between Minister Wat and Dr. Yu	Brian Brown

**Biography**

**Dr. Yu Liming , Vice President of China Merchants Group**

s22

**Contact:**

Brian Brown

Managing Director

BC International Trade and Investment Office Hong Kong & Macau

Tel: s17

bbrown@britishcolumbia.ca

## Event: 50<sup>th</sup> Anniversary Banquet of The Chinese University of Hong Kong

### Logistics:

<b>DATE/TIME:</b>	Dec 8 <sup>th</sup> , 6:30 p.m to 9:00pm
<b>LOCATION:</b>	Grand Hall, Hong Kong Convention and Exhibition Centre, 1 Expo Drive, Wanchai Hong Kong
<b>MEETING WITH:</b>	Gala Dinner guests
<b>ACCOMPANIED BY:</b>	Brian Brown, Managing Director of Hong Kong Trade and Investment Representative Office Mr J Ian Burchett, Consul General of Canada
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	TBD

### Meeting Information

<b>MEETING EVENT:</b>	50 <sup>th</sup> Anniversary Banquet of The Chinese University of Hong Kong
<b>SIGNIFICANCE:</b>	To celebrate the 50 <sup>th</sup> anniversary of The Chinese University of Hong Kong (CUHK). The Honourable Leung Chun Ying, the Chief Executive of the Hong Kong Special Administrative Region and Chancellor of The Chinese University of Hong Kong, will be the Guest of Honour. The gala dinner is a high-profile event and we anticipate the guest list includes high-level government officials and prominent business executives.
<b>KEY MEETING OBJECTIVE:</b>	N/A
<b>KEY MESSAGES:</b>	N/A
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat will be chaperoned by Mr Brian Brown, Managing Director of Hong Kong TIR office and Mr J Ian Burchett, Consul General of Canada. s22
<b>THEIR INTERESTS:</b>	N/A
<b>BACKGROUND:</b>	Minister Wat is an alumna of CUHK. The Hong Kong TIR team have substantial academic and alumni relationships with CUHK. Mr J Ian Burchett, Consul General of Canada, was invited by the Vice Chancellor of CUHK.

### Scenario:

Time	Details	Contact
6:30 p.m.	Cocktail reception at the Grand Hall	Brian Brown
7:30 p.m.	Dinner at the Grand Hall	Same

**Biography:** N/A

### Contact:

Brian Brown  
Managing Director, BC International Trade and Investment Office Hong Kong & Macau  
Tel: s17  
bbrown@britishcolumbia.ca

**Event: Breakfast meeting with H. L. Kam, General Managing Director of Cheung Kong Infrastructure**

**Logistics:**

<b>DATE/TIME:</b>	Dec 7 <sup>th</sup> , 9 a.m.
<b>LOCATION:</b>	China Club, Hong Kong
<b>MEETING WITH:</b>	Kam Hing Lam, General Managing Director of Cheung Kong Infrastructure
<b>ACCOMPANIED BY:</b>	Brian Brown, Hong Kong Trade and Investment Office
<b>STAFF SUPPORT:</b>	Cherie Tong, BCTIR
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is a standard corporate meeting. Mr. Kam will introduce his company and Minister Wat will respond. A discussion will follow.

**Meeting Information**

<b>MEETING EVENT:</b>	Breakfast meeting with H. L. Kam, General Managing Director of Cheung Kong Infrastructure and Mrs. Wendy Barnes, Chief Corporate Affairs Officer
<b>SIGNIFICANCE:</b>	Cheung Kong Infrastructure Holdings Limited ("CKI") is the largest publicly listed infrastructure company in Hong Kong with diversified investments in energy infrastructure, transportation infrastructure, water infrastructure, waste management and infrastructure-related business. Operating in Hong Kong, Mainland China, the United Kingdom, the Netherlands, Australia, New Zealand and Canada, it is a leading player in the global infrastructure arena.
<b>KEY MEETING OBJECTIVE:</b>	For Minister Wat to establish a relationship with Cheung Kong, one of the most prominent Asian conglomerates. Furthermore, to discuss CKI's agri-food investment strategy.
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• Provide a business update on the Premier's trade mission to Asia</li> <li>• Express BC's economic outlook for Asian trade and agri-food industry</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat to start by introducing the new Ministry of International Trade and Investment, her mandate as well as the priorities of the province.
<b>THEIR INTERESTS:</b>	s17
<b>BACKGROUND:</b>	<p>s22</p> <p>Premier Clark met with Li Ka Shing in Sept 2012</p> <p>s17</p>

**Scenario:**

Time	Details	Contact
9 a.m. – 9:15 a.m.	Mr. Kam will introduce his company	Brian Brown
9:16 a.m. – 9:30 a.m.	Minister Wat will respond	Brian Brown
9:31 a.m. – 10 a.m.	Discussion between Minister Wat and Mr. Kam	Brian Brown

## Biography

KAM Hing Lam      s22      has been the Group Managing Director of the Company since its incorporation in May 1996.      s22

s22

### Contact:

Brian Brown

Managing Director

BC International Trade and Investment Office Hong Kong & Macau

Tel:      s17

bbrown@britishcolumbia.ca

**Event: Meeting with GasCana Inc.****Logistics:**

<b>DATE/TIME:</b>	Dec 3, 2013, 15:00-15:45
<b>LOCATION:</b>	Business Centre Meeting Room, 20/F, Guangzhou Marriott Hotel Tianhe
<b>MEETING WITH:</b>	Mr. Hunter Hu, Executive Director and CEO, GasCana Inc.
<b>ACCOMPANIED BY:</b>	Cathy Yao, Managing Director, Guangzhou Trade and Investment Office
<b>STAFF SUPPORT:</b>	Leanne Yi, Senior Business Development Manager, BCTIR
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the hotel business centre

**Meeting Information**

<b>MEETING EVENT:</b>	Meeting with GasCana Inc.
<b>SIGNIFICANCE:</b>	The GasCana LNG investment project is a rapidly proceeding LNG investment project from China, which is expected to start operation in 2016.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>Encourage GasCana Inc. to continue their efforts in the BC GasCana LNG investment project.</li> <li>Understand GasCana's project progress and their needs for the next investment step in order to facilitate their future communications with various stakeholders in the BC government and in the industry.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>BC has rich resources of natural gas and is an ideal investment destination for LNG export from Canada.</li> <li>BC welcomes GasCana to invest in LNG projects in BC.</li> <li>BC's Ministry of International Trade will support GasCana's efforts to complete the investment project.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	s13, s17
<b>THEIR INTERESTS:</b>	Seek continuous support from MIT to facilitate their communications with various stakeholders in the BC government and in the industry in order to smoothly enhance the progress of the project.
<b>BACKGROUND:</b>	<p>Mr. Hunter Hu, Executive Director and CEO of GasCana Inc. is the representative of Jovo LNG investment project initiated by Guangdong Jovo Group.</p> <p>GasCana Inc. had another meeting with ADM Brian Hansen of BC Natural Gas Development on Oct 9 to provide an update of the project progress. GasCana Inc. has officially appointed a law firm in Vancouver as their legal representative and selected a</p> <p>s17</p>

**Scenario:**

Time	Details	Contact
15:00	Cathy Yao to invite Mr. Hunter Hu to come in the meeting room	Cathy Yao and Leanne Yi



15:00-15:45	Meeting with Mr. Hunter Hu	Same
15:45	Meeting ends	Same
15:45-16:00	Break for the next meeting	Same

**Biography:** N/A

**Contact:**

Cathy Yao  
Managing Director  
British Columbia Trade and Investment Office – South China  
[cyao@britishcolumbia.ca](mailto:cyao@britishcolumbia.ca)

s17

**Event:** Meeting with Mr. Liu Yingjun, President Assistant of Rongsheng Holding Group

**Logistics:**

<b>DATE/TIME:</b>	Friday November 29 @ 13:30 – 14:00
<b>LOCATION:</b>	Jin Mao Hotel Grand Club
<b>MEETING WITH:</b>	Mr. Liu Yingjun, President Assistant of Rongsheng Holding Group
<b>ACCOMPANIED BY:</b>	DM Baskerville
<b>STAFF SUPPORT:</b>	TJ Parhar G. Eidness Rex Chen J. McDonald S. Sun
<b>GIFT:</b>	s16
<b>SET UP:</b>	Reserved meeting room at Grand Club – Jin Mao Hotel 83 F

**Meeting Information**

<b>MEETING EVENT:</b>	Meeting with Mr. Liu Yingjun, President Assistant of Rongsheng Holding Group
<b>SIGNIFICANCE:</b>	Opportunity for Minister to meet senior executive from one of the largest polyester fiber producers in China.
<b>KEY MEETING OBJECTIVE:</b>	Understand Rongsheng's operation and next-step plan in oil/gas sector in Canada and how these are aligned with the trade and investment objectives of British Columbia
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"><li>British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the Asia Pacific and Canada.</li><li>LNG is the highest priority of B.C. government.</li><li>B.C. has a competitive and secure fiscal regime.</li><li>B.C. has a vast energy resource which will bring great benefits to global markets.</li><li>B.C. can offer lower operating costs for transportation and liquefaction.</li><li>B.C. has access to a large, skilled labour force.</li></ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"><li>Mr. Liu has made several visits to BC since spring 2012 where he has had the opportunity to meet several executives from and stakeholders within the LNG and oil and gas industries in BC.</li><li>Mr. Liu acts on behalf of the President of Rongsheng, Li ShuiRong. Both of them have visited BC and have made corporate calls on Kitimat Clean / David Black.</li></ul> s21
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"><li>Strong interest in procurement of LNG from BC.</li></ul> s13, s17, s16

s13, s17

**BACKGROUND:**

- Mr. Liu joined Rongsheng in 2011 appointed to be responsible for overseas investment / procurement / cooperation.

s22

**Scenario:**

Time	Details	Contact
13:30-13:35	Leave the Luncheon venue on 53F and head for Grand Club on 83F	John E. McDonald
13:35-13:58	Meeting	Same
13:58-14:00	Photo opportunity	Same
14:00	Leave Jin Mao Hotel and depart for the next meeting with FAO	Same

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
Cell: s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

## Event: Meeting with China Gas

### Logistics:

<b>DATE/TIME:</b>	14:00-14:45, Dec 3, 2013
<b>LOCATION:</b>	Business Centre Meeting Room, 20/F, Guangzhou Marriott Hotel Tianhe
<b>MEETING WITH:</b>	Name TBC, Vice President of China Gas
<b>ACCOMPANIED BY:</b>	Ms. Cathy Yao, Managing Director, BCTIR Mr. Calvin Xu, Director – Business Development Asia Pacific, IMW Clean Energy Solutions (TBC)
<b>STAFF SUPPORT:</b>	Leanne Yi, Senior Business Development Manager, BCTIR
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the hotel business centre

### Meeting Information

<b>MEETING EVENT:</b>	Meeting with China Gas
<b>SIGNIFICANCE:</b>	Name TBC, Vice President of China Gas
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"><li>- Encourage China Gas to continue their partnership with IMW and purchasing Compressed Natural Gas (CNG) and LNG station equipments from IMW.</li><li>- Encourage China Gas to invest in BC LNG projects.</li></ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"><li>- BC has rich resources of natural gas and is an ideal investment destination for LNG export from Canada;</li><li>- BC welcomes China Gas to invest in BC LNG projects;</li><li>- BC's Ministry of International Trade will support China Gas to do business with more BC clean energy companies.</li></ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	China Gas is the key client of Chilliwack-based IMW in the China market. The senior management of China Gas visited BC a number of times.
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"><li>- China Gas is a strategic partner with IMW, using BC's advanced natural gas station equipments and technologies to build more gas stations in China market.</li><li>- Besides IMW, China Gas is looking for other clean energy technologies and equipments partners in BC.</li></ul> <p>s17, s21</p>
<b>BACKGROUND:</b>	<ul style="list-style-type: none"><li>- Headquartered in Shenzhen, Guangdong Province, China Gas Holdings Limited (stock code: 384) is a natural gas services operator listed on the main board of The Hong Kong Stock Exchange Limited. It engages principally in the investment, operation and management of city gas pipeline infrastructure, distribution of natural gas and liquefied petroleum gas (LPG) to residential, commercial and industrial users, construction and operation of oil stations and gas stations, and development and application of natural gas and LPG related technologies in China.</li><li>- China Gas signed a 1 billion RMB (C\$167 million) equipment purchase agreement in August 2013 with IMW to build 310 natural gas stations in the next 3 years in China.</li></ul> <p>s16</p>

**Scenario:**

Time	Details	Contact
14:00	Arrive at the meeting room	Leanne Yi
14:00-14:45	Meeting with China Gas	Leanne Yi
14:45-15:00	Break for next meeting	Leanne Yi

**Biography:****TBC****Contact:**

Leanne Yi  
Senior Business Development Manager  
International Trade and Investment Office, South China  
Mobile: s17  
Email: lyi@britishcolumbia.ca

## Event: Corporate Meeting with China Eastern Airlines (MU)

### Logistics:

<b>DATE/TIME:</b>	Nov. 29, 10:30am—11:30am
<b>LOCATION:</b>	China Eastern Head Office: (No.99 Kong Gang San Road, Shanghai)
<b>MEETING WITH:</b>	Mr. Ma Xulun (General Manager & Party Secretary of China Eastern Airlines Group)
<b>ACCOMPANIED BY:</b>	DM Shannon Baskerville Craig Richmond, CEO, YVR Airport Tony Gugliota, Snr. VP Marketing, YVR Dora Kay, Director Asian Markets, YVR
<b>STAFF SUPPORT:</b>	TJ Parhar Greg Eidsness Rex Chen John McDonald; Alvin Liu
<b>GIFT:</b>	s16
<b>SET UP:</b>	Conference room in China Eastern Airlines Group

### Meeting Information

<b>MEETING EVENT:</b>	Corporate Call to China Eastern Airlines (MU)
<b>SIGNIFICANCE:</b>	Establish connection with Senior management level of China Eastern Airlines, which is the only Chinese airline that operates twice daily non-stop flight service from Shanghai to Vancouver.
<b>KEY MEETING OBJECTIVE:</b>	Courtesy Call to China Eastern Airlines and will be accompanied by CEO of YVR, the meeting purpose is to understand their flight operation development on PVG-YVR route and identify future possible support from government perspective, to help them increase more traffic flow to BC.
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>British Columbia is the gateway for China airlines to access Canada &amp; North America markets</li> <li>British Columbia works collaboratively with the Canadian federal government departments, such as CBSA, to assist in the facilitation of MUs TWOV application.</li> <li>British Columbia welcomes more passenger flow in/via the province and the government will offer support to the best extent.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	China Eastern is the Chinese airline with the most daily non-stop flights to Vancouver and British Columbia from East China.
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>Speed up their TWOV(Transit Without Visa) application process and seek more government support in BC</li> </ul>
<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>MU added a second daily service in July 2013, and currently operates double daily Pudong - YVR service. The airline may reduce a couple of frequencies in the winter low season to let the market digest the expanded capacity. Premier and Minister Wat attended the media briefing to announce the second daily service s13</li> </ul> <p style="text-align: center;">s13 s16</p> <p style="text-align: center;">s16</p> <p style="text-align: right;">This will open new</p> <p>opportunities for MU to operate daily PVG-YVR-JFK service next summer. The</p> <p style="text-align: center;">s13</p>

	<ul style="list-style-type: none"> <li>• Elimination of the 2 cents per litre fuel tax has resulted in huge savings for the airline (over \$1 million per year for a double daily). This is also a show of support from the Province.</li> <li>• One large market for MU is the ethnic Indian population in BC. They travel to New Delhi from YVR via Pudong. With 72-hour visa free transit at Shanghai, MU is looking at working with YVR to offer special packages to their India bound passengers. India is also a key market for BC.</li> </ul>
--	--

#### Scenario:

Time	Details	Contact
10:20—10:25	Arrive at China Eastern Airlines Office	John McDonald
10:25—10:30	Welcomed by MU staff and lead to the meeting room	Same
10:30—11:30	Meeting	Same
11:30—11:35	s16 & Photo opportunity	Same
11:40	Leave MU and depart for the next call	Same

**Biography:** N/A

#### Contact:

John E. McDonald

Managing Director, International Trade and Investment Office, East China

Cell: s17

Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

**Event: Dinner with Tianshan Aluminum Co.****Logistics:**

<b>DATE/TIME:</b>	Dec. 1, 6:30 PM to 9:00 PM
<b>LOCATION:</b>	TBC
<b>MEETING WITH:</b>	Chaolin ZENG, General Manager Xinren Aluminum Holdings Limited. Yiliu ZENG, General Manager of Tianshan Aluminum. Xihua WU, Executive Deputy General Manager of Tianshan Aluminum.
<b>ACCOMPANIED BY:</b>	DM Shannon Baskerville TJ Parhar Greg Eidsness Rex Chen Rosy Shang
<b>STAFF SUPPORT:</b>	Kevin Tsui
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Minister is hosted at a dinner from Tianshan Aluminum.
<b>SIGNIFICANCE:</b>	Tianshan Aluminum is planning to invest in BC and the welcoming dinner offers an opportunity for the Minister to network with the senior management of the company.
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	Thank you to Tianshan Aluminium for hosting the dinner and their support for the visit.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Ms. Yiliu Zeng, General Manager, recently visited BC in late October, 2013.
<b>THEIR INTERESTS:</b>	To seek Minister's support to their business endeavors in BC.
<b>BACKGROUND:</b>	Tianshan Aluminum is the largest subsidiary of Xinren Aluminum, the Singapore Exchange-listed parent company. Its current capacity is close to 447,000 ton per year of aluminum plates.

**Scenario:**

<b>Time</b>	<b>Details</b>	<b>Contact</b>
6:40 PM	Tianshan Aluminum managements arrive at the venue and get ready to greet the Minister.	Kevin Tsui
7:00 PM	Minister arrives and is escorted to meeting room where Minister meets with the management.	Same
7:30 PM	Dinner is served.	Same
8:45 PM	Dinner concludes.	Same
8:50 PM	Minister departs for hotel.	Same
9:00 PM	Minister arrives at hotel and proceeds with private program.	Same



## **Biography**

**Contact:** Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17

**Event:** Visit to Dream Home Canada and Meeting with BCFII**Logistics:**

<b>DATE/TIME:</b>	Saturday November 30 @ 11:30 – 12:30
<b>LOCATION:</b>	Dream Home Canada, 425 Hongfeng Road, Shanghai
<b>MEETING WITH:</b>	British Columbia Forestry Innovation and Investment (BCFII). Lisa Dou, General Manager
<b>ACCOMPANIED BY:</b>	DM Baskerville, John McDonald
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Visit to Dream Home Canada and Meeting with BCFII
<b>SIGNIFICANCE:</b>	Dream Home Canada is the showpiece demonstration facility for the promotion of BC wood products and building systems in China as well as the home office for the MIT crown corporation BCFII China subsidiary
<b>KEY MEETING OBJECTIVE:</b>	Understand the current promotional and market access activities being undertaken by BCFII in China
<b>KEY MESSAGES:</b>	BC FII is a Crown Corporation that promotes the use of BC lumber in China's construction industry. They focus on establishing government relations with Chinese agencies that regulate the construction, environmental and real estate industries. They also promote the benefits of wood frame construction to state owned real estate development companies, design institutes and architects. BCFII was established in 2003. Since the company's founding, they have built 13 large-scale wood frame demonstration projects that promote a variety of wood frame building systems. In response to the 2008 Wenchuan Earthquake, BCFII with separate funding from the governments of BC and Canada (through NRCan) built three reconstruction wood frame projects designed to serve the local community and demonstrate the seismic properties of wood frame construction. The three projects served to strengthen relations between BC and China as well as promote the benefits of wood frame construction. BCFII has an in-house design team that offers consulting advice to developers and governments interested in building wood frame projects. They also perform market research for BC-based associations and corporations. BCFII works closely with Canada Wood China, an industry association that also promotes the use of BC lumber in China.
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>BCFII is a crown corporation of the Ministry of International Trade. It has been active in China since 2003 and has used the Dream Home Canada Demonstration facility as its model showpiece for the promotion of the BC softwood lumber sector.</li> </ul>
<b>THEIR INTERESTS:</b>	BCFII is interested in meeting the new Minister and gauging her interest in wood frame construction and the wood file, in general.
<b>BACKGROUND:</b>	BCFII formerly served under the Ministry of Forests and Range, and the Ministry of Jobs, Tourism and Innovation. They host an annual Ministerial mission to China for BC government officials and accompanying industry executives to meet with their Chinese counterparts and developers. BCFII has hosted six missions for former Minister Pat Bell and two for Minister Steve Thomson. They have roughly 15 full-time staff and four design contractors. In 2003 Canada was China's seventh largest importer of lumber products. It is now China's second largest importer.

**Scenario:**

Time	Details	Contact
11:30	Arrive Dream Home Canada – Greeted by Lisa Dou, General Manager	TBD
11:30-11:50	Guided tour of Dream Home Canada	
11:50-12:30	Forest Products China Market Briefing by FII	
12:30	Depart for Lunch	

**Biography:** N/A**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell: s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

## Event: Friends of BC Business Luncheon & Corporate Signing Ceremony- Guangzhou

### Logistics:

<b>DATE/TIME:</b>	Dec. 3 <sup>rd</sup> , 12:00 PM - 2:00 PM
<b>LOCATION:</b>	Ball Room, 3 <sup>rd</sup> Floor, Marriot Hotel, Guangzhou
<b>MEETING WITH:</b>	Business luncheon – Friends of BC, and Economic Cooperation Signing Ceremony
<b>ACCOMPANIED BY:</b>	Shannon Baskerville TJ Parhar Greg Eidsness Cathy Yao
<b>STAFF SUPPORT:</b>	Guangzhou Trade and Investment Representative Office Staff
<b>GIFT:</b>	s16
<b>SET UP:</b>	Round table lunch (total 18 tables, ten people/per table)

### Meeting Information

<b>MEETING EVENT:</b>	Friends of BC Luncheon British Columbia – South China Economic Cooperation Signing Ceremony
<b>SIGNIFICANCE:</b>	Minister to deliver key messages to Guangdong investors and government counterparts
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>To meet Chinese officials and representatives.</li> <li>To witness BC companies' and Chinese companies' cooperation MOU signing ceremony.</li> <li>To promote trade links between BC and South China and attract investment to BC from China.</li> </ul>
<b>KEY MESSAGES:</b>	<p>See speaking notes (under development)</p> <ul style="list-style-type: none"> <li>Highlight the efforts of previous cooperation between Guangdong and BC.</li> <li>Stress the importance of ensuring strong economic links and business relationships for both sides.</li> <li>Recognition of the important contribution the people of Guangdong have provided to BC, and the importance of Guangdong investors' presence in BC.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	<ul style="list-style-type: none"> <li>BC companies attending are those with existing business ties in South China, and those still seeking potential clients.</li> <li>Chinese companies are important clients and potential investors for BC companies, mainly in industries such as LNG and gas, mining, forestry, ICT/digital media, construction, transportation, life science, and education.</li> </ul>
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"> <li>To learn more about government policy and the BC business environment, to seek support from the Ministry of International Trade for business development, and to establish a cooperative relationship with BC.</li> <li>BC companies attending are active in South China, and expect to promote and advertise their businesses and find more potential clients.</li> <li>Chinese companies attending expect to set up links with BC companies and industries, and hope to find more investment opportunities.</li> </ul>
<b>BACKGROUND:</b>	<p>The signing ceremony and luncheon provide an excellent opportunity for BC and Guangdong to promote trade links and to attract more investment opportunities to BC.</p> <p>180 guests will be invited to the luncheon:</p> <ul style="list-style-type: none"> <li>40 investors</li> <li>60 LNG and oil clients</li> <li>10 from Guangdong government</li> </ul>

	<ul style="list-style-type: none"> <li>• 20 from BC companies (including companies to attend signing)</li> <li>• 10 from local media</li> <li>• 20 key clients from different sectors (major corporations in Guangzhou),</li> <li>• 20 from education sector (including senior alumni friends).</li> </ul>
--	--

### Scenario:

Time	Details	Contact
11:55am	Minister arrives at meeting room and is escorted to head table in front of stage.	Cathy Yao
12:00 – 12:05	MC introduces VIPs and invites Minister to the podium	Same
12:05 – 12:15	Welcome speech by Minister	Same
12:15 – 12:30	<p>Stay on the stage with Chinese officials behind signing table and witness companies' signings, with photo taken for each signing.</p> <p>There are six signings:</p> <ol style="list-style-type: none"> <li>1. White Water West and Guangzhou R&amp;F Group</li> <li>2. Ironwood and Guangzhou Yue Mu Biotechnology Co Ltd</li> <li>3. Winston College of Burnaby and Guangdong Sanjin Investment and Guarantee Co., Ltd</li> <li>4. Bright Hope Trading Co. (Richmond) and Tomidagiku Restaurant Chain in Guangzhou</li> <li>5. Stemcell Technologies (Vancouver) and BGI Shenzhen</li> <li>6. Lignol (Burnaby) and Sichuan Xilin Import and Export Co., Ltd</li> </ol>	Same
12:30	Signing finishes and Minister proceeds back to head table with Chinese officials. MC announces lunch.	Same
12:30 – 14:00	Lunch time and free discussion with BC and Chinese guests.	Same
14:00	Lunch finishes.	Same

Note: Event agenda is attached

**Biography:** N/A

### Contact:

Cathy Yao  
Managing Director, BC Trade and Investment Office-South China (Guangzhou)  
Tel: s17  
Fax: 86-20-28317502  
Email: cyao@britishcolumbia.ca

## **British Columbia – South China Economic Cooperation Signing Ceremony**

**and**

## **Friends of BC Business Luncheon Guangzhou**

Dec 3, 2013

Host by: British Columbia International Trade and Investment Office - South China

Time: 11:30 - 14:00, Dec 3, 2013

Venue: 3rd floor, Ball Room, Marriot Hotel Guangzhou

Guests: Anticipate lunch for approximately 180 people

Draft Rundown Program:

11:30-12:00 Guests Registration;

12:00-12:05 Introduction of VIPs;

12:05-12:10 Speech by Minister Teresa Wat;

12:10-12:30 Signing ceremony of economic cooperation

12:30-14:00 Lunch time

**Event:** Investor Luncheon**Logistics:**

<b>DATE/TIME:</b>	Friday November 29 @ 12:00 – 13:30
<b>LOCATION:</b>	Jin Mao Hotel Polaris Room 53F
<b>MEETING WITH:</b>	<p>Chinese guests (TBC):</p> <p>Mr. Liu Yingjun, VP of Rongsheng Group</p> <p>Mr. Jiang Zhaobai, Chairman of Pengxin Group</p> <p>Ms. Li Yongfen, President of Shanghai Zhongjian Real Estate Co., Ltd</p> <p>Richard Zhang, GM of Mineral Resources Division of Fosun Group</p> <p>Mr. Bo Wei, Senior VP of Forte Property Group / GM of Forte Property (Shanghai) Co., Ltd</p> <p>Mr. Zhao Fangyun, GM of Zhejiang Provincial Natural Gas Development Co., Ltd</p> <p>Andy Zhang, Chairman of Sinom Group</p> <p>Mr. Jiang Binbin, VP of Yunfeng Group</p> <p>Edward Song, Director of Baosteel Resources Co., Ltd</p> <p>Mr. Meng Xianniu, GM of Jiangsu Lianyungang Port Logistics Holdings Limited</p> <p>VP of GCL Oil and Gas Group (Golden Concord Holdings Limited )</p> <p>VP of Wison Group</p> <p>2 guests from the Chinese company who will attend the signing ceremony</p> <p>Canadian guest:</p> <p>Mr. Rick Savone, Consulate General, Canadian Consulate in Shanghai</p>
<b>ACCOMPANIED BY:</b>	DM Baskerville
<b>STAFF SUPPORT:</b>	<p>TJ Parhar</p> <p>G. Eidness</p> <p>Rex Chen</p> <p>J. McDonald</p> <p>S. Sun</p>
<b>GIFT:</b>	s16
<b>SET UP:</b>	Reserved seating in Polaris Room – Jin Mao Hotel 53 F

**Meeting Information**

<b>MEETING EVENT:</b>	Investor Luncheon
<b>SIGNIFICANCE:</b>	Opportunity for Minister to meet Chinese potential investors in East China
<b>KEY MEETING OBJECTIVE:</b>	Increase the awareness of BC as a preferred investment destination in natural resources, energy, agriculture and transportation.
<b>KEY MESSAGES:</b>	<p>British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the Asia Pacific and Canada.</p> <p>B.C.'s competitive advantages:</p> <ul style="list-style-type: none"> <li>• Transportation Advantage</li> <li>• Ambient Temperature</li> <li>• Vast Resources</li> </ul>

	<ul style="list-style-type: none"> <li>• Stable Jurisdiction</li> <li>• Workforce Strategy – Industry collaboration</li> <li>• Strong Regulatory Regime</li> <li>• First Nations engagement</li> <li>• Competitive Fiscal Regime</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	A number of guests met Minister Wat during the 2013 Chinese Investor Mission to BC, which visited Vancouver, Victoria and the Okanagan.
<b>THEIR INTERESTS:</b>	The participating investors will be selected based on their interest in investing in North America, and will have a strong interest in different sectors such as mining, forestry, LNG and life sciences. They will be seeking to learn what differentiates BC from other jurisdictions from an investment perspective.
<b>BACKGROUND:</b>	A list of attending investors will be provided. These investors were recruited by the BCTIR Office in Shanghai, and the Canadian Consulate in Shanghai, and will be senior executives coming from local SOEs and private companies in Easy China.

**Scenario:**

Time	Details	Contact
12:00-12:10	Arrival and introductions and seating of guests at Luncheon - John McDonald / Sylvia Sun introduce	TBD
12:10-12:15	Opening Remarks and Formal Introduction of MTW - John McDonald	
12:15-12:35	Keynote speech by MTW	
12:35-13:15	Luncheon / free discussion	
13: 15-13:30	Photo opportunity	
13:30	Depart for next meeting with Rongsheng	

**Biography:** N/A

**Contact:** TBD



**Event: Investor Round-table discussion with Minister Wat****Logistics:**

<b>DATE/TIME:</b>	Dec 4 <sup>th</sup> , 5 pm
<b>LOCATION:</b>	45/f Four Seasons Hotel, Central, Hong Kong
<b>MEETING WITH:</b>	Group of 8 to 12 prominent investors
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	This event is in discussion format. Brian Brown will make introduction of Minister Wat and the participants. He will then establish the theme, followed by moderation with Q&As from the participants.

**Meeting Information**

<b>MEETING EVENT:</b>	Investor Round-table discussion with Minister Wat
<b>SIGNIFICANCE:</b>	The round-table participants will be a group of 8 to 12 prominent investors. The group will include institutional investors, conglomerates, family offices and senior management. Collectively, the participants are responsible for managing several billion dollars of investable assets. Their knowledge, insights and experience will benefit the Minister in understanding the investment process and priorities of regional investor groups.
<b>KEY MEETING OBJECTIVE:</b>	Minister Wat to interact with a group of prominent institutional investors, and to better understand the positioning of BC as an attractive investment destination.
<b>KEY MESSAGES:</b>	Share economic outlook, recap of mission, and attractiveness of BC for Asia head offices.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Brian Brown to introduce all participants, to establish the round-table theme, and to moderate the Q&A with all audience members.
<b>THEIR INTERESTS:</b>	The audience will have diverse investment interests, such as transportation, energy, property, agriculture and others. They will be interested in discussing a broad range of topics including macroeconomic views, property, energy demand and regulatory environment, etc.
<b>BACKGROUND:</b>	BC's Trade and Investment Representative Office in Hong Kong has long-standing relationships with all the participant investor groups, and regular interaction with them.

**Scenario:**

Time	Details	Contact
5 p.m. – 5:30 p.m.	Brian Brown introduces Minister and the participants	Brian Brown
5:30 p.m. – 6:30 p.m.	Brian Brown establishes the theme for the event. He then moderates the Q&As from all participants	Brian Brown

**Attendee list:**

Name	Title	Company	Type of entity
Doug Betts	President & CEO	Sunwah International Ltd	Conglomerate

Garry Stein	Chairman & CEO	Shiba Capital	Family Office
Tytus Michalski	Founder & CIO	Fresco Capital	Venture Capital Fund
Steve Chang	Managing Director, Investment Department	CSOP Asset Management Limited	Chinese Bank
George Kim	Managing Director, Portfolio Manager	China Merchant Securities	Chinese Bank
Tim Louey	Managing Director & CIO	Wychwood Capital	Family Office
Eric Wong	Managing Director & CIO	TCG Capital	Family Office
Tommy Liu	Executive Director	Li & Fung	Conglomerate
Nevin Hui	Executive Director	Pacific Bulk Holdings	Conglomerate
Tong Wong	Managing Director & CIO	Regatta Capital	Family Office
Hani Abuali	Portfolio Manager	Mount Kellet Capital	Private Equity Fund
Felix Lam	Founder & CIO	Red Chapel Capital	Family Office
Patrick Lau	Managing Director, Head of M&A	China Construction Bank	Chinese Bank

**Contact:**

Brian Brown

Managing Director

BC International Trade and Investment Office Hong Kong & Macau

Tel: s17

bbrown@britishcolumbia.ca

**Event: Investor Roundtable Dinner (TBC)****Logistics:**

<b>DATE/TIME:</b>	Nov. 28, 5:30 PM – 7:30 PM
<b>LOCATION:</b>	TBC
<b>MEETING WITH:</b>	TBC
<b>ACCOMPANIED BY:</b>	DM Baskerville TJ Parhar Greg Eidsness Rex Chen
<b>STAFF SUPPORT:</b>	Gerry Zhao, BC Beijing Trade and Investment Office
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Minister Wat meets with Chinese investors at dinner organized by Royal Roads University (RRU).
<b>SIGNIFICANCE:</b>	The roundtable dinner offers an excellent opportunity to reach out a select group of private investors from Hebei and Tianjin region.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Demonstrate BC's economic strengths and BC Government's support for growing trade and investment in priority sectors.</li> <li>• Build on the strength of BC's Chinese diasporas to demonstrate that BC is a familiar, welcoming and hospitable place to do business.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• BC has Asia's fastest and most efficient gateway to North American markets.</li> <li>• We welcome Chinese private investors to explore business opportunities in BC as it is an attractive, stable and welcoming destination for investment.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	Chinese private investors will see the Minister's participation as a signal of the support of BC Government to their investment interests.
<b>BACKGROUND:</b>	TBD

**Scenario:**

Time	Details	Contact
5:30 PM	Minister arrives at the venue (TBC).	Gerry Zhao
5:35 PM	Minister is greeted at the meeting room and introduced to Chinese investors.	Same
5:40 PM	Minister to promote BC as a safe and preferred investment destination and network with Chinese investors.	Same
6:00 PM	Dinner is served.	Same
6:30 PM	RRU thanks Minister and invites Minister to make speech.	Same
7:20 PM	s16 and photo shoot.	Same
7:30 PM	Roundtable concludes. Minister departs for hotel.	Same

**Biography:** N/A

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: <sup>s17</sup>  
ktsui@britishcolumbia.ca

**Event: Dinner with Tianjin Renai Group (TBC)****Logistics:**

<b>DATE/TIME:</b>	Nov. 28, 6:00 PM to 7:30 PM
<b>LOCATION:</b>	s15 Hotel
<b>MEETING WITH:</b>	Mr. MA Ruren, Chairman of Tianjin Renai Group
<b>ACCOMPANIED BY:</b>	DM Baskerville TJ Parhar Greg Eidsness BC Interpreter Rex Chen
<b>STAFF SUPPORT:</b>	Gerry Zhao
<b>GIFT:</b>	s16
<b>SET UP:</b>	TBD

**Meeting Information**

<b>MEETING EVENT:</b>	Tianjin Renai Group hosts the dinner for Minister
<b>SIGNIFICANCE:</b>	s17, s21
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>To recognize Renai Group on their contribution to the visit program and the organization of the speech at the Tianjin University Renai College.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>Thank you to Renai Group for their support.</li> <li>Encourage Renai to visit BC to explore further opportunities in British Columbia.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	s17, s21
<b>BACKGROUND:</b>	Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20 <sup>th</sup> largest privately-owned companies in Tianjin.

**Scenario:**

Time	Details	Contact
6:00 PM	Minister arrives at the dinner venue.	Kevin Tsui
6:05 PM	Minister is escorted by Renai management to the dinner room and get seated.	Same
6:15 PM	Toasting and meals served.	Same
7:25 PM	dinner concludes.	Same
7:30 PM	Minister departs for private program.	Same

Not Responsive

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

Gerry Zhao, Senior Business Development Manager  
British Columbia Trade & Investment Office – North China  
Tel: s17  
gzhao@britishcolumbia.ca

**Event: Luncheon, hosted by Canadian Chamber of Commerce****Logistics:**

<b>DATE/TIME:</b>	Dec 4 <sup>th</sup> , 12:30pm – 2:00 p.m.
<b>LOCATION:</b>	Club Lusitano, Central, Hong Kong
<b>MEETING WITH:</b>	Canadian Chamber of Commerce members
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is a luncheon to welcome Minister Wat, including an interview moderated by Eddie Wang. The luncheon will start with an introduction of both Minister Wat and Eddie Wang by Brian Brown.

**Meeting Information**

<b>MEETING EVENT:</b>	Luncheon, hosted by Canadian Chamber of Commerce
<b>SIGNIFICANCE:</b>	The Canadian Chamber of Commerce is the 2 <sup>nd</sup> largest chamber in Hong Kong with over 1,500 members, and its membership represents a diverse group of prominent business professionals in the community. The luncheon is intended as an open event to offer the Chamber's members an opportunity to interact with Minister Wat. We view the Canadian business community as partners to advance the Ministry's priorities in Asia.
<b>KEY MEETING OBJECTIVE:</b>	Minister Wat to update the Canadian business community in Hong Kong with her perspectives on the economic outlook for the province, the new Ministry of International Trade, our emerging LNG industry, and so on.
<b>KEY MESSAGES:</b>	Interview format to be moderated by Mr. Eddie Wang, former Chief Executive of HSBC. Q&A speaking notes to be reviewed by the Minister before the session.
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	The Canadian business community in Hong Kong is keen to understand recent developments in BC, such as the new Ministry of International Trade and Ministry of Natural Gas Development, our emerging LNG industry, and the general economic outlook of the province.
<b>BACKGROUND:</b>	BC's Hong Kong Trade and Investment Office has regular interaction with prominent members in the Canadian business community in Hong Kong. The Hong Kong TIR recently sponsored a Canadian Chamber of Commerce keynote address by the Honourable Anson Chan, and was featured in the Chamber's most recent Exchange magazine. The luncheon head table will include prominent BC companies and representatives in Hong Kong, such as Hootsuite, Lululemon, Vision Critical, Wingtat, UBC alumni and SFU alumni.

**Scenario:**

Time	Details	Contact
12:30 p.m. – 1 p.m.	Lunch will be served	Brian Brown
1 p.m. – 1:30 p.m.	Interview of Minister Wat, moderated by Eddie Wang	Brian Brown

NR



**Event: MEDIA POSSIBILITY - Radio Television Hong Kong's Money for Nothing with Brian Curtis –  
BRIEFING NOTE TO BE DEVELOPED**

**Logistics:**

<b>DATE/TIME:</b>	Dec. 4
<b>LOCATION:</b>	
<b>MEETING WITH:</b>	
<b>ACCOMPANIED BY:</b>	
<b>STAFF SUPPORT:</b>	
<b>GIFT:</b>	s16
<b>SET UP:</b>	

**Meeting Information**

<b>MEETING EVENT:</b>	
<b>SIGNIFICANCE:</b>	
<b>KEY MEETING OBJECTIVE:</b>	
<b>KEY MESSAGES:</b>	
<b>CONNECTION TO BC / ICEBREAKER:</b>	
<b>THEIR INTERESTS:</b>	
<b>BACKGROUND:</b>	

**Scenario:**

Time	Details	Contact

**Biography**

**Contact:**

Pages 392 through 394 redacted for the following reasons:

-----

s13

## Event: Meeting and Lunch with BC Companies

### Logistics:

<b>DATE/TIME:</b>	Nov 30, 11:00 AM to 1:00 PM
<b>LOCATION:</b>	Grand Hyatt Shanghai
<b>MEETING WITH:</b>	BC Companies Active in East China
<b>ACCOMPANYING PARTIES</b>	DM Baskerville
<b>HOST AND ACCOMPANYING PARTIES</b>	MIT to Host
<b>GIFT:</b>	s16
<b>SET UP:</b>	This will be an informal roundtable luncheon.

### Meeting Information

<b>THEIR INTERESTS:</b>	<p>The group will be interested in engaging with Minister Wat and learning about recent developments in BC.</p> <p>The group may also discuss the challenges they face in doing business in E. China and may seek support from the Ministry.</p>
<b>KEY MEETING OBJECTIVE:</b>	To engage with active BC companies in E. China and determine how BC can support them as they build their business in China.
<b>KEY MESSAGES:</b>	<p>The Ministry, through our Trade and Investment Offices in China, is committed to supporting BC businesses in the region.</p> <p>The BCTIR office in Shanghai is their key resource in East China to support their work.</p> <p>The Ministry is interested in learning about both the challenges and opportunities that arise from doing business in the region.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	TBC
<b>BACKGROUND:</b>	A full list of attendees will be provided to the Minister in advance of the meeting.

### Scenario:

Time	Details

### Biography

**Contact:** Eidsness, Greg , s17

Pages 396 through 400 redacted for the following reasons:

-----

s13

**Event: MIT Hosted Investor Reception (Friends of BC)****Logistics:**

<b>DATE/TIME:</b>	Dec 4 <sup>th</sup> , 7:00pm – 9:00 pm
<b>LOCATION:</b>	45/f Four Seasons Hotel, Central, Hong Kong
<b>MEETING WITH:</b>	TBC
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is a standard reception. Brian Brown will introduce Minister Wat who will give a brief speech to the audience.

**Meeting Information**

<b>MEETING EVENT:</b>	MIT Hosted Investor Reception (Friends of BC)
<b>SIGNIFICANCE:</b>	The Friends of BC guests will represent the priority relationships of the Hong Kong Trade and Investment Representative Office. Many guests will have existing business activities with BC, while other guests represent emerging opportunities for trade and investment with the province. Representatives will include the provinces' key distribution and trading partners, corporate executives, institutional investors, and service providers.
<b>KEY MEETING OBJECTIVE:</b>	Minister Wat to be introduced to our priority relationships, and to engage with our key partners in Hong Kong.
<b>KEY MESSAGES:</b>	<b>Speaking notes under development</b> Minister Wat to give a brief speech on the China trade mission, and her perspective on the economic outlook for the province.
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	The guests will represent diverse business interests, and the majority will have a strong affinity for BC.
<b>BACKGROUND:</b>	These are the Hong Kong TIR office's key business relationships, and emerging opportunities.

**Scenario:**

<b>Time</b>	<b>Details</b>	<b>Contact</b>
7:30 p.m. – 7:40 p.m.	Brian Brown introduces Minister Wat	Brian Brown
7:40 p.m. – 8 p.m.	Minister Wat delivers her speech	Brian Brown
8 p.m. – 9 p.m.	Brian Brown introduces Minister Wat to his priority and major relationships	Brian Brown

**Biography:** N/A

**Contact:**

Brian Brown  
Managing Director  
BC International Trade and Investment Office Hong Kong & Macau  
Tel: <sup>s17</sup>  
bbrown@britishcolumbia.ca

**Event:** MOU Signing with Shanghai Municipal Commission of Economy and Informatization (SMCEI)

**Logistics:**

<b>DATE/TIME:</b>	Nov. 29, 4:00pm – 5:00pm
<b>LOCATION:</b>	No. 300, Shibocun road.
<b>MEETING WITH:</b>	Dr. Li, Yaixin, Director of SMCEI
<b>ACCOMPANIED BY:</b>	DM Baskerville
<b>STAFF SUPPORT:</b>	TJ Parhar Greg Eidsness John McDonald Zhu Bin Rex Chen Photographer
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Signing Economic Collaboration MOU with SMCEI
<b>SIGNIFICANCE:</b>	Opportunity for Minister to meet and signing the MOU with the highest official from SMCEI, s16 in Shanghai Municipal Government in the field of local economic development.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Signing of the Collaboration MOU with SMCEI</li> <li>• Understand priorities for Shanghai Municipality; policies and incentives for economic development in priority sectors and how these priorities and sectors align with the trade and investment priorities of BC.</li> <li>• Strengthen the image of BC as a preferred destination of choice for Shanghai enterprises' first overseas stop when going to North America and abroad.</li> <li>• Reaffirm BC MIT role and position to facilitate successful trade and investment with BC by Shanghai enterprises.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• British Columbia is Canada's foremost Province in terms of economic, social and cultural ties with the China and the Asia Pacific.</li> <li>• British Columbia Province would like to expand/extend its collaboration with Shanghai, and the BC Ministry of International Trade is the governmental body most relevant and equipped to execute this assignment</li> <li>• BC MIT recognizes that SMCEI fulfills a key role in developing Shanghai's local priority sectors, particularly for SMEs in innovation and information technologies. Due to aligned priorities in promoting and developing their priority sectors, BC MIT believes that an official collaboration between these two governmental bodies will be effective and of mutual benefit to increase the trade and investment collaboration between BC and Shanghai</li> <li>• The signing of the MOU between BCMIT and SMCEI will also be a solid base for a further comprehensive co-operation between the two provinces.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	<p>SMCEI is interested in the following:</p> <ul style="list-style-type: none"> <li>• Increased economic traffic from BC/Canada to Shanghai in the form of trade, investment and innovation collaboration.</li> </ul>

	<ul style="list-style-type: none"> <li>• Support Chinese enterprises in developing their business abroad. Support from collaborating foreign governmental bodies is viewed as critical to the success of Chinese outbound investment.</li> <li>• Increase technology transfer from BC/Canada.</li> <li>• Provide training opportunities for Shanghai's economic officers and senior business leaders.</li> </ul>
<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>• Shanghai Municipal Commission of Economy and Informatization (SMCEI) is primarily responsible for regulation and policy building, municipal government invested project planning, industrial resources supply, and information infrastructure building to maintain and promote local economic development.</li> <li>• The Commission is currently arranging for their Director and Deputy Party Secretary, Dr. LI, Yaoxin (Mr.) as the signatory from their side (tbc).</li> </ul>

**Scenario:**

Time	Details	Contact
16:00	Arrive at SMCEI	John E. McDonald
16:05	Bilateral Meeting with Director LI Yaoxin	Same
16:40	Signing of MOU	Same
16:45	Photo Opportunity	Same
16:55	Depart for next activity – Corporate Signings @ Hyatt Jin Mao Hotel	Same

NR



## Event: British Columbia LNG Seminar in Guangzhou

### Logistics:

<b>DATE/TIME:</b>	Dec. 3, 10:30am – 2:00pm
<b>LOCATION:</b>	Function Room 1 & 2, 4/F, Guangzhou Marriott Hotel Tianhe
<b>MEETING WITH:</b>	<p>50 South China guests from the natural gas industry; 5 BC speakers.</p> <p>Chinese VIPs:</p> <ol style="list-style-type: none"> <li>1. Mr. Qing Biao WU, Chairman of Guangdong Oil and Gas Association</li> <li>2. Name TBC, Vice President of China Gas</li> </ol> <p>BC Speakers:</p> <ol style="list-style-type: none"> <li>1. Mr. Hunter Hu, Executive Director and CEO, GasCan Inc.</li> <li>2. Mr. Calvin Xu, Director – Business Development Asia Pacific, IMW Clean Energy Solutions</li> <li>3. Mr. Mingfa Liu, China Chief Representative, Teekay Shipping</li> <li>4. Mr. Chris Bailey, President, Profundo Technologies Ltd. (China sole agent of Solaris Management Consultants Inc.)</li> <li>5. Partner (Name TBC), Norton Rose Fulbright Canada</li> </ol>
<b>ACCOMPANIED BY:</b>	Cathy Yao, Managing Director, Guangzhou Trade and Investment Office
<b>STAFF SUPPORT:</b>	Leanne Yi, Senior Business Development Manager, BCTIR
<b>GIFT:</b>	s16
<b>SET UP:</b>	Opening Speech on the stage with a podium. Classroom seminar.

### Meeting Information

<b>MEETING EVENT:</b>	British Columbia LNG Seminar in Guangzhou
<b>SIGNIFICANCE:</b>	Guangdong Oil and Gas Association is China's biggest and most influential association in the oil and gas sector.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Promote BC as an ideal investment source of LNG export from Canada to potential investors from South China.</li> <li>• Support the market development of BC LNG stakeholders to promote their equipments products and technologies and shipping services.</li> <li>• Create trade and investment leads.</li> </ul>
<b>KEY MESSAGES:</b>	<p>See speaking notes (under development)</p> <ul style="list-style-type: none"> <li>• BC has rich resources of natural gas and is an ideal destination for LNG investment in Canada.</li> <li>• BC welcomes South China natural gas shareholders to explore LNG trade and investment opportunities in BC.</li> <li>• BC's Ministry of International Trade will support South China natural gas shareholders to do business in BC.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	BC and Guangdong agreed to further enhance cooperation in the energy sector during the bilateral meeting between PCC and Guangdong Governor Xiao Dan Zhu in 2011 in Guangzhou.
<b>THEIR INTERESTS:</b>	A number of South China natural gas companies are interested in exploring LNG trade and investment opportunities in BC as South China as a region is a strong consumer of LNG in China.
<b>BACKGROUND:</b>	Guangdong Oil and Gas Association led a business delegation to visit BC in mid-October and met with ADM Brian Hansen of BC Ministry of Natural Gas Development. The

meeting gave an overview of BC LNG trade and investment opportunities, which generated great interests from South China natural gas companies.
--

**Scenario:**

Time	Details	Contact
10:15	Arrive in seminar room	Leanne Yi
10:15-10:30	Minister to be introduced to BC speakers and Chinese VIPs	Same
10:30-10:35	Seminar starts, MC introduces VIPs	Same
10:35-10:40	Minister provides opening speech to Chinese guests	Same
10:40-10:45	Minister remains for speech by Guangdong Oil and Gas Association	Same
10:45	Depart for next event	Cathy Yao

**Biography:** N/A**Contact:**

Cathy Yao  
Managing Director  
British Columbia Trade and Investment Office – South China  
cyao@britishcolumbia.ca

s17

**Event:** Remarks at Sino-Canada Highschool 10th Anniversary Banquet

**Logistics:**

<b>DATE/TIME:</b>	Friday November 30 @ 14:30 ~ 16:30
<b>LOCATION:</b>	Shanghai Concert Hall, No. 523, East Yan'An Road, People's Square
<b>MEETING WITH:</b>	Participants from Sino Canada Offshore to be confirmed
<b>ACCOMPANIED BY:</b>	DM Baskerville
<b>STAFF SUPPORT:</b>	TJ Parhar Greg Eidsness John McDonald Zhu Bin Rex Chen
<b>GIFT:</b>	s16
<b>SET UP:</b>	Reserve transportation

**Meeting Information**

<b>MEETING EVENT:</b>	Sino Canada Offshore School 10-year Anniversary
<b>SIGNIFICANCE:</b>	Opportunity for Minister to witness another milestone of BC's offshore system's success in China.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"><li>• Provide congratulatory remarks to recognize Sino Canada High School's success in the past 10 years;</li><li>• Recognize the success of the whole BC offshore system in China</li></ul>
<b>KEY MESSAGES:</b>	<p><b>Speaking notes under development</b></p> <ul style="list-style-type: none"><li>• BC Offshore system has been very successful during the past two decades in China; with the result being thousands of BC-Chinese graduates who have primarily continued on to BC/Canadian post-secondary institutes.</li><li>• The success of BC Offshore system is due to:<ul style="list-style-type: none"><li>○ Providing high quality education – utilizing the same standards and quality in BC</li><li>○ Strict monitoring from the BC government;</li><li>○ Providing a different approach to Chinese education by emphasizing students' learning process, and self-recognition.</li></ul></li><li>• Sino-Canada High School is among the pioneers and has been recognized as one of the most successful in China.</li><li>• Encourage students to select BC/Canada to continue their post-secondary study</li></ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	<ul style="list-style-type: none"><li>• Their success being recognized by the BC government</li></ul>

<b>BACKGROUND:</b>	<ul style="list-style-type: none"> <li>Established in 2003 in Wujiang, Suzhou, Sino Canada High School was one of the pioneer BC offshore school provides certified BC program from grade 10 ~ 12. It has pretty much 1,000 registered BC students in total at the moment. The founder and owner of the school is Ross Yuan – more info provided in Biography below.</li> </ul> <p>This visit is recommended by our colleague from International Education Sector, BC Ministry of Education.</p>
--------------------	--

### Scenario:

Time	Details	Contact
14:30	Shanghai Concert Hall, met by school officials	
14:45	Participate in Anniversary Program and Provide congratulatory remarks	
16:30	Depart Event	

### Program of the Banquet

2:30- 4:30 Ceremony (approx 1100 people)

1. Video Experience of Our School – (10-15 Min)
2. Education park celebration – Unveiling of Plan for the new main building and one more dormitory
3. Speeches each 5 minutes
  - Honourable British Columbia (BC) Minister of International Trade –
  - BC Principal
  - Chinese Principal
  - Government Official / or Ross Yuan
4. Program – Students and Staff form Sino –Canada
  - a. Dance
  - b. Choir
  - c. Kung Fu
  - d. Dance – individual

NR

## Event: Witness Corporate Signings - Shanghai

### Logistics:

<b>DATE/TIME:</b>	Nov. 29, 5:30pm – 6:30pm
<b>LOCATION:</b>	Grand Hyatt Shanghai, Jin Mao Hotel
<b>MEETING WITH:</b>	Signatories of corporate signings
<b>ACCOMPANIED BY:</b>	DM Baskerville
<b>STAFF SUPPORT:</b>	TJ Parhar Greg Eidsness John McDonald Rex Chen Zhu Bin Photographer
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

### Meeting Information

<b>MEETING EVENT:</b>	Witness Corporate Signings - Shanghai
<b>SIGNIFICANCE:</b>	Opportunity for Minister to witness and support the trade and investment initiatives and successes of BC companies in Shanghai and East China
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>The Corporate Signing event will allow BC and Chinese companies an opportunity to interact with the Minister as well as an opportunity for the Minister to witness and support the trade and investment initiatives and successes of BC companies in Shanghai and East China.</li> <li>Opportunity for Minister to interact and understand successful trade and investment partnerships between China and BC.</li> </ul>
<b>KEY MESSAGES:</b>	N/A
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	All the participants would like to have the opportunity to communicate with Minister and taking photo with their business partners with Minister as well, and the witness of their partnership/collaboration.
<b>BACKGROUND:</b>	<p>Signing Parties and Trade and Investment Deals</p> <ol style="list-style-type: none"> <li>Medgenesis (Victoria, BC) and Hualan Jiangsu Investment <ul style="list-style-type: none"> <li>Signing of investment agreement of s21 by Hualan Jiangsu into Medgenesis of Victoria.</li> <li>Participants: <ul style="list-style-type: none"> <li>Erich Moore, CEO and President, Medgenesis</li> <li>Mr. Hua Yi Min, GM Hua Lan Pharma</li> </ul> </li> </ul> </li> <li>JiangSu Hualan New Pharmaceutical Materials Co. Ltd. Announcement of R&amp;D Facility in Vancouver <ul style="list-style-type: none"> <li>Announcement of initial investment of s21 in R&amp;D operation in Lower Mainland</li> </ul> </li> </ol>

	<ul style="list-style-type: none"> <li>Participants <ul style="list-style-type: none"> <li>Mr. HUA, Yimin, General Manager,</li> </ul> </li> </ul> <p>3. VIP Soap Sales Agreement with Canaan of Shanghai</p> <ul style="list-style-type: none"> <li>Announcement of <sup>s21</sup> of BC produced environmentally friendly household products.</li> <li>Participants: <ul style="list-style-type: none"> <li>Mr. Luc Roy, International Sales Manager, VIP Soap</li> </ul> </li> </ul> <p>s13</p>
--	--

### Scenario:

Time	Details	Contact
17:30	Arrival to Signing venue in Grand Hyatt Hotel	John E. McDonald
17:35	Introduction to #1 Signing Principals : Medgenesis/HuaLan	Same
17:40	Signing and Photo Opportunity	Same
17:45	Introduction to #2 Signing Principals : Ningbo Pharmaster	Same
17:50	Announcement and Photo Opportunity	Same
17:55	Introduction to #3 Signing Principals : VIP Soap + Canaan	Same
18:00	Signing and Photo Opportunity	Same
18:05	Introduction to #4 Signing Principals: Hefei Development + Pelesys	Same
18:10	Signing and Photo Opportunity	Same
18:15	Introduction to #5 Signing Principals: Sinova/Holy Crap (tbc)	Same
18:20	Signing and Photo Opportunity	Same

### Contact:

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell: <sup>s17</sup>  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

**Event: Meeting with Guangdong San Jin Investment and Guarantee Co., Ltd.****Logistics:**

<b>DATE/TIME:</b>	15:00-15:45, Dec 3, 2013
<b>LOCATION:</b>	Business Centre Meeting Room, 20/F, Guangzhou Marriott Hotel Tianhe
<b>MEETING WITH:</b>	Mr. Dengxing FANG, General Manager, Guangdong San Jin Investment and Guarantee Co., Ltd.
<b>ACCOMPANIED BY:</b>	Ms. Cathy Yao, Managing Director, BCTIR
<b>STAFF SUPPORT:</b>	Leanne Yi, Senior Business Development Manager, BCTIR
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the business centre

**Meeting Information**

<b>MEETING EVENT:</b>	<b>Meeting with Guangdong San Jin Investment and Guarantee Co., Ltd.</b>
<b>SIGNIFICANCE:</b>	Guangdong San Jin Investment and Guarantee Co., Ltd. is one of the key investors from Guangzhou, South China.
<b>KEY MEETING OBJECTIVE:</b>	Encourage Guangdong San Jin Investment and Guarantee Co., Ltd. to do more investment in BC;
<b>KEY MESSAGES:</b>	<p>s13, s17</p> <p>As Canada's Pacific Gateway, home to the internationally recognized city of Vancouver, British Columbia offers great trade and investment opportunities to Guangdong investors as there are more and more people-to-people linkages and deeper business relationships between Guangdong and BC.</p> <p>BC welcomes South China investors to explore trade and investment opportunities in BC.</p> <p>BC Ministry of International Trade will continue to support Guangdong San Jin's investment activities in BC.</p>
<b>CONNECTION TO BC / ICEBREAKER:</b>	Together with its business partner, Shenzhen Da Cheng Investment Management Co., Ltd., Guangdong San Jin invested over C\$ 3.5 million to acquire the Winston College in Burnaby and the Corporate Inn Hotel in New Westminster, BC.
<b>THEIR INTERESTS:</b>	Guangdong San Jin is interested in doing more investment in BC. They would like to seek MIT's further support in identifying more investment projects in BC.
<b>BACKGROUND:</b>	With investment interests in BC in the areas of education, real estate and natural resources, Guangdong San Jin has visited BC several times in 2013, including the participation in the Investor Mission to BC in Sept 2013, organized by MIT.

s17

**Scenario:**

Time	Details	Contact
15:00	TIR staff invites Mr. Deng Xing FANG to the meeting room	Cathy Yao
15:00-15:45	Meeting with Guangdong San Jin	Cathy Yao
15:45	Meeting ends, Mr. Deng Xing FANG leaves the meeting room	Cathy Yao
15:45-16:00	Break for the next meeting	Cathy Yao

**Contact:**

Cathy Yao  
Managing Director  
British Columbia Trade and Investment Office – South China  
[cyao@britishcolumbia.ca](mailto:cyao@britishcolumbia.ca)

s17



**Event:** “Friends of BC” evening reception

**Logistics:**

<b>DATE/TIME:</b>	18:00—20:00 29 <sup>th</sup> Nov Friday
<b>LOCATION:</b>	Piano Bar, 53F, Grand Hyatt Hotel Pudong Shanghai
<b>MEETING WITH:</b>	150 guests including BC stakeholders; Chinese officials and businesses that have connection with BC firms
<b>ACCOMPANIED BY:</b>	DM Shannon Baskerville
<b>STAFF SUPPORT:</b>	TJ Parhar Greg Eidsness Shanghai TIR Team
<b>GIFT:</b>	s16
<b>SET UP:</b>	Piano Bar of Grand Hyatt Hotel, 53F

**Meeting Information**

<b>MEETING EVENT:</b>	“Friends of BC” evening reception
<b>SIGNIFICANCE:</b>	Meet with guests from different fields & industries that have connection between China and BC, to know their background and business development.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>Communicate and emphasize BCs strengthening economic, social and cultural ties to Shanghai and East China area stakeholders and businesses.</li> <li>Understand BC stakeholders and local businesses’ trade &amp; investment development with BC as well as some of their potential challenges, how BC government may support and stimulate the mutual trade exchanges.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>British Columbia is the foremost Canadian province in terms of economic, social and cultural ties with the Asia Pacific</li> <li>British Columbia offers the most dynamic and favourable business environment for Chinese companies to start with</li> <li>British Columbia is the gateway for Canadian business get into Asia Pacific region as well as for Chinese companies entering Canada</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	150 guests including BC stakeholders; Chinese officials and businesses that have connection with BC firms
<b>THEIR INTERESTS:</b>	Meeting BC senior government officials to learn the latest situation of BC-China trade ties and any possible preferable policies & regulation that may benefit their business
<b>BACKGROUND:</b>	Network event with 150 BC stakeholders and Chinese organizations/individuals that have connections with BC businesses.

**Scenario:**

Time	Details	Contact
18:30—18:35	Minister enters the room	John E. McDonald
18:35—18:40	MC calls for attention and introduction of Minister	Same
18:40--18:55	Minister delivers speech to welcome the guests and introduce BC-China trade & investment development &	Same

	objectives of British Columbia.	
18:55—20:00	Networking and meet with guests to learn their business operation and development – photo opportunity	Same
20:00	Proceed to private program	Same

**Biography:** N/A

**Contact:**

John E. McDonald  
Managing Director, International Trade and Investment Office, East China  
86-21-5116-6870  
Cell                      s17  
Email: [jmcdonald@britishcolumbia.ca](mailto:jmcdonald@britishcolumbia.ca)

**Event: Meeting with Tianjin Renai Group****Logistics:**

<b>DATE/TIME:</b>	Nov. 28, 9:30AM to 10:30 AM
<b>LOCATION:</b>	Tianjin Renai Group Address: No. 582, Hongqi South Road, Nankai District, Tianjin (TBC)
<b>MEETING WITH:</b>	Mr. Ruren Ma, Chairman, Tianjin Renai Group (TBC) Mrs. Lining Mu, Vice President, Investment Management Centre, Tianjin Renai Group (TBC)
<b>ACCOMPANIED BY:</b>	DM Baskerville TJ Parhar Greg Eidsness Rex Chen
<b>STAFF SUPPORT:</b>	Gerry Zhao
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Meeting with Tianjin Renai Group
<b>SIGNIFICANCE:</b>	Tianjin Renai Group has strong and diversified interests in BC including investment in the mining and real estate sectors. Meeting with them will provide an opportunity for s13, s17
<b>KEY MEETING OBJECTIVE:</b>	s13, s17
<b>KEY MESSAGES:</b>	BC welcomes Renai Group to explore mining and other investment opportunities, especially given the potential of BC mineral resources and the BC Jobs Plan commitment to 8 new and 9 mine expansions by 2015.
<b>CONNECTION TO BC / ICEBREAKER:</b>	Renai Group visited BC in June 2013 to conduct due diligence for a few mining investment projects.
<b>THEIR INTERESTS:</b>	s17, s21
<b>BACKGROUND:</b>	Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20 <sup>th</sup> largest privately-owned companies in Tianjin. Its core business is real estate and commercial property development but it has also gradually grown into other sectors such as education and the steel business.

**Scenario:**

Time	Details	Contact
9:30 AM	Minister arrives at Renai Group.	Kevin Tsui
9:35 AM	Mr. Ma to provide greetings and a general presentation of their business.	Same

9:45 AM	Minister to promote BC as preferred investment location for resources development, with vast mining and LNG resources, deep water ports and proximity to the Asia Pacific.	Same
9:55 AM	s17 Minister Wat to field questions from Renai Group.	Same
10:00 AM		Same
10:15 AM	Mr. Ma to conclude the meeting.	Same
10:20 AM	s16 and photo shoot.	Same
10:30 AM	Minister is guided to the entrance by Mr. Ma.	Same

Not Responsive

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel s17  
ktsui@britishcolumbia.ca

**Event: Meeting with Tianjin Vice Mayor (TBC)****Logistics:**

<b>DATE/TIME:</b>	Nov. 28, 2:00 PM to 3:00 PM (TBC)
<b>LOCATION:</b>	Tianjin Guest House (TBC)
<b>MEETING WITH:</b>	Tianjin municipal government (TBC)
<b>ACCOMPANIED BY:</b>	DM Baskerville TJ Parhar Greg Eidsness BC Interpreter Rex Chen
<b>STAFF SUPPORT:</b>	Gerry Zhao
<b>GIFT:</b>	s22
<b>SET UP:</b>	N/A

**Meeting Information**

<b>MEETING EVENT:</b>	Meeting with Tianjin Vice Mayor.
<b>SIGNIFICANCE:</b>	Engagement with Tianjin Municipal Government will provide the opportunity to demonstrate BC's transportation advantages in trade and investment with Asia.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"> <li>• Present BC as Canada's Pacific Gateway.</li> <li>• Encourage further discussion and strengthening of economic ties between BC and Tianjin.</li> </ul>
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• BC would like to work with local business communities to promote the use of wood frame construction and lumber trade in Tianjin.</li> <li>• BC values good relations with Tianjin and welcomes opportunities for strengthening the relationship.</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A

**THEIR INTERESTS:**

s17, s16

<b>BACKGROUND:</b>	<p>BC contributed wood products for construction and provided quality assurance for the construction of the TEDA (Tianjin Economic Development Area) Project 2-4 story wood frame apartment buildings. It was China's first four-storey wood-frame structure under the March 2010 agreement signed by Canada, BC and the Chinese Ministry of Housing and Urban-Rural Development to assist China in the application of modern wood-frame technology to build energy-efficient housing.</p> <p>Tianjin has a BC-certified school: Tianjin TEDA Maple Leaf International School.</p>
--------------------	--

**Scenario:**

Time	Details	Contact
2:00 PM	Minister arrives at Tianjin Guesthouse.	Kevin Tsui
2:10 PM	Vice Mayor of Tianjin greets Minister and provides an overview of Tianjin.	Same

2:25 PM	Minister thanks the Vice Mayor and provides an overview of BC's interest in Tianjin and North China and promotes BC as a preferred investment location.	Same
2:45 PM	Vice Mayor concludes.	Same
2:50 PM	s16 and photo shoot.	Same
3:00 PM	Minister departs for the next meeting.	Same

**Biography:** N/A

**Contact:**

Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17  
ktsui@britishcolumbia.ca

Gerry Zhao, Senior Business Development Manager  
British Columbia Trade & Investment Office – North China  
Tel: s17  
gzhao@britishcolumbia.ca

## Event: Tianjin Renai University Speech

### Logistics:

<b>DATE/TIME:</b>	Nov. 28, 11:00 am to 11:50 am
<b>LOCATION:</b>	Renai College of Tianjin University Address: Boxueyuan, Tuanbo New City, Tianjin (TBC)
<b>MEETING WITH:</b>	Students and academic staff of Renai College of Tianjin University
<b>ACCOMPANIED BY:</b>	DM Baskerville TJ Parhar Greg Eidsness Rex Chen
<b>STAFF SUPPORT:</b>	Gerry Zhao
<b>GIFT:</b>	s16
<b>SET UP:</b>	N/A

### Meeting Information

<b>MEETING EVENT:</b>	Minister gives speech to the students of Renai College of Tianjin University.
<b>SIGNIFICANCE:</b>	Renai College of Tianjin University has over 10,000 undergraduate students. The speech by the Minister will provide an opportunity to communicate to the Chinese university students BC's economic success, strategic location, multiculturalism and the strong trade and investment ties with China.
<b>KEY MEETING OBJECTIVE:</b>	Present BC as Canada's Pacific gateway and attractive place to study and live.
<b>KEY MESSAGES:</b>	See speaking notes (under development). <ul style="list-style-type: none"><li>• China is now British Columbia's second largest trading partner.</li><li>• BC has long been a magnet for Chinese immigration and Chinese students.</li></ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	N/A
<b>THEIR INTERESTS:</b>	The Chinese students would like to learn about Canada and British Columbia.
<b>BACKGROUND:</b>	<p>Tianjin Renai Group was established in 1998 and has become a major privately-owned real estate developer in North China. Its revenue ranked the company the 20<sup>th</sup> largest privately-owned companies in Tianjin.</p> <p>One of the two colleges Renai Group has jointly established with Tianjin University, Renai College has over 10,000 students in the campus and offers degrees in mechanics, computer science, architects, engineering, management, arts and foreign languages.</p>

### Scenario:

Time	Details	Contact
11:00 AM	Minister arrives at Renai College.	Gerry Zhao

11:05 AM	Minister is escorted by the staff of college to speech room where students have already gathered.	Same
11:10 AM	Minister gives speech to students.	Same
11:40 AM	Minister concludes speech.	Same
11:45 AM	s16 and photo shoot.	Same
11:50 AM	Minister departs for luncheon.	Same

**Biography:** N/A

**Contact:** Kevin Tsui, Managing Director  
British Columbia Trade & Investment Office – North China  
Tel: s17



## Event: Meeting with Guangdong Materials Fuel Company

### Logistics:

<b>DATE/TIME:</b>	Dec. 3, 16:00-16:45
<b>LOCATION:</b>	Business Centre Meeting Room, 20/F, Guangzhou Marriott Hotel Tianhe
<b>MEETING WITH:</b>	Mr. Bin LI, Deputy General Manager of Guangdong Materials Fuel Company
<b>ACCOMPANIED BY:</b>	Ms. Cathy Yao, Managing Director, Guangzhou Trade and Investment Office
<b>STAFF SUPPORT:</b>	Leanne Yi, Senior Business Development Manager, BCTIR
<b>GIFT:</b>	s16
<b>SET UP:</b>	Small round table in a small meeting room at the hotel business centre

### Meeting Information

<b>MEETING EVENT:</b>	Meeting with Guangdong Materials Fuel Company
<b>SIGNIFICANCE:</b>	Opportunity to encourage trade and investment activity with a key Guangdong provincial state-owned enterprise.
<b>KEY MEETING OBJECTIVE:</b>	<ul style="list-style-type: none"><li>Encourage Guangdong Materials Fuel Company to invest in BC.</li></ul> s17
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"><li>BC welcomes Guangdong Materials Fuel Company invest in BC.</li><li>BC has rich resources of natural resources, including coal and wood.</li></ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	s17
<b>THEIR INTERESTS:</b>	
<b>BACKGROUND:</b>	<p>As a subsidiary of the Guangdong Materials Group, one of the Guangdong provincial state-owned enterprises, Guangdong Materials Fuel Company imports thermal coal from overseas countries for the South China market.</p> <p>s17, s16</p> <p>They are also interested in sourcing wood chips from BC.</p> <p>Mr. Bin Li, Deputy General Manager, s17</p> <p>s17</p>

**Scenario:**

Time	Details	Contact
16:00	Cathy Yao to invite Mr. Bin Li to come in the meeting room	Cathy Yao and Leanne Yi
16:00-16:45	Meeting with Mr. Bin Li	Same
16:45	Meeting ends	Same
16:45-17:00	Break before departure for the next meeting	Same

**Biography:** N/A

**Contact:**

Leanne Yi  
Senior Business Development Manager  
International Trade and Investment Office, South China  
Mobile: s17  
Email: [lyi@britishcolumbia.ca](mailto:lyi@britishcolumbia.ca)

**Event: Meeting with Dr. Yu Liming, Vice President of China Merchants Group**

**Logistics:**

<b>DATE/TIME:</b>	Dec 5 <sup>th</sup> – TBD
<b>LOCATION:</b>	Hong Kong
<b>MEETING WITH:</b>	Dr. Yu Liming, Vice President of China Merchants Group
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	

**Meeting Information**

<b>MEETING EVENT:</b>	
<b>SIGNIFICANCE:</b>	China Merchants Group (CMG) is engaged in transportation, infrastructure, financial investment and asset management, property development and management. Founded in 1872, CMG is the oldest mainland company headquartered in Hong Kong and is wholly owned by the Central Government SASAC. The Group has investments in over 50 companies across China and Hong Kong.
<b>KEY MEETING OBJECTIVE:</b>	The purpose is to present Vancouver/BC as an attractive destination for managing CMG's North American investments and port operations. s13, s16 s13, s16
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• Provide a business update on the Premier's trade mission to Asia</li> <li>• Express B.C.'s economic outlook for Asian trade and the LNG industry</li> <li>• Discuss the opportunity Roberts Bank Terminals Phase 2</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat to start by introducing the new Ministry of International Trade and Investment, her mandate as well as the priorities of the province.
<b>THEIR INTERESTS:</b>	<p>CMG is the 3<sup>rd</sup> largest port operator, and has ambition plans for global expansion. Their overseas port expansion has recently focused on developing markets in Africa and Sri Lanka, but has recently considered developed markets.</p> <p>s16</p> <p>s17</p> <p>9<sup>th</sup> largest oil tanker owner, and the only VLCC fleet operator in China. They are the s17</p>
<b>BACKGROUND:</b>	s17

**Scenario:**

Time	Details	Contact

NR

**Contact:**

**Event: Breakfast meeting with H L Kam, General Managing Director of Cheung Kong Infrastructure**

**Logistics:**

<b>DATE/TIME:</b>	Dec 4 <sup>th</sup> , 7:30am
<b>LOCATION:</b>	Hong Kong
<b>MEETING WITH:</b>	Kam Hing Lam, General Managing Director of Cheung Kong Infrastructure
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	

**Meeting Information**

<b>MEETING EVENT:</b>	
<b>SIGNIFICANCE:</b>	Cheung Kong Infrastructure Holdings Limited ("CKI") is the largest publicly listed infrastructure company in Hong Kong with diversified investments in Energy Infrastructure, Transportation Infrastructure, Water Infrastructure, Waste Management and Infrastructure Related Business. Operating in Hong Kong, Mainland China, the United Kingdom, the Netherlands, Australia, New Zealand and Canada, it is a leading player in the global infrastructure arena.
<b>KEY MEETING OBJECTIVE:</b>	For Minister Wat to establish a relationship with Cheung Kong, one of the most prominent Asian conglomerates. Furthermore, to discuss CKI's agri-food investment strategy.
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• Provide a business update on the Premier's trade mission to Asia</li> <li>• Express BC's economic outlook for Asian trade and agri-food industry</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat to start by introducing the new Ministry of International Trade and Investment, her mandate as well as the priorities of the province.
<b>THEIR INTERESTS:</b>	s17
<b>BACKGROUND:</b>	<p>s22 Premier Clark met with Li Ka Shing in Sept 2012. HK TIR is cultivating a relationship with senior management of Cheung Kong and affiliated subsidiaries.</p>

**Scenario:**

Time	Details	Contact


NR

**Event: Interview by Bernard Lo at CNBC****Logistics:**

<b>DATE/TIME:</b>	Dec 4 <sup>th</sup> / 9:30 a.m.
<b>LOCATION:</b>	CNBC Studio, Unit 5409, 54/F, Central Plaze, 18 Harbour Road, Hong Kong
<b>MEETING WITH:</b>	Mr. Bernard Lo, Hong Kong-based anchor for CNBC
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	This is an interview at CNBC Studio. Mr. Lo will ask questions and Minister Wat will respond. A discussion will follow.

**Meeting Information**

<b>MEETING EVENT:</b>	Mr. Bernard Lo will interview Minister Wat on The Call at CNBC's Hong Kong Studio.
<b>SIGNIFICANCE:</b>	CNBC is an American basic cable and satellite business news television channel that is owned by NBCUniversal News Group. The network and its international spinoffs cover business headlines and provide live coverage of financial markets, with investors account for most of their program audience. The combined reach of CNBC and its siblings is 390 million viewers around the world.
<b>KEY MEETING OBJECTIVE:</b>	To give an update of the Premier-led trade mission to China, BC's LNG industry development; comment on dim sum bond and the attractiveness of BC as an investment destination and corporate office location.
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• Provide a business update on the Premier's trade mission to Asia</li> <li>• Comment on the importance of the LNG industry for BC</li> <li>• Introduce the new Ministry of International Trade, its mandate, and priorities of the province</li> <li>• Comment on B.C.'s strategy on attracting China's FDI; future plans on issuance of more dim sum bond after the first B.C. issued RMB bond at the beginning of November</li> <li>• Comment on the attractiveness of BC as an investment destination and corporate office location on back of rectification of the Hong Kong-Canada tax treaty</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	s22 He just did an interview with Minister of Finance the first week of November on B.C.'s dim sum bond; s22
<b>THEIR INTERESTS:</b>	s22 The majority of CNBC's audience are investors, so the network would like to get the most up-to-date information available from governments and companies to satisfy the needs of their audience. CNBC just interviewed the Minister of Finance, the Honourable Michael de Jong, at the beginning of November when B.C. RMB bond was issued.
<b>BACKGROUND:</b>	HK TIR office has an existing relationship with Mr. Lo at CNBC Hong Kong.

**Scenario:**

Time	Details	Contact
7:45 a.m.	Minister Wat departs from s15 for a breakfast meeting & preparation for the CNBC interview at Grand	Brian Brown

	Hyatt Hotel	
8 a.m.	Minister Wat arrives at Grand Hyatt Hotel	Brian Brown
9:15 a.m.	Minister Wat departs from Grand Hyatt Hotel for CNBC interview	Brian Brown
9:30 a.m.	Minister Wat arrives at CNBC office	Brian Brown
10 a.m.	Minister Wat's interview ends and she returns to her hotel	Brian Brown

NR

**Contact:**

Brian Brown

Managing Director

BC International Trade and Investment Office Hong Kong & Macau

Tel: s17

bbrown@britishcolumbia.ca



**Event: Meeting with Jimmy Kwok Hoo So, Deputy Managing Director of Shougang Foshan Resources Group Limited**

**Logistics:**

<b>DATE/TIME:</b>	Dec 4 <sup>th</sup> , 11:00am
<b>LOCATION:</b>	BC Trade Office, Level 8, Two Exchange Square, Central, Hong Kong
<b>MEETING WITH:</b>	Jimmy Kwok Hoo So, Deputy Managing Director of Shougang Foshan Resources Group Limited (0639.hk)
<b>ACCOMPANIED BY:</b>	Brian Brown
<b>STAFF SUPPORT:</b>	Cherie Tong
<b>GIFT:</b>	s16
<b>SET UP:</b>	

**Meeting Information**

<b>MEETING EVENT:</b>	
<b>SIGNIFICANCE:</b>	Shougang Foshan Resources Group Limited is the second largest hard coking coal producer in terms of production capacity in China. The group has a broad and stable portfolio of clients with principal clients among the top iron and steel producers in China.
<b>KEY MEETING OBJECTIVE:</b>	s17
<b>KEY MESSAGES:</b>	<ul style="list-style-type: none"> <li>• Provide a business update on the Premier's trade mission to Asia</li> <li>• Express B.C.'s economic outlook for the natural resources sector</li> </ul>
<b>CONNECTION TO BC / ICEBREAKER:</b>	Minister Wat to start by introducing the new Ministry of International Trade and Investment, her mandate as well as the priorities of the province.
<b>THEIR INTERESTS:</b>	<p>Shougang Foshan is actively looking for high-quality coking and metallurgical coal investment opportunities in B.C. to meet increasing demand and for asset base diversification.</p> <p>s17</p> <p>s17</p>
<b>BACKGROUND:</b>	<p>In August, HK TIR organized a private luncheon between Senator Jack Austin and Shougang's executives to present an update on the latest developments in Centerpoint Resources projects in BC. HK TIR office has regular interaction with the senior executives of the group; TIR Louis Liu chaperoned Shougang executives to China Mining Council.</p> <p>s22</p>

**Scenario:**

Time	Details	Contact


### **Biography**

**Mr. So Kwok Hoo, Deputy Managing Director of Shougang Foshan Resources Group Limited**

s22

### **Contact:**

Pages 431 through 458 redacted for the following reasons:

-----  
s13, s16, s17

Page 411 to/à Page 439

Withheld pursuant to/removed as

Copyright

Day Programme		Mission Day: (Nov 21, 2013)
<u>Accompanying Party:</u>		<u>Contact Information</u>
<b><u>Nov-21-2013</u></b>		
		<u>"Itinerary"</u>
Time	BC Time	Description
10:00 AM - 10:30 AM	10:00 AM	Media Availability at YVR  Suggested Attire: Business Casual
Nov 21, 1:40 PM - Nov 22, 164:50 PM	01:40 PM	Depart for Beijing  Suggested Attire: Casual

Day Programme		Mission Day: (Nov 22, 2013)
<u>Accompanying Party:</u>		<u>Contact Information</u>
<b><u>Nov-22-2013</u></b>		<u>"Itinerary"</u>
Time	BC Time	Description
4:50 PM	12:50 AM	Arrive Beijing  <i>Suggested Attire: Casual</i>
5:30 PM	01:30 AM	Transfer to <sub>s15</sub> Hotel Beijing  <i>Suggested Attire: Casual</i>
7:00 PM	03:00 AM	Arrive Hotel and Check in  <i>Suggested Attire: Casual</i>
7:05 PM	03:05 AM	Private Program - Beijing <i>Suggested Attire: Casual</i>

Accompanying Party:

Contact Information

Byng, Dave  
 Carr, Steve  
 Bhullar, Barinder  
 Irwin, Paul  
 Wat, Minister Teresa  
 Stewart, Ben  
 McPhee, Jordan  
 Chin, Ben  
 Johal, Jas  
     s15, s19  
 Surovy, Kyle  
 Global TV, Cameraman  
 Dawrant, Andrew  
 McDonald, John  
 Liu, Alvin  
 Savone, Rick  
 Chen, Rex  
 Parhar, TJ

s17  
 s17

**Nov-23-2013**

"Itinerary"

Time	BC Time	Description
7:20 AM - 7:30 AM	03:20 PM	<i>Check out of s15 Hotel Beijing</i> <i>Suggested Attire: Business Casual</i>
7:40 AM	03:40 PM	<i>Depart for Airport - Beijing Capital Airport (Private Jet Terminal-Capital Jet Company)</i> <i>Suggested Attire: Business Casual</i>
8:10 AM	04:10 PM	<i>Arrive Airport and Check In - Beijing</i> <i>Suggested Attire: Business Casual</i>
9:00 AM - 10:30 AM	05:00 PM	<i>Flight to Nantong</i> <i>Suggested Attire: Business Casual</i>
10:55 AM	06:55 PM	<i>Arrive at Nantong Airport</i> <i>Suggested Attire: Business Casual</i>
11:10 AM - 12:45 PM	07:10 PM	<i>Transfer to Rudong</i> <i>Suggested Attire: Business Casual</i>
1:00 PM	09:00 PM	<i>Arrive Rudong LNG</i> <i>Suggested Attire: Business Casual</i>
1:15 PM - 2:15 PM	09:15 PM	<i>Tour of Rudong LNG (Briefing, Tour, Photo Op)</i> <i>Pacific Oil &amp; Gas head office announcement and tour of the facility (photo opp)</i> <i>Comms: Photo captions, twitter, Flickr, Facebook</i> <i>Suggested Attire: Business Casual</i>
1:45 PM -	09:45 PM	<i>Media Interview with Jas Johal</i>

2:00 PM		N/A <i>Suggested Attire: Business Casual</i>
2:15 PM - 3:45 PM	10:15 PM	Depart for Nantong Airport (by car) <i>Suggested Attire: Business Casual</i>
4:15 PM	12:15 AM	Depart for Chengdu <i>Suggested Attire: Business Casual</i>
7:00 PM	03:00 AM	Arrive Chengdu <i>Suggested Attire: Business Casual</i>



Accompanying Party:

Contact Information

Byng, Dave  
 Carr, Steve  
 Wat, Minister Teresa  
 Stewart, Ben  
 Yao, Cathy  
 Baskerville, Shannon  
 Rheault, Philippe  
 Day, Stockwell  
 Roberts, Clark  
 McPhee, Jordan  
 Yi, Leanne  
 Han, Henry  
 Chin, Ben  
 Parhar, TJ  
 Eidsness, Greg

s17

s17

**Nov-24-2013**

"Itinerary"

Time	BC Time	Description
9:00 AM	05:00 PM	<i>Depart for Chengdu Panda Base (by car)</i>  <i>Suggested Attire: Casual</i>
9:40 AM	05:40 PM	<i>Arrive Panda Base</i> <i>Suggested Attire: Casual</i>
9:50 AM - 10:40 AM	05:50 PM	<i>Cultural Private Program - Chengdu Panda Base</i>  <i>Suggested Attire: Casual</i>
10:40 AM - 11:20 AM	06:40 PM	<i>Depart for Chengdu Hotel - Briefing in car by Chongqing Consul General Philippe Rhaeult</i>  <i>Suggested Attire: Casual</i>
11:20 AM - 11:30 AM	07:20 PM	<i>Arrive Hotel - Wardrobe change for bilateral</i>  <i>Suggested Attire: Formal Business</i>
11:50 AM - 12:10 PM	07:50 PM	<i>Transfer to Bilateral with Sichuan Governor</i> <i>Suggested Attire: Formal Business</i>
12:10 PM - 12:40 PM	08:10 PM	<i>Bilateral with Sichuan Governor Wei</i>  <i>Enhance economic relations and discuss areas of potential cooperation.</i>  <i>Promote BC as an ideal investment destination for LNG projects and LNG technology cooperation.</i>  <i>Witness renewal of cooperation MOU between BC Ministry of International Trade and Sichuan Department of Commerce.</i>  <i>Suggested Attire: Formal Business</i>
12:40 PM -	08:40 PM	<i>MOU Signing with Sichuan Gov't</i>

12:50 PM		<i>Suggested Attire: Formal Business</i>
2:00 PM - 2:15 PM	10:00 PM	<i>Media Interview by CCTV News PCC and MTW</i>  <i>N/A</i> <i>Suggested Attire: Formal Business</i>
2:15 PM - 2:30 PM	10:15 PM	<i>Return to Hotel</i> <i>Suggested Attire: Casual</i>
2:30 PM - 3:00 PM	10:30 PM	<i>Change dress and Hotel Check out</i>  <i>Suggested Attire: Casual</i>
3:00 PM - 7:00 PM	11:00 PM	<i>Transfer to Chongqing (by car)</i>  <i>Suggested Attire: Casual</i>
7:00 PM	03:00 AM	<i>Depart for COFTEC Dinner</i> <i>Suggested Attire: Formal Business</i>
7:00 PM	03:00 AM	<i>Arrive Chongqing Hotel and Check In</i>  <i>Suggested Attire: Casual</i>
7:25 PM	03:25 AM	<i>Arrive COFTEC Dinner</i> <i>Suggested Attire: Formal Business</i>
7:30 PM - 9:30 PM	03:30 AM	<i>Dinner with COFTEC</i>  <i>Enhance BC's trade and investment cooperation with Chongqing.</i>  <i>Promote BC as an ideal investment destination for LNG projects and enhance LNG technologies cooperation between BC and Chongqing.</i>  <i>Chongqing is one of the priority markets in China for BC. They are a key partner for BC to promote trade and investment in Southwest China.</i>  <i>Chongqing COFTEC will host the business luncheon on Nov 25, 2013 during PCC's first visit to Chongqing, Southwest China.</i> <i>Suggested Attire: Formal Business</i>
7:40 PM	03:40 AM	<i>Private Program - Chongqing</i> <i>Suggested Attire: Casual</i>
9:30 PM	05:30 AM	<i>Depart for Hotel</i> <i>Suggested Attire: Formal Business</i>
10:00 PM	06:00 AM	<i>Arrive Hotel - Private Program</i> <i>Suggested Attire: Casual</i>

Day Programme		Mission Day: (Nov 25, 2013)
Accompanying Party:		Contact Information
<b>Nov-25-2013</b>		<u>"Itinerary"</u>
Time	BC Time	Description
8:30 AM - 8:55 AM	04:30 PM	Depart for bilateral meeting  Suggested Attire: Formal Business
8:55 AM - 9:00 AM	04:55 PM	Arrive Meeting with Chongqing Mayor  Suggested Attire: Formal Business
9:00 AM - 9:45 AM	05:00 PM	Meeting with Mayor of Chongqing Mr. Qi Fan HUANG  Suggested Attire: Formal Business
9:45 AM - 10:15 AM	05:45 PM	Transfer to briefing
11:15 AM - 11:30 AM	07:15 PM	Bilateral with COFTEC
11:30 AM - 11:40 AM	07:30 PM	Witness Signing of Economic Cooperation MOU between COFTEC and MIT and Corporate Signings  Suggested Attire: Formal Business
11:40 AM - 1:00 PM	07:40 PM	Trade and Investment Luncheon hosted by COFTEC  Suggested Attire: Formal Business
1:00 PM	09:00 PM	Chongqing Hotel Check Out  Suggested Attire: Casual
1:15 PM	09:15 PM	Depart for airport (Chongqing)  Suggested Attire: Casual
2:00 PM - 2:15 PM	10:00 PM	Arrive airport and check in  Suggested Attire: Casual
3:00 PM - 5:25 PM	11:00 PM	Depart for Beijing Suggested Attire: Casual
5:25 PM	01:25 AM	Arrive Beijing  Suggested Attire: Casual
6:00 PM -	02:00 AM	Transfer to <span style="margin-left: 100px;">s15</span> Hotel Beijing

6:40 PM		<i>Suggested Attire: Casual</i>
6:40 PM - 6:55 PM	02:40 AM	<i>Arrive at                    s15                    Beijing and Check in</i> <i>Suggested Attire: Casual</i>
7:15 PM	03:15 AM	<i>Private Program - Beijing</i> <i>Suggested Attire: Casual</i>

Accompanying Party:

Contact Information

Byng, Dave  
 Carr, Steve  
 Wat, Minister Teresa  
 Stewart, Ben  
 Baskerville, Shannon  
 Tsui, Kevin  
 Dawrant, Andrew  
 McPhee, Jordan

**Nov-26-2013**

"Itinerary"

Time	BC Time	Description
7:10 AM	03:10 PM	<i>Depart for Sinopec Breakfast Meeting</i>  <i>Suggested Attire: Formal Business</i>
7:25 AM	03:25 PM	<i>Arrive at Swissotel Beijing for Breakfast Meeting with Sinopec</i>  <i>Suggested Attire: Formal Business</i>
7:30 AM - 8:30 AM	03:30 PM	<i>Breakfast Meeting with Sinopec Chairman Mr. FU Chengyu</i>  <i>To confirm provincial commitment to secure a site for Sinopec to build an LNG facility in BC. Discuss the willingness for the LNG Task Force to work with Sinopec to advance their project.</i>  <i>Comms: Photo captions, twitter, Flickr, Facebook</i> <i>Suggested Attire: Formal Business</i>
8:40 AM	04:40 PM	<i>Depart for CNOOC Corporate Call</i>  <i>Suggested Attire: Formal Business</i>
8:55 AM	04:55 PM	<i>Arrive for Corporate Call with CNOOC</i>  <i>Suggested Attire: Formal Business</i>
9:00 AM - 9:45 AM	05:00 PM	<i>Corporate Call with CNOOC Chairman Mr. WANG Yilin</i>  <i>Congratulate CNOOC on the signing of a sole proponent agreement for Grassy Point. Discuss the willingness of the LNG Task Force to work with them to advain their Aurora LNG project.</i> <i>Suggested Attire: Formal Business</i>
9:45 AM	05:45 PM	<i>Depart for Capital M Restaurant or BC Trade and Investment Office for media interviews</i> <i>Suggested Attire: Business Formal</i>
10:20 AM	06:20 PM	<i>Arrive at Capital M Restaurant or BC Trade and Investment Office</i> <i>Suggested Attire: Business Formal</i>
10:30 AM - 11:30 AM	06:30 PM	<i>Media Interviews at Capital M or at BC Trade and Investment Office</i>  <i>N/A</i> <i>Suggested Attire: Formal Business</i>
11:30 AM - 11:45 AM	07:30 PM	<i>Transfer to Bilateral and Luncheon with Host (Chinese Peoples Institute of Foreign Affairs)</i>  <i>Suggested Attire: Formal Business</i>
11:45 AM -	07:45 PM	<i>Bilateral Meeting with Host (CPIFA) Executive President Mr. LU Shumin</i>

12:15 PM		<p><i>To recognize and appreciate CPIFA's support as the official host.</i></p> <p><i>Present BC as an attractive, stable and welcoming destination for Chinese investment and reinforce BC's cultural and economic ties with China.</i></p> <p><i>Suggested Attire: Formal Business</i></p>
12:15 PM - 1:00 PM	08:15 PM	<p><i>Lunch with Host (CPIFA)</i></p> <p><i>Suggested Attire: Formal Business</i></p>
1:00 PM - 1:45 PM	09:00 PM	<p><i>Depart for PetroChina Corporate call</i></p> <p><i>Suggested Attire: Formal Business</i></p>
1:45 PM - 2:30 PM	09:45 PM	<p><i>Corporate Call with PetroChina President Mr. WANG Dongjing (TBC)</i></p> <p><i>N/A</i></p> <p><i>Suggested Attire: Formal Business</i></p>
2:30 PM	10:30 PM	<p><i>Depart for s15 Hotel Beijing</i></p> <p><i>Suggested Attire: Formal Business</i></p>
3:00 PM	11:00 PM	<p><i>Arrive s15 Hotel Beijing</i></p> <p><i>Suggested Attire: Formal Business</i></p>
3:05 PM - 5:00 PM	11:05 PM	<p><i>Private Program - Beijing</i></p> <p><i>Suggested Attire: Casual</i></p>
5:00 PM - 5:20 PM	01:00 AM	<p><i>CANFOR Letter of Intent Signing</i></p> <p><i>Suggested Attire: Business Casual</i></p>
5:30 PM - 6:30 PM	01:30 AM	<p><i>Corporate &amp; Academic Signings</i></p> <p><i>To celebrate the trade and investment relationships and partnerships between BC and Chinese institutions/organisation and to encourage further collaborations and exchanges.</i></p> <p><i>Suggested Attire: Business Casual</i></p>
6:30 PM - 7:30 PM	02:30 AM	<p><i>Friends of BC Reception - Beijing</i></p> <p><i>Suggested Attire: Business Casual</i></p>
7:30 PM	03:30 AM	<p><i>Private Program - Beijing</i></p> <p><i>Suggested Attire: Casual</i></p>

Accompanying Party:

Contact Information

Byng, Dave  
 Carr, Steve  
 Wat, Minister Teresa  
 Stewart, Ben  
 Baskerville, Shannon  
 Tsui, Kevin  
 Dawrant, Andrew  
 Photographer, BC  
 McPhee, Jordan

**Nov-27-2013**

"Itinerary"

Time	BC Time	Description
9:45 AM - 10:00 AM	05:45 PM	Day's Briefing  <i>Suggested Attire: Formal Business</i>
10:00 AM	06:00 PM	Transfer to Corporate Call with Agricultural Bank of China  <i>Suggested Attire: Formal Business</i>
10:25 AM	06:25 PM	Arrive Corporate Call with ABC  <i>Suggested Attire: Formal Business</i>
10:30 AM - 11:00 AM	06:30 PM	Corporate Call with Agricultural Bank of China Chairman Mr. JIANG Chaoliang
		s16
		<i>Suggested Attire: Formal Business</i>
11:00 AM - 11:30 AM	07:00 PM	Transfer to Hotel - Beijing  <i>Suggested Attire: Formal Business</i>
11:30 AM - 11:50 AM	07:30 PM	Meal Break - Beijing <i>Suggested Attire: Casual</i>
12:00 PM - 12:45 PM	08:00 PM	LNG Investment Luncheon - Beijing  <i>NOTE: Luncheon is being supported by Deloitte and the company lead LNG sector partner, Jamie Sawchuk, is introducing and thanking the Premier. His biography is attached.</i>  <i>Comms: Photo captions, twitter, Flickr, Facebook</i> <i>Suggested Attire: Formal Business</i>
1:15 PM - 2:00 PM	09:15 PM	Depart for China Development Bank (CDB) Corporate Call  <i>Suggested Attire: Formal Business</i>
2:00 PM - 2:45 PM	10:00 PM	Corporate Meeting with China Development Bank Chairman Mr. ZENG Zhijie  <i>Significance: CDB is a major Chinese policy bank with total assets of over RMB 7 trillion (C\$1,190 billion) and foreign currency loan of over US\$ 220 billion by 2012. It is the key</i>

		financial partner for many large Chinese investments overseas.
		s16, s17
		<i>Suggested Attire: Formal Business</i>
2:45 PM - 3:05 PM	10:45 PM	Depart for Bank of China Corporate Call <i>Suggested Attire: Formal Business</i>
3:10 PM - 3:55 PM	11:10 PM	Corporate Meeting with Bank of China Chairman Mr. TIAN Guoli Express appreciation for how the Bank of China (Canada) is undertaking to expand its banking business platforms in Vancouver, s16, s17 <i>Suggested Attire: Formal Business</i>
3:55 PM - 4:40 PM	11:55 PM	Depart for s15 Hotel Beijing <i>Suggested Attire: Formal Business</i>
4:40 PM - 6:00 PM	12:40 AM	Private Program - Beijing <i>Suggested Attire: Casual</i>
4:40 PM	12:40 AM	Arrive at s15 Hotel Beijing <i>Suggested Attire: Formal Business</i>
6:10 PM - 6:30 PM	02:10 AM	Depart for Embassy of Canada <i>Suggested Attire: Formal Business</i>
6:30 PM - 8:30 PM	02:30 AM	Dinner hosted by Ambassador Guy Saint-Jacques with Teck CEO Don Lindsey and Chinese VIP's & Premier Clark, Minister Wat, Ben Stewart & Kevin Tsui N/A <i>Suggested Attire: Formal Business</i>
8:30 PM - 8:50 PM	04:30 AM	Depart for s15 Hotel Beijing <i>Suggested Attire: Formal Business</i>
8:45 PM	04:45 AM	Arrive at s15 Hotel Beijing - Private Program <i>Suggested Attire: Casual</i>
8:50 PM	04:50 AM	Depart for Tianjin (by car) <i>Suggested Attire: Casual</i>
10:50 PM - 11:00 PM	06:50 AM	Arrive Tianjin - Check in & Private Program <i>Suggested Attire: Casual</i>



Day Programme		Mission Day: (Nov 28, 2013)
<u>Accompanying Party:</u>		<u>Contact Information</u>
Eidsness, Greg Baskerville, Shannon Parhar, TJ Chen, Rex Zhao, Gerry		s17
<b><u>Nov-28-2013</u></b>		<u>"Itinerary"</u>
Time	BC Time	Description
10:20 AM	06:20 PM <a href="#">Open Note</a>	<i>Transfer to Bilateral with Tianjin Vice-Mayor</i>  <i>Suggested Attire: Formal Business</i>
11:00 AM - 11:30 AM	07:00 PM <a href="#">Open Note</a>	<i>Meeting with Tianjin Vice - Mayor</i>  <ul style="list-style-type: none"> <li>• Present BC as Canada's Pacific Gateway.</li> <li>• Encourage further discussion and strengthening of economic ties between BC and Tianjin.</li> </ul> <i>Suggested Attire: Formal Business</i>
11:30 AM - 11:45 AM	07:30 PM	<i>Transfer to Lunch Hosted by Tianjin Municipal Gov't</i> <i>Suggested Attire: Formal Business</i>
11:45 AM - 12:30 PM	07:45 PM <a href="#">Open Note</a>	<i>Lunch with Tianjin Vice Mayor (TBC)</i>  <i>Suggested Attire: Formal Business</i>
12:30 PM - 1:00 PM	08:30 PM <a href="#">Open Note</a>	<i>Transfer to Lunch with Royal Roads University (Investor Luncheon)</i>  <i>Suggested Attire: Formal Business</i>
1:00 PM - 2:00 PM	09:00 PM <a href="#">Open Note</a>	<i>Lunch with Royal Roads University (hosted by RRU)</i>  <ul style="list-style-type: none"> <li>• Demonstrate BC's economic strengths and BC Government's support for growing trade and investment in priority sectors.</li> <li>• Build on the strength of BC's Chinese diasporas to demonstrate that BC is a familiar, welcoming and hospitable place to do business.</li> </ul> <i>Suggested Attire: Formal Business</i>
2:00 PM	10:00 PM <a href="#">Open Note</a>	<i>Transfer to Tianjin Renai University for speech</i>  <i>Suggested Attire: Formal Business</i>
2:45 PM - 4:30 PM	10:45 PM <a href="#">Open Note</a>	<i>Tianjin Renai University Speech &amp; Tree Planting</i>  <i>Present BC as Canada's Pacific gateway and attractive place to study and live.</i> <i>Suggested Attire: Formal Business</i>
4:30 PM - 5:00 PM	12:30 AM <a href="#">Open Note</a>	<i>Depart for</i> s15 <i>Hotel - Tianjin</i>  <i>Suggested Attire: Formal Business</i>
5:00	01:00	<i>Meeting with Tianjin Renai Group (at hotel)</i>

PM - 5:30 PM	AM <u>Open</u> <u>Note</u>	s17
		<i>Suggested Attire: Formal Business</i>
5:30 PM - 6:00 PM	01:30 AM	<i>Private Program - Tianjin</i> <i>Suggested Attire: Casual</i>
6:00 PM - 6:30 PM	02:00 AM	<i>Depart for Dinner with Tianjin Renai Group</i> <i>Suggested Attire: Business Casual</i>
6:30 PM - 7:30 PM	02:30 AM <u>Open</u> <u>Note</u>	<i>Dinner with Tianjin Renai Group</i>  <i>To recognize Renai Group on their contribution to the visit program and the organization of the speech at the Tianjin University Renai College</i> <i>Suggested Attire: Business Casual</i>
7:30 PM	03:30 AM	<i>Depart for Hotel - Tianjin</i> <i>Suggested Attire: Business Casual</i>
8:00 PM	04:00 AM	<i>Arrive Hotel - Private Program</i> <i>Suggested Attire: Casual</i>

Accompanying Party:

Contact Information

Eidsness, Greg  
 Baskerville, Shannon  
 McDonald, John  
 Liu, Alvin  
 Parhar, TJ  
 Chen, Rex  
 Sun , Sylvia  
 Photographer, BC  
 Hu, Wendy  
 ZHU, Bin

s17

86-21-5116 6861

**Nov-29-2013**

"Itinerary"

Time	BC Time	Description
6:00 AM - 6:15 AM	02:00 PM	<i>Check out of Hotel - Tianjin Suggested Attire: Casual</i>
6:15 AM	02:15 PM	<i>Depart for Tianjin Airport Suggested Attire: Casual</i>
7:15 AM	03:15 PM <u>Open Note</u>	<i>Arrive Airport and check in  Suggested Attire: Casual</i>
8:05 AM - 10:00 AM	04:05 PM	<i>Depart for Shanghai Suggested Attire: Casual</i>
10:00 AM	06:00 PM	<i>Arrive Shanghai Suggested Attire: Casual</i>
10:00 AM - 10:30 AM	06:00 PM	<i>Transfer to China Eastern Meeting (in airport) Suggested Attire: Formal Business</i>
10:30 AM - 11:15 AM	06:30 PM <u>Open Note</u>	<i>Corporate Meeting with China Eastern (TBC)  Courtesy Call to China Eastern Airlines and will be accompanied by CEO of YVR, the meeting purpose is to understand their flight operation development on PVG-YVR route and identify future possible support from government perspective, to help them increase more traffic flow to BC. Suggested Attire: Formal Business</i>
11:15 AM - 12:00 PM	07:15 PM	<i>Transfer to Investor Luncheon Suggested Attire: Formal Business</i>
12:00 PM - 1:30 PM	08:00 PM <u>Open Note</u>	<i>Investor Luncheon - Shanghai (needs sponsor)  Engage with potential investors and persuade them that BC should be a high priority investment market for their companies.  Increase the awareness of BC as a preferred investment destination in natural resources, energy, agriculture and transportation.</i>

		<i>Suggested Attire: Formal Business</i>
1:30 PM - 2:00 PM	09:30 PM <u>Open Note</u>	<i>Corporate Call with Rongsheng Group</i>  <i>Opportunity for Minister to meet senior executive from one of the largest polyester fiber producers in China.</i>
s17		
		<i>Suggested Attire: Formal Business</i>
2:00 PM - 2:30 PM	10:00 PM	<i>Transfer to Shanghai FAO</i> <i>Suggested Attire: Formal Business</i>
s13		
3:15 PM - 3:45 PM	11:15 PM	<i>Transfer to Meeting with Shanghai Economy &amp; Informatization Commission</i> <i>Suggested Attire: Formal Business</i>
3:45 PM - 4:45 PM	11:45 PM <u>Open Note</u>	<i>Meeting &amp; MOU Signing with Shanghai Economy &amp; Informatization Commission</i>  <i>Opportunity for the Minister to meet and sign the MOU with the highest official from SMCEI in the Shanghai Municipal Government in the field of local economic development. Key meeting objectives include:</i> <ul style="list-style-type: none"> <li>• <i>Sign the Collaboration MOU with SMCEI</i></li> <li>• <i>Understand priorities for Shanghai Municipality; policies and incentives for economic development in priority sectors and how these priorities and sectors align with the trade and investment priorities of BC.</i></li> <li>• <i>Strengthen the image of BC as a preferred destination of choice for Shanghai enterprises' first overseas stop when going to North America and abroad.</i></li> <li>• <i>Reaffirm BC MIT's role and position in facilitating successful trade and investment with BC by Shanghai enterprises.</i></li> </ul>
s16		
		<i>Suggested Attire: Formal Business</i>
4:45 PM - 5:15 PM	12:45 AM	<i>Transfer back to Hotel - Shanghai Grand Hyatt</i> <i>Suggested Attire: Formal Business</i>
5:30 PM - 6:30 PM	01:30 AM <u>Open Note</u>	<i>Witness Corporate Signings - Shanghai</i>  <i>•Opportunity for Minister to witness and support the trade and investment initiatives and successes of BC companies in Shanghai and East China, and to interact and understand successful trade and investment partnerships between China and BC.</i> <i>•The Corporate Signing event will allow BC and Chinese companies an opportunity to interact with the Minister as well as an opportunity for the Minister to witness and support the trade and investment initiatives and successes of BC companies in Shanghai and East China.</i>

		<i>Suggested Attire: Formal Business</i>
6:30 PM - 8:00 PM	02:30 AM <u>Open</u> <u>Note</u>	<i>Friends of BC Reception - Shanghai (beverages sponsored)</i>  <i>Reinforce the importance BC's relationship with China and Shanghai in particular.</i>  <i>Encourage attendees to consider investing in BC and buying BC products.</i> <i>Suggested Attire: Formal Business</i>

Day Programme		Mission Day: (Nov 30, 2013)
<u>Accompanying Party:</u>		<u>Contact Information</u>
Eidsness, Greg McDonald, John Baskerville, Shannon Parhar, TJ Wat, Minister Teresa Chen, Rex ZHU, Bin		s17       86-21-5116 6861
<b><u>Nov-30-2013</u></b>		<u>"Itinerary"</u>
Time	BC Time	Description
8:30 AM - 9:30 AM	04:30 PM <u>Open Note</u>	<i>Breakfast meeting with Canadian Consul General Rick Savone</i>  <i>Opportunity for Minister to meet Canada's most senior diplomat in East China.</i>
		s16  <i>Suggested Attire: Formal Business</i>  s13
11:00 AM - 11:30 AM	07:00 PM	<i>Transfer to Forestry Innovation Investment Demo Project</i> <i>Suggested Attire: Formal Business</i>
11:30 AM - 12:30 PM	07:30 PM <u>Open Note</u>	<i>FII Demo Project Tour</i>  <i>Visit to Dream Home Canada (DHC) and villas demonstration site. Dream Home Canada is the showpiece demonstration facility for the promotion of BC wood products and building systems in China as well as the home office for the MIT crown corporation BCFII China subsidiary.</i>  <i>Understand the current promotional and market access activities being undertaken by BCFII in China</i> <i>Suggested Attire: Formal Business</i>
12:30 PM - 1:30 PM	08:30 PM	<i>Lunch</i>
1:30 PM - 2:15 PM	09:30 PM	<i>Transfer to Sino-Canada Highschool 10th Anniversary Banquet</i> <i>Suggested Attire: Formal Business</i>
2:30 PM - 4:30 PM	10:30 PM <u>Open Note</u>	<i>Remarks at Sino-Canada Highschool 10th Anniversary Banquet</i>  <ul style="list-style-type: none"> <li><i>Provide congratulatory remarks to recognize Sino Canada High School's success in the past 10 years;</i></li> <li><i>Recognize the success of the whole BC offshore system in China and witness</i></li> </ul>

		<i>another milestone of BC's offshore system's success in China. Suggested Attire: Formal Business</i>
4:30 PM - 5:00 PM	12:30 AM	<i>Transfer to Hotel - Private Program Suggested Attire: Formal Business</i>

Day Programme		Mission Day: (Dec 1, 2013)
<u>Accompanying Party:</u>		<u>Contact Information</u>
Eidsness, Greg Baskerville, Shannon Parhar, TJ Chen, Rex Tsui, Kevin Shang, Rosy		s17
<b><u>Dec-01-2013</u></b>		<u>"Itinerary"</u>
Time	BC Time	Description
6:45 AM	02:45 PM <u>Open Note</u>	<i>Check out Hotel - Shanghai</i>  <i>Suggested Attire: Casual</i>
7:00 AM	03:00 PM	<i>Depart for Shanghai Hongqiao Airport</i> <i>Suggested Attire: Casual</i>
9:05 AM	05:05 PM <u>Open Note</u>	<i>Depart to Urumqi</i>  <i>Suggested Attire: Casual</i>
2:35 PM	10:35 PM <u>Open Note</u>	<i>Arrive Urumqi</i>  <i>Suggested Attire: Casual</i>
3:00 PM	11:00 PM	<i>Transfer to hotel - Urumqi</i> s15 <i>Suggested Attire: Casual</i>
3:45 PM - 4:00 PM	11:45 PM	<i>Arrive Urumqi</i> s15 <i>Hotel &amp; Check In</i> <i>Suggested Attire: Casual</i>
		s13
4:00 PM - 6:30 PM	12:00 AM	<i>OPTION 1: Private Program</i> <i>Suggested Attire: Casual</i>
7:00 PM - 9:00 PM	03:00 AM <u>Open Note</u>	<i>Dinner with Tianshan Aluminum Co. (company hosted)</i>  s17  <i>Suggested Attire: Business Casual</i>
9:00 PM	05:00 AM	<i>Private Program - Urumqi</i> <i>Suggested Attire: Casual</i>



Day		Programme	Mission Day: (Dec 11, 2013)
Accompanying Party:			<u>Contact Information</u>
<b><u>Dec-11-2013</u></b>			<u>"Itinerary"</u>
Time	BC Time	Description	
7:50 PM	03:50 AM	Depart for Vancouver Suggested Attire: Casual	
3:10 PM	03:10 PM	Arrive Vancouver Suggested Attire: Casual	

Accompanying Party:

Contact Information

Baskerville, Shannon  
 Parhar, TJ  
 Eidsness, Greg  
 Shang, Rosy  
 Tsui, Kevin

s17

**Dec-02-2013**

"Itinerary"

Time	BC Time	Description
9:15 AM - 9:30 AM	05:15 PM	Check out of Urumqi s15 Suggested Attire: Business Casual
9:30 AM - 11:25 AM	05:30 PM	Transfer to Tianshan Company Facility Suggested Attire: Business Casual
11:30 AM - 3:40 PM	07:30 PM <u>Open Note</u>	Tour/Lunch/Junken Museum Visit at Tianshan Facility  The Zengshi Group has indicated that they will set up a corporate headquarter fortheir Aluminum focused subsidiary company, Xinren Aluminum, in BC and the meeting with the Minister will increase their confidence and also demonstrate BC government's support for their investment.  Suggested Attire: Business Casual
3:40 PM - 5:10 PM	11:40 PM <u>Open Note</u>	Transfer to Urumqi Airport  Suggested Attire: Business Casual
7:15 PM - 11:50 PM	03:15 AM	Depart for Guangzhou Suggested Attire: Casual
11:55 PM	07:55 AM	Arrive Guangzhou and transfer to Guangzhou s15 Tianhe Suggested Attire: Casual
11:55 PM	07:55 AM	Private Program Suggested Attire: Casual

Day Programme		Mission Day: (Dec 3, 2013)	
<u>Accompanying Party:</u>		<u>Contact Information</u>	
Eidsness, Greg Baskerville, Shannon Parhar, TJ Yao, Cathy Chen, Rex Yi, Leanne Zhu , Michelle Xu, Calvin Wat, Minister Teresa Wang, Tom		s17	
<b><u>Dec-03-2013</u></b>		<u>"Itinerary"</u>	
Time	BC Time	Description	
8:45 AM - 9:00 AM	04:45 PM	Depart for Guangdong DOFTEC Suggested Attire: Formal Business	
9:00 AM - 10:00 AM	05:00 PM <a href="#">Open Note</a>	Meeting s13 Department of Foreign Trade and Economic Cooperation (DOFTEC) Discuss strengthening of trade and investment ties between Guangdong and BC and s13 Suggested Attire: Formal Business	
10:00 AM - 10:15 AM	06:00 PM	Depart for Marriot Hotel Suggested Attire: Formal Business	
10:30 AM - 11:00 AM	06:30 PM <a href="#">Open Note</a>	Open BC-Guangdong LNG Seminar at Marriot Hotel Guangdong Oil and Gas Association is China's biggest and most influential association in the oil and gas sector. <ul style="list-style-type: none"><li>• Promote BC as an ideal investment source of LNG export from Canada to potential investors from South China.</li><li>• Support the market development of BC LNG stakeholders to promote their equipments products and technologies and shipping services.</li><li>• Create trade and investment leads.</li></ul> Suggested Attire: Formal Business	
11:00 AM - 11:15 AM	07:00 PM	Depart for BC Seafood Promotion Opening Suggested Attire: Formal Business	
11:15 AM - 11:45 AM	07:15 PM <a href="#">Open Note</a>	BC Seafood Promotion Opening & Media Interview Highlight the importance of the seafood industry in British Columbia. The province's rich fish and seafood resources makes BC stand out from other provinces in Canada as a supplier of these products to Asian markets.  Objective: Promote BC seafood products in Guangzhou.	

		<i>Suggested Attire: Formal Business</i>
11:45 AM - 11:55 AM	07:45 PM	<i>Depart for Friends of BC Business Luncheon</i> <i>Suggested Attire: Formal Business</i>
12:00 PM - 2:00 PM	08:00 PM <u>Open Note</u>	<i>Friends of BC Business Luncheon &amp; Corporate Signing Ceremony- Guangzhou (Seafood China BEA)</i>  <ul style="list-style-type: none"> <li>• To meet Chinese officials and representatives.</li> <li>• To witness BC companies' and Chinese companies' cooperation MOU signing ceremony.</li> <li>• To promote trade links between BC and South China and attract investment to BC from China.</li> </ul> <i>Suggested Attire: Formal Business</i>
2:00 PM - 2:20 PM	10:00 PM	<i>Media Interview</i> <i>Suggested Attire: Formal Business</i>
2:30 PM - 3:00 PM	10:30 PM <u>Open Note</u>	<i>Corporate Call with China Gas</i>  <ul style="list-style-type: none"> <li>- Encourage China Gas to continue their partnership with IMW and purchasing Compressed Natural Gas (CNG) and LNG station equipments from IMW.</li> <li>- Encourage China Gas to invest in BC LNG projects.</li> </ul> <i>Suggested Attire: Formal Business</i>
3:00 PM - 3:30 PM	11:00 PM <u>Open Note</u>	<i>Corporate Call with Guangdong San Jin</i>  <i>Encourage Guangdong San Jin Investment and Guarantee Co., Ltd. to do more investment in BC.</i>
s17		
		<i>Guangdong San Jin Investment and Guarantee Co., Ltd. is one of the key investors from South China.</i> <i>Suggested Attire: Formal Business</i>
3:30 PM - 4:00 PM	11:30 PM <u>Open Note</u>	<i>Guangdong Materials</i>  <i>Opportunity to encourage trade and investment activity with a key Guangdong provincial state-owned enterprise.</i>  <i>Objectives:</i> <ul style="list-style-type: none"> <li>• Encourage Guangdong Materials Fuel Company to invest in BC.</li> <li>• Understand the challenges of investing in Fraser Surrey Docks and provide support to their next steps.</li> <li>• Encourage Guangdong Materials Fuel Company to import coal and wood chips from BC.</li> </ul> <i>Suggested Attire: Formal Business</i>
4:00 PM - 4:45 PM	12:00 AM	<i>Private Program - Guangzhou</i> <i>Suggested Attire: Casual</i>
4:45 PM	12:45 AM <u>Open Note</u>	<i>Check out of Hotel</i>  <i>Suggested Attire: Formal Business</i>
5:00	01:00	<i>Depart for Meeting &amp; Dinner with Vice Governor of Guangzhou</i>

PM - 5:30 PM	AM	<i>Suggested Attire: Formal Business</i>
s13		
7:00 PM - 9:00 PM	03:00 AM <u>Open</u> <u>Note</u>	<i>Depart for Hong Kong (by car)</i>  <i>Suggested Attire: Business Casual</i>
9:00 PM - 9:15 PM	05:00 AM	<i>Arrive Hong Kong</i> s15 <i>Hotel and check in</i> <i>Suggested Attire: Casual</i>

Accompanying Party:

Contact Information

Brown, Brian  
Tong, Cherie  
Eidsness, Greg  
Baskerville, Shannon  
Parhar, TJ  
Tsui, Kevin

s17

**Dec-04-2013**

"Itinerary"

Time	BC Time	Description
8:00 AM - 9:00 AM	04:00 PM <u>Open Note</u>	<i>Breakfast meeting with Canadian Consul General Ian Burchett</i>  <i>Suggested Attire: Formal Business</i>
9:00 AM	05:00 PM	<i>Depart for Interview with CNBC</i> <i>Suggested Attire: Formal Business</i>
9:40 AM - 10:00 AM	05:40 PM <u>Open Note</u>	<i>MEDIA INTERVIEW - Interview with CNBC's Bernie Lo (Live TV)</i>  <i>The key objective is to give an update of the Premier-led trade mission to China, BC's LNG industry development; comment on dim sum bond and the attractiveness of BC as an investment destination and corporate office location.</i>  <i>CNBC is an American basic cable and satellite business news television channel that is owned by NBC Universal News Group. The network and its international spinoffs cover business headlines and provide live coverage of financial markets, with investors accounting for most of their program audience. The combined reach of CNBC and its siblings is 390 million viewers around the world.</i> <i>Suggested Attire: Formal Business</i>
10:00 AM - 10:30 AM	06:00 PM	<i>Depart for Corporate Call</i> <i>Suggested Attire: Formal Business</i>
10:30 AM - 11:30 AM	06:30 PM <u>Open Note</u>	<i>Meeting with Shougang Fushan</i>  <i>Suggested Attire: Formal Business</i>
12:30 PM - 2:00 PM	08:30 PM <u>Open Note</u>	<i>Luncheon Hosted by Canadian Chamber of Commerce</i>  <i>Minister Wat to update the Canadian business community in Hong Kong with her perspectives on the economic outlook for the province, the new Ministry of International Trade, our emerging LNG industry, and so on.</i> <i>Suggested Attire: Formal Business</i>
2:30 PM - 3:00 PM	10:30 PM	<i>Depart for Corporate Call</i> <i>Suggested Attire: Formal Business</i>
3:00 PM - 4:00 PM	11:00 PM <u>Open Note</u>	<i>Meeting with Nelson Leong</i>  <i>Suggested Attire: Formal Business</i>
4:00 PM -	12:00 AM	<i>Tour and Meeting with Hong Kong Stock Exchange</i>

4:45 PM	<u>Open Note</u>	<i>Suggested Attire: Formal Business</i>
5:00 PM - 6:30 PM	01:00 AM <u>Open Note</u>	<i>Hong Kong Investor Roundtable</i>  <i>Minister Wat to interact with a group of prominent institutional investors, and to better understand the positioning of BC as an attractive investment destination.</i> <i>Suggested Attire: Business Casual</i>
7:00 PM - 9:00 PM	03:00 AM <u>Open Note</u>	<i>Investor Reception</i>  <i>Minister Wat to be introduced to our priority relationships, and to engage with our key partners in Hong Kong.</i> <i>Suggested Attire: Business Casual</i>

Accompanying Party:

Contact Information

Brown, Brian  
 Burchett, Ian  
 Tong, Cherie

Dec-08-2013

"Itinerary"

Time	BC Time	Description
10:00 AM - 11:00 AM	06:00 PM <a href="#">Open</a> <a href="#">Note</a>	<i>Wreath Laying Ceremony</i>  <i>Suggested Attire: Formal Business</i>
6:00 PM - 8:00 PM	02:00 AM <a href="#">Open</a> <a href="#">Note</a>	<i>Chinese University of Hong Kong Gala Dinner</i>  <i>N/A</i> <i>Suggested Attire: Formal Business</i>



## BC – trade agreements with Japan

- British Columbia has long been pressing Canada to negotiate a free trade agreement with Japan, which is one of the province's top priority markets. In March 2012, Canada and Japan announced the launch of free trade agreement negotiations. These Canada – Japan Economic Partnership Agreement negotiations include trade in goods, services, investment and trade facilitation. Three negotiating rounds have been held.

- s16, s13, s17

s16, s13, s17 In 2010, Canada was the source of only 1.3% of imports into Japan (BC Stats).

- Japan has no free trade agreements with any other major industrialized countries.
- Bilateral negotiations are proceeding even though both Japan and Canada have joined the Trans-Pacific Partnership negotiations that are currently underway.
- Japan ranked third as a destination for British Columbia's goods exports in 2012, with 13% of BC's exports shipped there. BC's top five goods exports to Japan in 2012 were coal (1,552 million), copper ore (\$952 million), lumber (\$676 million), pulp (\$161 million), and wood in the rough (\$147 million).
- Japan and Canada are both members of the World Trade Organization and signatory to its agreements (e.g., the General Agreement on Tariffs and Trade (GATT) and the Government Procurement Agreement).

Source: Trade Initiatives Branch, Ministry of International Trade

## **NORTHEAST ASIA ENERGY BRIEF**

### Demand and Opportunity

Currently, 99% of Canada's oil exports and 100% of natural gas exports are sent to the United States, primarily through pipelines, with limited marine transport capability. The International Energy Agency forecasts that energy use in the United States will stagnate or decline and that global growth in energy demand will be focused on North Asia.

Japan and South Korea are highly import-dependent for their energy needs. Both countries lack access to international pipeline networks, and rely completely on marine transport of oil and liquefied natural gas (LNG). Each country views energy security as a strategic national priority and this has prompted increased market interest in Canada, not only for product, but as an investment destination, a source for energy services and as a partner in technological cooperation.

Industrial growth in Asia, combined with Japan's current nuclear shutdown, is increasing demand for fossil fuels, and causing a rise in regional prices. In natural gas, for example, there are huge gaps between the oil-linked contract gas prices in Asia and hub-based spot pricing in North America.

### Foreign Direct Investment

Northeast Asian countries are looking to mitigate future price and supply uncertainty by reducing their dependence on producers in the Middle East, Central Asia and Russia and investing further afield in stable and investor-friendly countries such as Canada, Australia, and the US. Japan is closely behind China in investing in securing foreign supplies. Korea's previous government policy of acquiring overseas resource assets is being reviewed by the Government of President Park because of the perceived low level of profitability of previous investments.

Japanese and Korean investors have been active in oil, natural gas and coal projects. Japan, in particular, has also invested heavily in uranium and coal projects. This rapidly expanding footprint in the Canadian energy sector will bring the needed financing and expertise to build an export infrastructure which would allow Canada to move away from its dependence on the U.S. energy market.

These investors have proven to be important sources of financing for capital-intensive extraction projects during a period of tight global financial markets. Many of these investments are linked to long term supply contracts, ensuring stability for the Canadian joint venture partners. Japan and South Korea together account for nearly half the world's LNG imports and joint procurement would benefit both countries as gas demand peaks in summer in Japan, but in winter in South Korea.

### Attractiveness and Concerns

Canadian ports are significantly closer to Asian markets, and our cooler climate means lower upfront energy costs for the liquefaction of natural gas.

Key concerns for North Asian investors in Canada are delays and uncertainty in licensing and regulatory matters, lack of clarity on the respective roles of the federal, local governments and First Nations, and potential qualified labour shortages and foreign visa requirements. The Prime Minister's statements on making export energy exports to Asia a priority and our ongoing proactive engagement have reassured Asian investors.

## **JAPAN**

At the bilateral meeting between Prime Minister Harper and Prime Minister Abe in Ottawa on September 24, 2013, the two leaders agreed to pursue greater cooperation in the energy sector. On October 11, 2013, Japanese Minister Motegi of the Ministry of Economy, Trade and Industry (METI) and NRCan Minister Oliver signed a "Joint Statement on Oil & Gas Cooperation". A key component of the Joint Statement is an agreement to hold annual discussions on investments and cooperation. METI is pursuing similar cooperation agreements with the Provinces of British Columbia and Alberta, which are expected to be signed before the end of 2013.

### Energy Policy, Security and Diversification

Energy security is an issue of great political relevance for Japan. Japan is the world's largest natural gas importer and traditional suppliers have been Malaysia, Qatar, Australia and Indonesia. However, the shale gas revolution taking place in North America has spurred Japan's interest in participating in gas infrastructure projects in the United States, Canada and Mexico. While these projects may not necessarily export gas to the Japanese market, they would contribute to Japan's energy security by increasing the number of global suppliers and lowering the world price for gas.

The government has a stated policy of resource diplomacy conducted through actions such as negotiating bilateral agreements with resource-rich countries, commissioning development studies, offering financial subsidies to resource investors and supporting those investors diplomatically. It supports resource exploration and development efforts abroad through its parastatal agencies and through the many large Japanese companies whose financial strength and project development expertise help achieve the Government's policy objectives (see list below).

In the wake of the Fukushima accident and with an aim to further diversifying energy sources, Japan has eased rules on the construction of coal-fired power plants and established one of the world's most financially-attractive Feed-In-Tariff (FIT) system to promote the development of renewables. The FIT system has led to new opportunities for Canadian providers of alternate and renewable energy technologies, including Canadian Solar of Guelph, Ontario.

Energy is an important component of Prime Minister Abe's growth strategy with a bill for the reform of the power sector to be tabled again this Fall after it failed going through the Diet earlier this year.

## Nuclear Energy

Prime Minister Abe is openly pro-nuclear and has repeatedly reiterated his intention to restart currently-idle nuclear reactors as soon as practicable provided that safety is ensured. A safety assessment process for restarting some of the existing nuclear reactors was launched early July by the Nuclear Regulation Authority (NRA) with the final decision resting with government in consultation with local authorities. The review process is expected to take up to six months.

Prior to the Fukushima accident and nuclear shutdown, Canada was a major supplier of uranium to Japan. Japanese companies are also major investors in uranium projects in Canada,

s16

Canada's Non

Resident Ownership Policy (NROP) has been an ongoing concern to the Japanese in the matter, as it limits foreign ownership of uranium mines.

### NOTABLE JAPANESE INVESTMENT ACTIVITIES IN CANADA:

Key entities and examples of involvement in Canada include:

- **JOGMEC (Japan Oil, Gas and Metals National Corporation)** manages Japan's raw material stockpiles and provides equity financing as well as R&D and market support to Japanese companies. On R&D, JOGMEC has partnered for many years with NRCan on methane hydrate research at Malik, NWT. The research work undertaken there is being used by JOGMEC to test energy extraction from significant methane hydrate beds lying offshore of Japan.
- **JBIC (Japan Bank for International Cooperation)**, a government affiliated provider of loans which promotes the overseas development and securement of resources, has recently announced up to \$10 billion in loan guarantees/financing for Japanese companies to acquire resource assets.
- **JAPEX (Japan Petroleum Exploration Co.)** and **INPEX (International Petroleum Exploration Corp.)** operate as conventional resource exploration and production companies. JAPEX was the first foreign investor in the oil sands in the 1970s, and has recently taken a 10% stake in the Petronas/Progec Energy B.C. North Montney shale gas project and LNG plant project. INPEX, along with **JGC (Japan Gasoline Co.)** has acquired a 40% stake in Nexen's Horn River, Cordova and Liard shale gas basins in British Columbia. INPEX has also funded the environmental assessment studies and other costs associated with the proposed Northern Gateway Pipeline of Enbridge.
- **Traditional Japanese trading houses such as Mitsubishi and Mitsui** are now changing strategy to take equity positions in energy projects not only to secure oil and gas for trading purposes, but also to secure their positions in the overall value chain – for example pipeline operations or participation in carbon capture and storage projects.
- Further down the value chain, trading house **Marubeni** recently acquired a number of LNG transport vessels in order to capitalize on the emerging shale gas export market.
- Another new trend is **Japanese domestic utilities such as Tokyo Gas** investing directly in overseas energy projects to order to gain a procurement advantage over trading houses.

## Recent Investments Timeline

- 2010 Mitsubishi announces a 50/50 joint venture with Penn West Exploration to develop shale gas assets in the Cordova Embayment area
- 2011 INPEX and JGC (Japan Gasoline Co.) acquire 40% stake in Nexen's Horn River, Cordova and Liard shale gas basins in British Columbia.
- 2012 Mitsubishi acquires a 20% stake in the Kitimat LNG Terminal project (led by Shell Canada)
- 2012 British Columbia-JOGMEC agreement to share information on shale gas development. (According to the Government of B.C., the most promising area of development for carbon capture and storage is in North East British Columbia where shale gas is being developed).
- 2013 JAPEX investment in the Petronas/Progeess Energy B.C. North Montney shale gas project and LNG plant project
- 2013 The Japanese government through JOGMEC/JBIC announces up to \$10 billion in loan guarantees/financing for Japanese companies to acquire resource assets abroad.
- 2013 In preparation for the world-wide trade in LNG, Japanese utilities such as TEPCO, are converting their facilities to accommodate North American shale gas.

## **KOREA**

### Energy Demand, Security and Policy

The energy intensity of the Korean economy is above the OECD average. Korean energy demand is forecast to continue growing over the next 5 years driven largely by growth in Korea's industrial sector, with demand increases projected for all sources of energy.

Energy security is a key driver of South Korean energy policy. South Korea is the world's tenth largest energy consumer and is highly dependent on energy imports for its energy-intensive industrial economy. With approximately 97% of energy needs met through imports, Korea is entirely reliant on tanker shipments of crude oil and liquefied natural gas, and is the second largest importer of natural gas (after Japan) as well as the fifth largest importer of crude oil, the third largest importer of coal, and has the sixth-highest nuclear generation capacity in the world. Despite its lack of domestic reserves, South Korean refinery capacity ranks sixth in the world, making the country a significant exporter of refined petroleum products.

Energy security concerns have prompted Korea to aggressively pursue exploration and production opportunities in foreign countries. Under previous President MB Lee's administration the Korean Government pursued a "Resources Diplomacy" strategy which aimed at securing energy and natural resources by engaging supplier countries and purchasing extraction rights with the aim of increasing energy self-sufficiency.

s16

### Clean Technology and Diversification

Korea's national energy and climate change policy have been integrated within a "National Strategy for Green Growth", which aims to mitigate greenhouse gas emissions, enhance energy security and create new engines of growth through investments in clean technology across

numerous sectors. Under its 5 year plan for green growth announced in 2009, South Korea has pledged to spend 2% of its GDP to promote green growth through 2013.

Korea is increasingly a country of interest to Canada given its strong innovation focus in clean energy technologies as well as a potential export market for liquefied natural gas (LNG). Korea has been identified as a priority market in Canada's Global Commerce Strategy as well as in DFAIT's 2012-2013 Integrative Trade Global Cleantech Strategy.

#### Energy Investments in Canada

Korea has noted its interests in Canadian oil and gas exports, and is looking for cooperation on nuclear research and other clean energy technology. Korea has also raised the prospect of Korean refineries' ability to process Canadian oil sands bitumen, which could enable South Korea to re-export refined product to Asian markets.

Korean companies have made significant investments in Canadian oil and gas development and renewable energy in Canada (see below). This includes the respective acquisitions of oil sands and natural gas assets in Alberta and BC by the state-run Korean National Oil Company (KNOC) and the Korean Gas Corporation (KOGAS), in which the government is a majority shareholder. Notably, KOGAS maintains an effective monopoly over the purchasing, import, and wholesale distribution of natural gas in Korea and is the largest single LNG importer in the world. Korean companies such as Samsung and the Korea Electric Power Corporation have also made significant investments in wind, solar and battery technology in Ontario and Nova Scotia. KNOC has also established KNOC Global Technology & Research Center in Calgary.

#### Canada as an Energy Partner

Canada is regarded as an important partner country with resource-poor Korea. According to KEXIN, Korea's export finance agency, Canada is the leading destination of Korean investment in the extractive sector.

s16

s16

On a government-to-government basis, NRCan Minister Oliver met with then Minister of Knowledge Economy, Sukwoo Hong on the margins of the LNG Producer-Consumer Conference in Tokyo in September, 2012. Seok Cho, the South Korean Vice Minister for Trade and Economy (Ministry of Knowledge Economy) met with Minister Oliver at the International Energy Forum (IEF) Ministerial in Kuwait, and with NRCan at the APEC Energy Ministerial in St. Petersburg. On all occasions, Korea expressed its interest in Canadian oil and gas exports. Vice Minister Cho also visited British Columbia in August 2012 to sign a Memorandum of Understanding (MoU) on energy cooperation, which resulted in the organization of the Canada-Korea Natural Gas Forum in Vancouver in December 2012.

In 2012, Korea's Ministry of Knowledge Economy (now the Ministry of Trade, Industry and Energy - MOTIE) initiated a series of annual Canada/ Korea Energy Forums, co-hosted with Canadian provinces. The most recent Energy Forum was held in Regina, in June 2013. Energy is also a frequent theme in the annual Canada-Korea Forum, a high-level dialogue on current issues of importance to both countries.

#### 2013 World Energy Congress in Daegu

Daegu, Korea hosted the World Energy Congress in October 2013. The Embassy of Canada in Seoul, supported by NRCan, organized a range of activities to showcase Canada as an energy

partner, including a Canada-Korea Energy Dialogue, a Canada Energy Pavilion and a V.I.P. networking luncheon. A record number of delegates attended WEC 2013, with 7,500 people from 120 countries, including 272 ministers. Attendees represented every facet of the energy industry as well as international organizations, financial institutions and civil society groups.

#### RECENT ENERGY INVESTMENTS IN CANADA BY KOREAN COMPANIES

**Korea National Oil Company (KNOC)** acquired Harvest Energy for \$4.1 billion in 2009, including its oil and gas production fields across western Canada, oil sands property in Alberta, and refinery in Newfoundland. As of December 31, 2011, approximately 29% of KNOC's petroleum and natural gas production is derived from its Harvest properties. Similarly, approximately 39% of KNOC's consolidated petroleum and natural gas reserves and resources are also found in its Harvest properties.

**Korea Gas Corporation (KOGAS)** has invested \$1.1 billion in B.C.'s natural gas fields with Encana, and is actively seeking further investment in Canada's gas industry. KOGAS has a stake in Shell's planned LNG facility near Kitimat (LNG Canada) that is to be developed in partnership with Mitsubishi Corporation and Petro China. Shell will take a 40% stake in the project while its Korean, Japanese and Chinese partners would take 20% each. KOGAS has also inked a joint venture deal with MGM Energy Corp. for an exploration play in the Northwest Territories.

**Korea Investment Corporation** has invested \$150 million to acquire minor stakes in two oil sands development companies. Korea's sovereign wealth fund paid C\$100 million to acquire shares in the privately owned Osum Oil Sands Corporation in 2011 and C\$50 million for a minor stake in Laracina Energy Ltd, another small, privately held oil sands development company.

**Samsung** leads a consortium that is to invest \$5 billion in green energy in Ontario. According to the terms of the green energy investment agreement, Samsung C&T Corporation and the Korea Electric Power Corporation (KEPCO) will establish and operate a series of wind and solar power clusters over the next 20 years.

**STX Energy** of Korea has also acquired the Maxhamish gas field in north-eastern BC from EnCana and **Golden Oil Corp.** has acquired Kootenay Energy with its oil sands play in BC.

Source: Foreign Affairs and Trade Development Canada (DFATD)

## JAPAN COUNTRY PROFILE: ECONOMIC

### Economic Situation

Japan is the world's third largest economy with real GDP reaching ¥519 trillion (approximately US\$5.9 trillion) in 2012. It remains a major automobile and electronic goods manufacturer as well as a leading player in global trade, and one of the world's most innovative countries. However, the country is also faced with significant economic challenges including stagnant economic growth coupled with deflation (from which Japan is slowly escaping with national level core inflation recording positive growth from June of this year, hitting 0.9% y-o-y for the month of August according to the Ministry of Internal Affairs and Communications), a rapidly ageing society and a record gross public debt which could reach 246.9% of GDP in 2013. Furthermore, Japan must cope with the lasting consequences of the March 2011 disaster, particularly from an energy supply perspective.

Following its landslide victory in the Lower House election in December 2012 and in a bid to revive Japan's economy, the LDP introduced the "three-arrows" Abenomics strategy of: (i) accommodative monetary policy aimed at overcoming deflation; (ii) flexible fiscal policy to provide economic stimulus; and (iii) growth strategies focused on structural reform, deregulation and enhanced trade. Application of the two first "arrows" of Abenomics has provided some much needed momentum to the Japanese economy which recently registered 3.8% and 2.6% annualized growth in the first two quarters of 2013 respectively, and saw unemployment levels drop in July to reach pre-crisis levels of 3.8%. The unemployment rate bounced back to 4.1% in August as more people began to actively look for work amidst growing hopes for a turnaround in the economy.

However, the growth strategy or "third arrow" – oft regarded as the centrepiece to Abenomics – has yet to be implemented as it continues to be refined with a second batch of measures due to be announced this fall. The extraordinary Diet session which was convened on 15 October 2013 is expected to yield the following outcomes: (i) the establishment of national strategic special zones with a more competitive headline tax rate and relaxed rules and regulations (particularly with respect to the termination of redundant employees); (ii) the adoption of measures to enhance industrial competitiveness by way of tax breaks to incentivize capital spending, business restructuring and wage increases; and (iii) the adoption of policies to revitalize the agricultural sector including the rolling out of a system to manage idle farmland.

On monetary policy, the Bank of Japan set an inflation target of 2% in January 2013. Haruhiko Kuroda, the new Governor of the Bank of Japan, is regarded as a forceful advocate of Prime Minister Abe's policy of aggressive monetary easing to overcome Japan's chronic deflation. In early April, Kuroda announced unprecedented monetary easing measures, including doubling both the monetary base and bond purchasing over the next two years. While the Bank of Japan's Policy Board has kept its policy unchanged over the last six months, Governor Kuroda stated that he would be open to further monetary easing should the tax hike scheduled for April 2014 (see below) weigh negatively on Japan's ability to achieve its 2% inflation target. Here, HSBC Global Research has opined that the Bank of Japan will likely adjust its easing regime at the April monetary policy meeting in 2014 in response to an expected slowdown in economic activity as a result of the tax hike and consequently, price level growth (also due to reduced scope for cost-push inflation by way of continued depreciation in the value of the yen versus other major currencies).

As for fiscal policy and economic stimulus, on January 11, 2013, the government announced a ¥10.3 trillion (US\$104 billion) stimulus package to restart the economy and contribute to the creation of up to 600,000 jobs. Combined with funds from local governments, the private sector and other sources of financing, such as bank loans, the total size of the stimulus package comes to ¥20 trillion (US\$203 billion). Also in January, the Cabinet approved a record ¥92.6 trillion (US\$0.94 trillion) general account budget which puts special emphasis on infrastructure programmes. As a result, the budget deficit for the current fiscal year has widened to 9.3% of GDP and Japan's gross debt has soared to over 237.9% of GDP, by far



the highest ratio in the developed world. In these circumstances, Abe's objective to halve the primary deficit by 2015 may prove very difficult to achieve. Nonetheless, the Ministry of Finance released a medium-term fiscal roadmap in August to reaffirm Japan's commitment to this goal and, on a broader scale, to fiscal retrenchment in general.

Most recently, Abe announced on October 1, 2013 that he had approved the increase in the consumption tax rate from 5% to 8% scheduled for April 2014. Raising the consumption tax has long been regarded as a key step towards restoring Japan's finances. Indeed, a 1% increase in the tax rate could bring an additional ¥2.7 trillion (US\$27.41 billion) in annual tax revenues. Finance Minister Taro Aso has commented that he would like for a decision on the second upward revision to the consumption tax rate (from 8% to 10% in October 2015) to be made by the end of 2014. To soften the blow of the upcoming tax hike and also to ensure that the move does not derail the nascent economic recovery, Abe unveiled a ¥5 trillion (US\$50.75 billion) stimulus package consisting of public spending, tax cuts and subsidies / cash handouts.

With respect to the third arrow, the Cabinet approved on June 14, 2013, the first phase to Abe's much trumpeted growth strategy which covers a wide-ranging "patchwork" of sectors from health, agriculture and energy to infrastructure, education and culture. The strategy includes measures, *inter alia*, to: (i) achieve a 2% real GDP growth; (ii) grow per capita income by ¥1.5 million in 10 years; (iii) heighten the working female population by adding 400,000 government-accredited day care spots by 2017 and extending maternity leave to three years; (iv) establish special economic zones with lower barriers to entry in an attempt to double inward foreign direct investment by 2020 to reach ¥35 trillion; and (v) triple infrastructure and double agriculture exports by 2020 while expanding FTA-covered trade to 70% by 2018 (up from the current 19%). The second phase of the growth strategy, understood to include sweeping changes to the tax code, and possibly a reduction in the corporate tax rate (currently the second highest in the world after the US at 38.01%), will be laid out in the autumn.

Japan is currently in the process of negotiating various bilateral economic partnership agreements, notably with Canada, the EU, and Australia (Prime Minister Abbott was quoted on October 10, 2013 as hoping to conclude the ongoing free trade talks with Japan over the next 12 months), as well as China and South Korea. In addition, on April 21, 2013, Trans-Pacific Partnership (TPP) members welcomed Japan's participation in the negotiations. Japan formally joined the 18<sup>th</sup> round of TPP negotiations in Malaysia on July 23, 2013. It is also a member of the Regional Comprehensive Economic Partnership initiative which, in conjunction with Japan's numerous trade agreements in the Asia region, government officials hope will lead towards the realization of a Free Trade Area of the Asia Pacific. Recently, Abe visited the Middle East in late August to push for a resumption of free trade talks which have stalled since 2010. Japan and Mongolia are also conducting negotiations towards an economic partnership agreement which would avail Japan of Mongolia's vast stockpile of natural energy resources. The agreement could be signed in the first half of 2014.

Source: Foreign Affairs and Trade Development Canada (DFATD)

**Author's name/division/tel.:** TOKYO-EC/Tsai / GPA

**Consulted:** TOKYO-GR/Watt, TOKYO-EC/Bouvier, TOKYO-EC/Renaud, GPA

**Approved:** TOKYO-EC/Thoppil, GPA

**Date:** 24 October 2013

Pages 525 through 531 redacted for the following reasons:

-----

s13, s16

## PREMIER'S JOBS AND TRADE MISSION 2013

### OFFICIAL DELEGATION

Name	Title
Honourable Christy Clark	Premier of the Province of British Columbia
Honourable Teresa Wat	Minister of International Trade and Minister Responsible for the Asia Pacific Strategy and Multiculturalism
Ben Stewart	B.C. Representative in Asia and Investment and Trade Commissioner
Dave Byng	Mission Lead and Deputy Minister, Ministry of Jobs, Tourism and Skills Training
Shannon Baskerville	Deputy Minister, Ministry of International Trade
Steve Carr	Deputy Minister, Ministry of Natural Gas Development
Ben Chin	Director of Communications, Office of the Premier
Jordan McPhee	Executive Assistant to the Premier
Tejindar Parhar	Chief of Staff to the Minister of International Trade
Barinder Bhullar	Mission Operations Lead, Ministry of Jobs, Tourism and Skills Training

s15, s19

### ACCOMPANYING DELEGATION

Name	Title
Henry Han	Director, Greater China, Ministry of International Trade
Paul Irwin	Director, North Asia, Ministry of International Trade
Greg Eidsness	Manager, China, Ministry of International Trade
Kyle Surovy	Videographer/Photographer, Government Communications and Public Engagement
Andrew Dawrant	Official Interpreter for Premier
Rex Chen	Official Interpreter for Minister

First Name	Last Name	Title	Organization
<b>Agri-Foods</b>			
Kazuko	Komatsu	President & CEO	Pacific Western Brewing Company
Paul	Mulgrew	Brand Manager	Pacific Western Brewing Company
<b>Community/Business Association</b>			
Mark	Gordienko	President	ILWU Canada
Michel	Leonard	Vice President, Labour Relations	British Columbia Maritime Employers Association
Dr. Peter K. K.	Wong	Honourary Patron	Chinese Cultural Centre of Greater Vancouver
Michael	Schneider	Vice President	Guide Outfitter Association of BC
Paul	Kariya	Executive Director	Clean Energy BC
Miaofei	Pan	Executive Chairman	Canadian Alliance of Chinese Associations
Yuan Zhen	Chu	Co-Chairman	Canadian Alliance of Chinese Associations
Ken	Wiecke	Operations Manager	Power and Process Americas for AMEC
Xu	Feng	Vice President	Sichuan Chamber of Commerce of Canada (SCCC)
Zujun	Liu	President	Sichuan Chamber of Commerce of Canada (SCCC)
Tom	Sigurdson	Executive Director	BC Building Trades
Grace Jong Eun	Lee	President	Korean Cultural Heritage Society
Mr. Stockwell	Day		
Lee	Loftus	Business Manager	Heat and Frost Insulators
Brian	Cochrane	Business Manager	The International Union of Operating Engineers
Glen	Hilton	Business Manager	IBEW
Ya-Juan (Kelly)	Li	Vice-chairman, President	Canada Finance & Investment Institute Society, Canada Entrepreneur's Club
<b>Finance</b>			
Steven	Yu	President & CEO	Grandview Pacific Investment Group
Johnny	Cheung	Senior Vice President	National Bank Financial
Rosy	Shang	Vice President and Director, Wealth Management	Richardson GMP Ltd.
Tina	Yang	Relationship Manager and Associate to Senior Vice President	National Bank Financial
Christine	Luk	Relationship Manager	National Bank of Canada
Rodrigo	Sousa	Managing Director & Head	TD Securities
Lijun	Wang	CEO	Bank of China (Canada)
Heng	Wang	Executive Vice President	Bank of China (Canada)
Richard	Cheng	Deputy Officer	Bank of China (Canada) Vancouver Branch
Paul	Deegan	Vice-President, Government and Public Relations	BMO Financial Group
<b>Forestry</b>			
Don	Kayne	Vice President, Wood Products Marketing and Sales	Canfor - Vancouver
<b>Infrastructure &amp; Transport</b>			
Craig	Richmond	President & CEO	YVR Vancouver Airport Authority
Duncan	Wilson	Director	Vancouver Fraser Port Authority - Port Metro Vancouver
Chris	Gardner	Executive Vice President	Britco
James	Hwang	Owner	CoBee Enterprise Ltd.

First Name	Last Name	Title	Organization
Shaun	Stevenson	Vice President, Trade Development and Public Affairs	Prince Rupert Port Authority
Howard	Leong	President	HKLeong Enterprises
Graham	Williamson	CEO	LIFESUPPORT Patient Transport
Zoran	Knezevic	Port Manager & CEO	Port Alberni Port Authority
Darren	DeLuca	Director	Port Alberni Port Authority
John	Jack	First Nation Council Member, Port Alberni	Huu-ay-aht First Nation
Jonathan	Whitworth	CEO	Seaspan
<b>International Education</b>			
Brent	Sauder	Director of Strategic Initiatives	University of British Columbia
Dr. Kenneth	Fung	Clinical Associate Professor	University of British Columbia
Arvind	Gupta	CEO & Scientific Director	Mitacs
Cyndi	McLeod	Vice President, Marketing, Recruitment and Business Development	Royal Roads University
Kathryn	Laurin	President	Camosun College
Dr. Pascal	Spothelfer	Vice-President, Communications and Community Partnership	University of British Columbia
Theresa	Coates	Student	University of Fraser Valley Student Board
Lawrence	Gu	Dean, BCIT International	British Columbia Institute of Technology
Stuart	McIlmoyle	Associate Vice President, KPU International	Kwantlen Polytechnic University
Dr. Allan	Cahoon	President and Vice-Chancellor	Royal Roads University
Tajdin	Mitha	Chairman	British Columbia Institute of Technology
Xiao-min	Zhang	President	Canadian Film And Television Institute
Dr Alan	Davis	President and Vice Chancellor	Kwantlen Polytechnic University
Weihong	Song	Special Advisor to the President on China	University of British Columbia
<b>Manufacturing</b>			
Kelly E. K.	Hwang	North America Marketing Director	Husteel
Hoon	Park	Vice President	Shinan Group
Brian	Kim	Oversea Sales Director	Husteel
<b>Media</b>			
James	Ho	President and CEO	Mainstream Broadcasting Corporation
Zaixin	Ma	President	Dawa Business Group Inc.
<b>Mining</b>			
Robin E	Goad	President and CEO	Fortune Minerals Limited
Mike	Romaniuk	VP Operations & COO	Fortune Minerals Limited
Don	Lindsay	President & CEO	Teck Resources Limited
Ralph	Lutes	Vice President, Asia Affairs and Chief Representative in China	Teck Resources Limited
David	Ren	Chairman	Fortuneworld Investment Inc.
Delong	Tang	Chairman	Jiangxi Copper Investments (Beijing) Co. Ltd.
<b>Municipal/Regional</b>			

First Name	Last Name	Title	Organization
Robert Craig	Kirkham	Mayor of the District of Squamish	District of Squamish
<b>Oil &amp; Gas</b>			
Michael R.	Culbert	President & CEO	Progress Energy Canada Ltd.
Natalie	Poole-Moffatt	Manager, Public & Government Affairs	Apache Canada Ltd.
Rob	Whitwham	Vice President, Pipeline	Spectra Energy Transmission
Doug	Bloom	President, Canadian LNG	Spectra Energy
Sarah	McCullough	Director, Government Relations	Spectra Energy
Ellis	Ross	Chief Councilor	Haisla Nation
Marc	Douglas	Senior Advisor External Affairs	Chevron Canada
David	Keane	Vice President, Policy and Corporate Affairs for the Americas	BG Group
Rod	Maier	Manager, External Relations and Communications	Chevron Canada
Neil	Mackie	Manager, Government Relations	AltaGas
Kay	Tsujimoto	General Manager	JOGMEC
Alan	Dunlop	Vice President	Chevron Canada
Trevor	Halford	Manager, Public Affairs, Coastal GasLink Pipeline Ltd.	TransCanada PipeLines Limited
Tim	Wall	President, Kitimat Upstream Operations	Apache Canada Ltd.
Zane	Reiter	Managing Director and Partner	Zelta Capital Partners
David	Bennett	Director, External Relations	Fortis BC
Joe	Mazza	Director, Resource Development	Fortis BC
John	Dunn	Vice President, Prince Rupert Gas Transmission	TransCanada PipeLines Limited
Patrick	Keys	Vice President, Canadian Gas Pipelines, Commercial West	TransCanada PipeLines Limited
Rick	Gateman	President, Coastal GasLink Pipeline Ltd.	TransCanada PipeLines Limited
Li Li	Song	General Manager	Beijing LYXB Petroleum Equipment Co., Ltd
Clement	Sun	CEO	Beijing LYXB Petroleum Equipment Co., Ltd
Hugo	Shaw	Executive Vice President, Business Development	TransAlta Corporation
Ryan	Schmidt	Director, Government & Aboriginal Relations	TransAlta Corporation
Rob	Schaefer	Executive Vice President, Trading and Marketing	TransAlta Corporation
Madeline	Whitaker	Deputy Asset General Manager	BG Group
Stephen	Swaffield	Acting President	BG Group
Jared	Kuehl	Deputy Head, Government Relations	Shell Canada
Dave	LaVallie	Haisla Business Operations - Major Projects	Haisla Economic Development

First Name	Last Name	Title	Organization
Jeanette	Young	Assistant to Trevor	TransCanada PipeLines Limited
Andy	Calitz	Vice President Deal Delivery HSE & Sustainable Development	Shell
Taylor	Cross	Deputy Councilor	Haisla Nation
Roop	Mundi	Vice President, General Counsel	RCI Capital Group
John	Park	CEO	RCI Capital Group
Evie Gaye	Whitwham		Spectra Energy
Chief Bill	Williams	Chief	Squamish First Nation
David	Wright	Executive Vice President	AltaGas
Jeremy	Baines	Vice President Business Development	AltaGas
Wancy	Wu	Manager Corporate Development	AltaGas
David	Molinski	Lead, Policy Government and External Affairs	Chevron Canada
David	Sprunt	Kitimat JOA and Equity Manager	Chevron Canada
Jeff	Lehrmann	President	Chevron Canada
Dr. Walter	Mérida PPhys., PEng.	Director	Clean Energy Research Centre
Larry	Liang	Managing Director, China	RCI Capital Group
Satvinder	Flore	Director, Oil & Gas Canada	AMEC Americas Ltd.
Marian	Ngo	Manager of Communication and Stakeholder Relations	Woodfibre Natural Gas Limited
Ratnesh	Bedi	Director	Woodfibre LNG
Imelda	Tanoto	Investor	Woodfibre LNG
Oliver	Young	General Manager of Corporate Affairs	RGE Group
Dr. Li	Heng	Heads of Strategic Planning	Pacific Oil and Gas
Ruan	Lidong	General Manager, EAP Business Development	Pacific Oil and Gas
Zhang	Liankai	General Manager - Gas Business Development	Pacific Oil and Gas
Jia	Tieying	Manager - Gas, Business Development	Pacific Oil and Gas
Li	Chunyi	Senior Manager - Gas, Business Development	Pacific Oil and Gas
<b>Other</b>			
Jeannie	Cheng	CEO	C P M Trading Company Limited
Karl	He	Owner	New America International Enterprises Inc.
Wayne	Drury	CEO	Coast Tsimshian Resources LP
Maria	Vera Vias		Coast Tsimshian Resources LP
<b>Professional Services</b>			
Douglas	Beaton	Vice President & Director, Corporate Finance Advisory	Deloitte Corporate Finance Inc.
Don	Cowan	Director, Asia Pacific Taxation	Korea Market Advisory Group (KMAG)
Ken Beck	Lee	President	New East Consulting Services
Jay	LeMoine	Vice President	Bull, Housser & Tupper LLP
Dennis	Chan	Principal	Pathway Advisory Services Ltd.
Bill	MacLagan	Office Managing Partner, Vancouver	Blake, Cassels & Graydon LLP

First Name	Last Name	Title	Organization
Yong Jae	Kim	Partner	Gowling Lafleur Henderson LLP
Larry	Yen	Partner	Clark Wilson LLP
Mark	Redcliffe	President & CEO	Jordan Capital Markets Inc.
Barry	Penner	QC, Senior Counsel	Davis LLP
David	Bursey	Partner	Bull, Housser & Tupper LLP
Bill	Garton	Partner	Bull, Housser & Tupper LLP
Yuntao	Liu	President	Cantrust 4S Autobody
Charles	Xing	Chariman	iFortune Canada
Adam	Johnson	Principal	Earnscliffe Strategy Group
Jamie	Sawchuk	Partner	Deloitte Inc.
Dr. Michael	Byrne	Director	Endoscopy Equipment
Dr. Fergal	Donnellan	Medical Lead	Endoscopy Equipment
Greg	Noble	Tax Managing Partner	Ernst & Young
Jonathan	Leebosh	Partner	Ernst & Young
Jenny	Li	Senior Manager	PricewaterhouseCoopers
Jeffrey	Lowe	Chief Inspirational Officer	Lowe & Company
William	Qu	President	Bluestar International Business
Robert	Leong	Barrister & Solicitor	Lowe & Company
Mei	Liang	Manager	PricewaterhouseCoopers
Steve	Kim	President	Boilingpoint Group
Helen	Yu	Managing Director	Choice Communication (Canada) Ltd.
<b>Real Estate Development</b>			
Richard	Kim	Vice President	Capital West Investment Management Corp.
Guangchang Grant	Lin	President	Yuanheng Holdings Ltd
Mao Hua	Chen	Director	Jingon International Development Group LLP
Mingyan	Liu	Director	Jingon International Development Group LLP
Raymond	Li	Senior Vice President	Aspac Developments Ltd.
<b>Technology</b>			
John	Wiebe	President & CEO	Globe Group
Steven J.	Archer	Director	Canada-Japan Society of BC
Dr. Julio	Montaner	Director of IDC and Physician Program	BC Centre for Excellence in HIV/AIDS
Christopher	Chong	President & CEO	SST Wireless Inc.
Irene L.	Day, RN, BN, MBA	Director of Operations	BC Centre for Excellence in HIV/AIDS
Grant	Brown	Vice President, Global Marketing	Corvus Energy Ltd.
Roy	Husada	Creative Director	Rival Schools
Dr. Alan E.	Winter	President & CEO	Genome British Columbia
Jill	Tipping	Vice-President Finance & Operations	Schneider Electric Solar
Jan	Liang	President	Tian Ke International Investment Limited
Robert	Blake	President	Leister Blake Ent Ltd
Thomas	Ligocki	President & CEO	Clevest Solutions Inc.
Austin	Gu	Manager	TianKe International Investment Ltd.
Andy	Tsai	President	ReFlex Wireless Inc.



First Name	Last Name	Title	Organization
Neal	Chaudhary, MBA	Partner	Tacit Management Consulting Inc.
Libby	Liu-Smith	EA to the CEO	Clevest Solutions Inc.
Andrew	Tait	President and Founder	Tait Laboratories Inc.
Alison	Keller	Consultant	Dream Lighting City Culture Development Co., Ltd.
Samer	Salameh	Group CEO	Aztec Communications
Dr. Thomas	Kerr	Co-director, Addictions & Urban Health Research initiative	BC Centre for Excellence in HIV/AIDS
Dr. Richard	Harrigan	Director, Research Laboratory	BC Centre for Excellence in HIV/AIDS
Dr. Art	Poon	Research Laboratory Scientist	BC Centre for Excellence in HIV/AIDS
Dr. Kate	Shannon	Director, Gender & Sexual Health Initiative	BC Centre for Excellence in HIV/AIDS
Dr. Vivian	Dias Lima	Senior Statistician	BC Centre for Excellence in HIV/AIDS
Dr. Bohdan	Nosyk	Research Scientist	BC Centre for Excellence in HIV/AIDS
Jonathan	Turner	Business Leader	Hemmera
James	Hursthouse	CEO	Roadhouse Interactive
Bill	Coates	Owner	Roc-Star Enterprises Ltd.
Randy	DeLuca	President	BOYDEL Wastewater Technologies Inc.
Peter	Nieforth	Co-Founder & CEO	TicTalking
QiQi	Hong		Dream Lighting City Culture Development Co., Ltd.
John	Dunnaback	Vice President, US. Industrial Products Industry	Hitachi Consulting
Brent	Perry	CEO	Corvus Energy
<b>Tourism</b>			
Oberto	Oberti	President	Oberti Architecture
Kaz	Kadono	Vice President & CFO	Listel Canada
John	Nicholson	Director of Business Development	Listel Canada Ltd.

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

**INFORMATION NOTE**

Date: November 19, 2013

Investment Opportunities in British Columbia

**BACKGROUND:** In the course of the Trade and Investment Mission to China, Korea and Japan from November 21 to December 3, 2013, Premier Clark and Minister Wat will have the opportunity to: meet numerous senior executives of Asian based companies; inform them of the range of business investment opportunities that British Columbia has to offer; and encourage them to follow up with appropriate Provincial officials.

British Columbia offers a range of investment opportunities related to: natural gas exploration; export of liquefied natural gas to Asian markets; value-added production of products derived from natural gas; mining; tourism facilities; commercial development of government owned surplus properties.

**DISCUSSION:**

Investment in Natural Gas Exploration and Production

- Substantial opportunities exist for Asian investors to joint venture with experienced natural gas exploration and production companies.
- Major companies from China (PetroChina, CNOOC), Japan (Mitsubishi, JOGMEC), Korea (KOGAS), and Malaysia (Petronas) have already made multi-million dollar investment commitments to ventures in northeastern B.C. .
- British Columbia natural gas resources are enormous. We will overtake Alberta in gas production in the next 15 years. One-third of B.C.'s shale gas (400 Tcf) is sufficient to support LNG exports for 90 years.
- Contact: Brian Hansen, Assistant Deputy Minister and Lead Negotiator for Energy and LNG Initiatives, Ministry of Natural Gas Development, email [Brian.Hansen@gov.bc.ca](mailto:Brian.Hansen@gov.bc.ca)

Investment in Liquid Natural Gas Production and Export

- The British Columbia Oil and Gas Commission is currently considering at least eight proposed liquid natural gas projects for the northwest coast of British Columbia. Additional projects are at less advanced stages of development.
- Proponents including Petronas (Malaysia), Chevron (U.S.) and BG Group (U.K) have publically stated their interest in negotiating with additional potential partners.
- Contact: Brian Hansen, Assistant Deputy Minister and Lead Negotiator for Energy and LNG Initiatives, Ministry of Natural Gas Development, email [Brian.Hansen@gov.bc.ca](mailto:Brian.Hansen@gov.bc.ca)

### Investment in Natural Gas Derived Products

- Independent analysis has confirmed that British Columbia is an excellent location for the production of value-added natural gas products such as fertilizers, methanol, ethylene, and hydrocarbon liquids (diesel, kerosene and other oils).
- Our expanding resource of natural gas is projected to triple in the next 20 years.
- British Columbia's Major Investment Office can provide detailed information and personal consultations about developing value-added natural gas products in B.C.
- Contact: Tim McEwan, Associate Deputy Minister, Ministry of Jobs, Tourism and Skills Training email [Tim.McEwan@gov.bc.ca](mailto:Tim.McEwan@gov.bc.ca)

### Investment in Mining Opportunities

- British Columbia is Canada's largest exporter of coal, leading producer of copper and only producer of molybdenum. It also ranks as one of Canada's top producers of gold, silver, lead and zinc.
- B.C. offers potential investors competitive tax rates, significant incentive programs, skilled work force, easy access to Asian markets and a government infrastructure committed to advancing mining development in the province
- In its publication, "*Opportunities to Explore – B.C. Minerals and Coal Industry*" the Ministry of Energy and Mines has identified 29 proposed mines offering potential investment opportunities – broken down as follows:
  - Coal – 11 proposed mines; 10 operating mines
  - Copper-gold and copper-molybdenum – 9 proposed mines; 5 operating mines
  - Molybdenum porphyry deposits – 4 proposed mines; 2 operating mines.
  - Precious metals (primarily gold –silver deposits) – 5 proposed mines; 3 operating mines
- Contact: Bruce Madu, Director, B.C. Mineral Development Office, Ministry of Energy and Mines, email [Bruce.Madu@gov.bc.ca](mailto:Bruce.Madu@gov.bc.ca)

### Investment in Tourism Opportunities

- Chinese tourist visits to Canada have increased 80 per cent since China granted Canada approved destination status in 2010. In 2012, 165,018 Chinese tourists visited British Columbia.
- Vancouver International Airport is serviced by more Chinese airlines than any other airport in North America (China Eastern, Air China, China Southern, Sichuan). There are now 75 weekly flights between Vancouver International Airport and greater China.
- This increased business and tourism travel creates opportunities for investing in tourism facilities and infrastructure to serve this growing market. Recently, Chinese investors acquired Brentwood Bay Resort, near Victoria, Harrison Hot Springs Resort near Vancouver and Delta Vancouver Airport Hotel. The Fairmont Pacific Rim Hotel and Shangri-La Vancouver are owned by Hong Kong Chinese principals living in Vancouver. Shanghai based travel agency Suzhou

Youth Travel Services recently announced plans to build a 200-room, \$50 million hotel in downtown Nanaimo, adjacent to the Vancouver Island Conference Centre.

- Jumbo Glacier Resort is a proposed \$900 million, 104 hectare resort community to be built in Jumbo Valley, approximately fifty-five kilometres west of Invermere – a four hour drive from Calgary and just north of the Purcell Wilderness Conservancy. The proposal involves two hotels, 1360 residential units, 6,250 beds and more than 20 ski lifts onto the glaciers above. With a base elevation of 1,700 metres and top elevation of 3,419 meters, it will be the highest ski area in Canada and require no snow making. It also will feature a gondola and aerial tram, providing access to a teahouse atop Glacier Dome, 3,000 metres above the valley floor. Contact: Oberto Oberti, President, email [www.obertiarchitecture.com](http://www.obertiarchitecture.com)

#### Commercial Development of Government Owned Surplus Properties

- The Government of British Columbia will be putting approximately 140 properties onto the market over the next two years. The majority are in urban areas and provide significant development opportunities for private sector investors and developers. These real assets are no longer part of the government's current or long term plans to deliver services.
- The B.C. Government will perform due diligence on these real estate assets prior to listing them for sale. This includes consultation with First Nations and environmental investigation and assessment.
- In early October, two sites totalling 6.2 acres in downtown Victoria adjacent to the Provincial Legislature were made available for bids. The size and location of the opportunity provide a developer with significant opportunity to shape the heart of the city.
- Additional investment opportunities in Victoria, Metro Vancouver, Kelowna and Kamloops will be marketed in coming months.
- Contact: Dyne Torgeson Executive Lead, Release of Assets for Economic Generation, Ministry of Citizens Services and Open Government email [Dyne.Torgeson@gov.bc.ca](mailto:Dyne.Torgeson@gov.bc.ca)

#### Opportunities BC

- A Government of British Columbia database of local and regional B.C. investment opportunities. 355 listings currently.
- Opportunities include: Commercial and industrial lands; Retail; Manufacturing; Agrifoods; Tourism; Technology; Natural resources.
- Contact: [www.opportunitiesbc.ca](http://www.opportunitiesbc.ca)

#### Investment Opportunities in Northwestern and Northeastern British Columbia

- Invest Northwest, Invest Northeast and Invest North Central are web based portals to attract new business investment to one of the province's fastest

growing regions. Opportunity areas include bioenergy, tourism, manufacturing, mining and transportation. Each regional website contains interactive maps of major projects and specific details of each investment opportunity. The websites also feature comprehensive profiles on each community, transportation infrastructure, tax incentives and lists of key contacts.

- Contacts: <http://investnorthwestbc.ca/>  
; <http://www.investnortheastbc.ca/>; <http://investnorthcentralbc.ca/>

**Ministry of Agriculture**  
**BRIEFING NOTE FOR PREMIER'S JOBS AND TRADE MISSION 2013**

Ref: 178868

Date: November 6, 2013.

**Issue:** Overview of British Columbia's agrifoods sector and exports to the Asian market.

**Background:**

- BC's agrifoods industry is extremely diverse, producing more than 200 agriculture commodities and 100 seafood species and supporting over 1,400 food processing businesses. In 2012, the agrifoods sector generated \$11.7 billion in combined growth revenues and exported \$2.5 billion worth of agriculture, food and seafood products to more than 130 countries.
- BC's top five export markets are the United States, China, Japan, Hong Kong and Russia, with Taiwan and South Korea not far behind. Markets showing significant growth from 2011 to 2012 included Russia (up 77 per cent to \$34 million), China (up 14 per cent to \$170 million), and Australia (up 14 per cent to \$23 million).
- The top export commodities in 2012 were cultured Atlantic salmon valued at \$291 million and blueberries at \$168 million. The top markets for cultured Atlantic salmon were United States, Japan, China and Taiwan, while the majority of blueberry exports went to United States, Japan and China. Wine exports grew by 34 per cent in 2012, rising to almost \$8 million, with over 90 per cent destined for the Chinese market.
- Expanding international markets for BC's agriculture, food and seafood products is a top priority of the BC Agrifoods Strategy, a component of the BC Jobs Plan, and a key success factor to enable our industry to grow to \$14 billion in revenues by 2017. To support this goal, the BC Government made a platform commitment to have a major BC presence in five global trade conventions this year.
- The Minister's mandate letter emphasizes the importance of working with the sector to help grow exports to Asia in the coming years; specific commitments include creating new markets for BC vintners and working with the Minister of International Trade (MIT) to ensure trade capacity for BC agricultural support is sufficient to secure additional Asian trade export growth.
- Growing Forward 2, a federal-provincial initiative, places a large emphasis on supporting industry's capacity to expand international markets for BC's agriculture, food and seafood products.

**Discussion:**

- The Asian market holds huge potential for BC agrifoods products, with China, Japan and South Korea being some of the largest current markets for BC agrifoods exports.

Rank	Market	2012	Top exports in 2012
2	China	\$169.8M	Crabs, pork products, geoduck clams, herring, wine, chum salmon, hake, food preparations used in manufacturing, rapeseed, flounder
3	Japan	\$154.7M	Shrimp & prawns, herring, frozen blueberries, sablefish, sea urchins, pork products, Atlantic salmon, tuna, Chinook salmon, water
7	South Korea	\$40.6M	Food preparations used in manufacturing, vegetable & animal fats & oils, sardines, fish fats & oils, pork products, wheat & meslin, wheat flour, dregs from brewing, fruit & nuts

**CONFIDENTIAL**  
**ADVICE TO MINISTER**

**Ministry of Agriculture**  
**BRIEFING NOTE FOR PREMIER'S JOBS AND TRADE MISSION 2013**

- BC agrifoods exports to China to the end of August 2013 were \$154.3 million. This figure is already at 91 per cent of total agrifoods exports from BC to China in 2012 (\$169.8 million).
- MIT has dedicated staff to agrifoods development in several international markets. The Ministry of Agriculture (AGRI) has signed a Memorandum of Understanding with MIT to allocate Growing Forward 2 funds to deliver in-market agrifoods activities in key Asian export markets.
- BC is currently scheduled to participate in seven tradeshow this fiscal year, with two taking place in Asia: the China Fisheries & Seafood Expo in Dailan, China (November 5-7, 2013) and Foodex Japan in Tokyo, Japan (March 4-7, 2014).
- In order to build BC industry export capacity, one export readiness seminar was held in September 2013 with a focus on exporting to South China. Sixty-nine industry representatives attended, representing a cross-section of the BC agrifoods industry. A second export readiness seminar focusing on the Japanese market is planned for January 2014.
- Asia is a large potential market for BC wine exports and a number of international market activities have been facilitated by MIT and AGRI to engage this market. These include: China Wine Buyers Mission (Vancouver, Okanagan); Japan Wine Buyers Mission (Okanagan); and the Hong Kong International Wine & Spirits Fair (Hong Kong, China).

Contact: Brenda Lennox, Senior Manager, Market Development and Promotions, 250-356-2945

DIR GT                      ADM GT                      DM DS

**CONFIDENTIAL**  
**ADVICE TO MINISTER**

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

**INFORMATION NOTE**

Date: November 8, 2013

**PREPARED FOR:** Premier's Jobs and Trade Mission 2013

**ISSUE:** B.C. economic status and outlook

**KEY MESSAGES:**

- Most indicators of B.C.'s economic performance so far in 2013 reveal slow domestic activity compared to the same period of 2012 (see table below). While employment and retail sales growth have been weaker than anticipated, housing starts and exports have performed better than expected so far this year.
- As of June 27, 2013, the Ministry of Finance forecasts B.C.'s real GDP to grow 1.4 per cent in 2013 and 2.2 per cent in 2014 (published in June Update 2013).
- The B.C. Ministry of Finance will release an updated economic forecast in February 2014 with the Budget and Fiscal Plan 2014/15 – 2016/17.

**BACKGROUND:**

The Current Status of the B.C. Economy – as of November 6, 2013

- Employment growth s13  
Employment growth has been nearly flat in B.C. through the first nine months of 2013. Year-to-date data show a 0.1 per cent contraction compared to the same period last year.
- Retail sales s13  
Retail sales growth has been tepid so far this year. Prices for retail goods remain low and debt-conscious consumers are reining in spending.
- Housing starts s13  
In particular, housing starts improved substantially in the third quarter of this year. Recently announced mortgage hikes by Canadian financial institutions have likely encouraged some homebuyers to enter the market in advance of these increases, as households with pre-approved mortgages rush to take advantage of lower interest rates.



- Despite this improved performance, housing starts are lower year-to-date (compared to the same period of last year), likely due to a number of factors including stalled employment growth and relatively slow population growth.

- Exports

s13

B.C. exports advanced by 6.3 per cent year-to-date to August compared to the same period last year, fueled by increasing exports of B.C.'s forestry products.

- The improvement in the U.S. housing market is benefitting the province. B.C. softwood lumber exports to the U.S. are up 30.8 per cent year-to-date to August, due to increases in volumes and prices.
- Furthermore, exports of softwood lumber to China are also up year-to-date (by 32.8 per cent), mainly due to stronger prices.

Data seasonally adjusted	First Quarter	Second Quarter	Third Quarter**	Year-to-date
	Jan. to Mar. 2013	Apr. to Jun. 2013	Jul. to Sep. 2013	Jan. to Sep. 2013
	change from Oct. to Dec. 2012	change from Jan. to Mar. 2013	change from Apr. to Jun. 2013	change from Jan. to Sep. 2012
Per cent change				
Employment	-0.4	0.4	-0.2	-0.1
Manufacturing shipments*	1.6	-1.2	-1.2	1.2
Exports*	7.4	-2.0	0.7	6.3
Retail sales*	0.2	0.8	1.1	0.8
Housing starts	-2.3	5.8	17.1	-7.2
Non-residential building permits*	-26.7	34.1	13.9	-25.0
Unemployment rate (per cent)	7.0	6.4	6.7	6.6
* Data to August				
** If only July and August data are available, their average is compared to the April 2013 to June 2013 average.				

## Outlook

The October *Consensus Economics* survey of private sector economists forecasts the following growth rates for real GDP in these countries:

- United States: 1.6 per cent in 2013 and 2.6 per cent in 2014
- Canada: 1.7 per cent in 2013 and 2.3 per cent in 2014
- Euro zone: -0.3 per cent in 2013 and 0.9 per cent in 2014
- Japan: 1.9 per cent in 2013 and 1.7 per cent in 2014
- China: 7.6 per cent in 2013 and 7.4 per cent in 2014
- 

Downside risks to B.C.'s economic outlook include:

- The potential for further slowing of domestic economic activity, including weakness in employment, retail sales and housing;
- Renewed weakness in the U.S. economy (characterized by weaker consumer spending, further deleveraging causing slower investment, and further fiscal restraint by federal, state and local governments);
- The ongoing European sovereign debt situation affecting the stability of global financial markets;
- Slower than anticipated economic activity in Asia, resulting in weaker demand for B.C.'s exports; and
- Exchange rate volatility.

Prepared by:

Karen Lam, Senior Manager, International Investment and Company Attraction, MIT  
Telephone: (office) 604-775-2188 (Cell) s17

Sadaf Mirza, Deputy Chief Economist, Economic Forecasting and Analysis, MOF  
Telephone: (office) 250 387-9023

Reviewed by				
Dir:	ED:	ADM:	DM:	MIN:

GAIN A COMPETITIVE EDGE IN BRITISH COLUMBIA

Considering British Columbia as a location for a new business venture or expansion? Contact us for confidential, knowledgeable advice and the following services:

- » Strategic Support: We provide the information and contacts you need to analyze and implement strategic investment decisions in British Columbia.
- » Business Start-up Assistance: We draw on an extensive network of government and industry knowledge, contacts and experience to help you establish your business in British Columbia.
- » Business Climate Information: Let us help you with the issues most critical to choosing your business location, such as taxation, labour markets, business costs, permits and regulations.
- » Hosting and Site Tours: We can arrange familiarization tours to business locations throughout British Columbia, including visits to available sites, investigations of facilities and meetings with community leaders.
- » Suppliers of Business Services: We arrange and facilitate introductions and meetings with experts in tax, real estate, legal and government permitting agencies.
- » Government Programs: We help you take advantage of federal, provincial and local government incentive and support programs that address your business needs.

CONTACT

Michael Track  
Executive Director, International Investment  
and Company Attraction  
Ministry of International Trade  
999 Canada Place, Suite 730  
Vancouver, British Columbia, Canada, V6C 3E1  
Phone: 604 775-2202 Fax: 604 775-2070  
Michael.Track@gov.bc.ca

www.britishcolumbia.ca

Published in September 2013

Every effort has been made to ensure the accuracy of this publication at the time of writing; however, the programs referred to, and data cited, are subject to change. Neither the Ministry of International Trade nor the Province of British Columbia accepts any liability for actions taken based on this material.

All figures are in Canadian dollars.



British Columbia, Canada, is one of North America’s most competitive and dynamic business locations. Our strong and resilient economy fuels unlimited potential for growth and profitability. Discover the advantages that attract businesses from around the world to locate and expand in British Columbia.

PREMIER BUSINESS DESTINATION

British Columbia offers one of the most attractive investment climates in North America. Recognized worldwide for our rich natural resources and innovative technologies, we are also ideally situated to reach key and growing markets.

TAKE ADVANTAGE OF SIGNIFICANT OPPORTUNITIES FOR GROWTH AND INVESTMENT IN SECTORS INCLUDING:

- » Agrifoods
- » Forestry
- » International Education
- » Natural Gas
- » Mining
- » Technology and Clean Tech
- » Tourism
- » Transportation Infrastructure

OUTSTANDING TALENT

Some of the world’s best and brightest minds study and work here. Our excellent education system yields an ethnically diverse, multilingual workforce trained to be industry leaders. Cosmopolitan cities, a temperate climate and a clean environment make British Columbia a great place to live, attracting young, creative minds.

ATTRACT TOP PERFORMERS WITH THE HIGH QUALITY OF LIFE OFFERED BY OUR SAFE COMMUNITIES.

COMPETITIVE BUSINESS CLIMATE

Top corporations from across the globe enjoy our low operating costs, competitive wage rates, targeted incentives and smart, streamlined regulations that reflect business needs.

BENEFIT FROM BRITISH COLUMBIA’S LOW PERSONAL AND CORPORATE INCOME TAX RATES.

- » British Columbia currently has the lowest provincial personal income taxes in Canada for individuals earning up to \$122,000.
- » British Columbia’s general corporate income tax rate is only 11 per cent. When combined with the federal rate, British Columbia businesses pay a general corporate income tax rate of only 26 per cent – among the lowest in the G7.
- » British Columbia levies no provincial payroll taxes or capital tax.
- » Tax credits and exemptions encourage research and development, mining exploration, oil and natural gas production, film and TV production, new media (including digital animation and game development), and specific international business activities.

	CORPORATE INCOME TAX RATES (2013)*	TOP MARGINAL PERSONAL INCOME TAX RATES (2013)
British Columbia	26.00%	43.70%
Alberta	25.00%	39.00%
Ontario	26.50%	49.53%
Quebec	26.90%	49.97%
Washington	35.00%	35.00%
Oregon	39.94%	44.90%
California	40.75%	47.30%
New York	39.62%	43.82%
Massachusetts	40.20%	40.25%

Source: PwC research, December 31, 2012,  
British Columbia Budget and Fiscal Plan 2013/2014 - 2015/2016, June Update.  
\* British Columbia corporate income tax rate effective April 1, 2013.



ROBUST ECONOMIC PERFORMANCE

The Government of British Columbia predicts our real GDP will grow by 1.4 per cent in 2013 and 2.2 per cent in 2014. Our world-class industries are expected to add 58,000 jobs over the next two years, with employment increasing 0.7 per cent in 2013 and 1.3 per cent in 2014.

BUILD A STRONG BASE FOR YOUR BUSINESS IN BRITISH COLUMBIA'S STABLE AND GROWING ECONOMY.

BRITISH COLUMBIA'S ECONOMIC PERFORMANCE INDICATORS	2013	2014
Real GDP (% change)	1.4	2.2
Labour force (thousands)	2,497	2,533
Unemployment rate (%)	6.7	6.8
Inflation rate (% change CPI)	.9	1.9
Net In-Migration (000s)	32.5	43.9
Exchange Rate (US/CDN dollar)	97.5	97.3

Source: British Columbia Budget and Fiscal Plan 2013/2014 - 2015/2016, June Update.

STRONG FISCAL POSITION

We are maintaining our strong, responsible fiscal policy and government has tabled a balanced budget for fiscal year 2013/2014. Moody's and Standard & Poor's continue to give British Columbia a AAA credit rating (their highest rating).

SECURE YOUR BOTTOM LINE IN OUR WELL-REGULATED FINANCIAL SYSTEM.



CLEAN, GREEN ENERGY

More than 90 per cent of the electric power in British Columbia originates from hydroelectric generation. Our Energy Plan supports the development of conventional and alternative energy technologies such as hydrogen and fuel cells, solar, wind, tidal, geothermal, bio-fuels and small-scale hydroelectric generation. We're investing in our future, committing over \$7.0 billion to power generation and transmission infrastructure projects.

POWER YOUR GROWTH WITH OUR STEADY STREAM OF CLEAN, ENVIRONMENTALLY SUSTAINABLE ELECTRICITY AT RATES THAT ARE AMONG THE LOWEST IN NORTH AMERICA.

BRITISH COLUMBIA'S ELECTRICITY RATE ADVANTAGES Industrial Electricity Costs (CDN\$) (in cents/kWh, including taxes) CDN\$1=US\$0.9836		
	MEDIUM USER*	LARGE USER**
Vancouver, British Columbia	8.09	5.66
Calgary, Alberta	16.03	14.72
Toronto, Ontario	13.39	12.21
Montreal, Quebec	8.49	5.31
Boston, Massachusetts	14.71	11.99
Portland, Oregon	7.57	5.91
San Francisco, California	15.18	9.86
Seattle, Washington	6.21	5.40
New York, New York	17.40	13.85

\*1000kW demand (56% load factor),\*\*50,000 kW demand (85% load factor), Source: Hydro Quebec, 2013

GLOBAL ACCESS

Strategically located on Canada's west coast, British Columbia lies at the commercial crossroads of the Asia-Pacific region and North America. Foreign companies with operations in British Columbia enjoy duty-free access to the world's largest marketplace thanks to the North American Free Trade Agreement. We are reinforcing our transportation advantages with investments of \$3.6 billion over three years in new rapid transit, highways and rural road infrastructure.

WHETHER YOU NEED TO SHIP PRODUCTS, MOVE INFORMATION, OR TRAVEL TO LEADING GLOBAL MARKETS, TAKE ADVANTAGE OF BRITISH COLUMBIA'S ROBUST TRANSPORTATION AND COMMUNICATION SYSTEMS TO ENSURE COST EFFECTIVE CONNECTIONS.

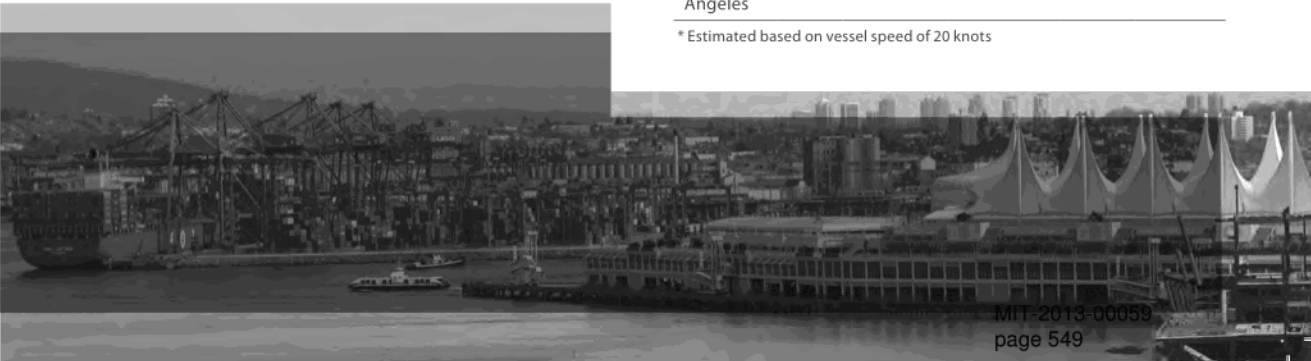
Air: Vancouver International Airport is Canada's largest global gateway to Asia and is a growing freight distribution hub. Prince George International Airport is a convenient refuelling point, located on the "great circle route" between the United States and Asia.

Rail: British Columbia is the only gateway on the west coast of the Americas served by three continental Class 1 railways, which connect ports on the Atlantic, Pacific and Gulf coasts to key markets throughout Canada, the United States and Mexico.

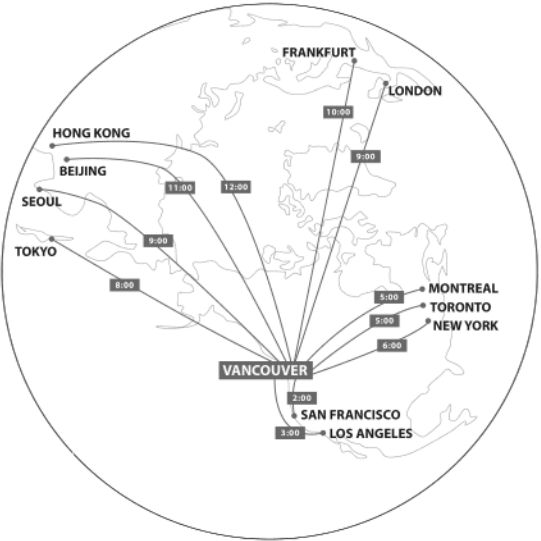
Road: An extensive all-weather highway network makes transporting goods and services to North American markets seamless and reliable.

Sea: The ports of Vancouver and Prince Rupert, ice-free year-round, are Asia's closest ports of entry on the west coast of North America.

Communications: British Columbia has the highest rate of broadband and overall Internet connectivity in Canada. An advanced communications infrastructure also provides telephone, broadcasting, cable, wireless and other information services at competitive rates.



FLIGHT TIMES FROM VANCOUVER INTERNATIONAL AIRPORT



VESSEL TRANSIT TIMES, IN DAYS, FROM MAJOR NORTH AMERICAN PORTS TO MAJOR ASIAN CITIES



	HONG KONG	SHANGHAI	YOKOHAMA	PUSAN	CHENNAI
Prince Rupert	11.1	9.9	7.92	9.5	17.1
Vancouver	12.0	10.6	8.92	9.7	18.0
Oakland	12.6	11.3	9.46	10.4	18.6
Los Angeles	13.2	11.9	10.08	11.0	19.3

\* Estimated based on vessel speed of 20 knots

## PROSPER IN BRITISH COLUMBIA'S COMPETITIVE, FLEXIBLE AND SUPPORTIVE BUSINESS CLIMATE

British Columbia, Canada, offers one of North America's most competitive business climates – low taxes, streamlined regulations and a supportive, financially responsible government. Nearly 1,000 international companies have operations in British Columbia.

### BENEFIT FROM LOW TAXES

- » With significant tax cuts in recent years, British Columbia currently has the lowest provincial personal income taxes in Canada for individuals earning up to \$122,000. British Columbia's general corporate income tax rate has seen dramatic drops and is now just 11 per cent.
- » When combined with the federal rate, British Columbia businesses pay a general corporate income tax rate of only 26 per cent – among the lowest in the G7.
- » The Province of British Columbia does not levy provincial payroll taxes, a franchise tax, a capital tax or impose provincial sales tax on most production machinery and equipment.
- » British Columbia provides tax credits and exemptions to encourage research and development, mining exploration, oil and natural gas production, film and TV production, new media (including digital animation and game development), and specified international business activities.

### OFFER YOUR TEAM A LOW COST OF LIVING

- » Vancouver ranks very favourably as an international business location when ranked against other cities worldwide in terms of cost of living for expatriate staff.
- » Mercer 2012 Worldwide Expatriate Cost of Living Survey placed Vancouver as 65<sup>th</sup> of 214 cities surveyed worldwide, when ranked from most to least expensive. By comparison, London was 18<sup>th</sup>, New York 32<sup>nd</sup> and Toronto 59<sup>th</sup>.
- » Providing health care coverage to employees is optional for employers and very affordable. Premiums for comprehensive government-supported health care are C\$1,596 per year for a family of three or more – up to 85 per cent less than some U.S. jurisdictions.

### CORPORATE INCOME TAX RATES - 2013\*

British Columbia	26.0%
Ontario	26.5%
California	40.7%

Source: British Columbia Budget and Fiscal Plan 2013/2014 - 2015/2016, June Update.

\* British Columbia corporate income tax rate effective April 1, 2013.

### TOP MARGINAL PERSONAL INCOME TAX RATES - 2013

British Columbia	43.7%
Ontario	48.0%
California	44.3%

Source: PwC research Dec 31, 2012,



## DO BUSINESS WITH EASE

- » British Columbia is earning top marks for its leadership on cutting red tape and streamlining regulations. Forty-three per cent of all provincial regulations have been eliminated over the past eleven years, substantially reducing compliance costs for business.
- » Business incorporation can be completed in a matter of hours. A company registered in British Columbia can have as few as one director.
- » Employment Standards Regulations are responsive to the needs of businesses. Variations from a traditional 40-hour work week are common.
- » Environmental assessment legislation in British Columbia establishes fixed timelines for project reviews. Resort developments, mining exploration and other major investments have streamlined permitting and licensing.

## ENJOY A BUSINESS CLIMATE STRENGTHENED BY PUBLIC INVESTMENTS

- » While maintaining an investment-friendly tax environment, British Columbia is investing in the infrastructure needed for growth and prosperity, with 962 projects planned or underway involving capital investment exceeding \$258 billion (as of December 2012).
- » The public and private sectors together will provide \$3.6 billion for transportation investments over the next three years.
- » More than \$2.1 billion has been invested in capital and infrastructure projects at B.C.'s public post-secondary institutions since 2001, including over 1,000 capital projects on campuses province-wide.

## GAIN A COMPETITIVE EDGE IN BRITISH COLUMBIA'S BUSINESS-FRIENDLY ENVIRONMENT



# ECONOMIC PERFORMANCE & OUTLOOK

## SECURE YOUR BOTTOM LINE IN BRITISH COLUMBIA'S RESILIENT ECONOMY

British Columbia, Canada, is one of North America's most dynamic business locations, thanks to a competitive tax regime and a conservative fiscal policy. Our open and diversified economy welcomes foreign investors and is generating a wide range of exciting opportunities.

### BENEFIT FROM STRONG ECONOMIC PERFORMANCE

- » The Government of British Columbia predicts our real GDP will grow by 1.4 per cent in 2013 and 2.2 per cent in 2014. Independent experts say our economy will outperform Canada and the U.S. over the medium term.

BRITISH COLUMBIA ECONOMIC PERFORMANCE INDICATORS	2013	2014
Real GDP (% change)	1.4	2.2
Labour force (000s)	2,497	2,533
Unemployment rate (%)	6.7	6.8
Inflation (% change CPI)	.9	1.9
Net In-Migration (000s)	32.5	43.9
Exchange Rate (US/CDN dollar)	97.5	97.3

Source: British Columbia Budget and Fiscal Plan 2013/2014 - 2015/2016, June Update.

### PLAN WITH CONFIDENCE IN OUR WELL-REGULATED FINANCIAL SYSTEM

- » Moody's and Standard & Poor's consistently rate British Columbia as AAA (their highest rating).
- » British Columbia is sustaining its strong, responsible fiscal policy and has tabled a balanced budget in fiscal year 2013-2014.

### TAP INTO A DYNAMIC LABOUR MARKET

- » British Columbia's world-class industries are expected to add 58,000 jobs over the next two years, with employment increasing 1.7 per cent in 2013 and 1.3 per cent in 2014.
- » In 2012, net in-migration from within Canada and abroad is an important source of new labour for British Columbia. In 2011, net in-migration from within Canada and from abroad brought an estimated 47,000 new residents.

Take advantage of British Columbia's significant opportunities for growth and investment in sectors including:

- » Agrifoods
- » Forestry
- » International Education
- » Mining
- » Natural Gas
- » Technology and Clean Tech
- » Transportation Infrastructure
- » Tourism







In 2011, the share of British Columbia's exports destined for the Pacific Rim eclipsed those to the United States for the first time.

#### BRITISH COLUMBIA EXPORTS, 2011

	Total Value (\$ Billion)	Growth (%)*
<b>TOTAL</b>	32.8	14.2
<b>KOREA</b>	2.7	45
<b>CHINA</b>	5.1	24

\*Compared to 2010

## LEVERAGE OUR CONTINUING EXPANSION

- » British Columbia, located on Canada's west coast, lies at the commercial crossroads of the Asia-Pacific region and North America. Ideally situated to reach key and growing markets, we are undertaking major expansions of port, rail, road and airport facilities to support increasing trade.
- » British Columbia is the world's largest exporter of softwood lumber, and our forestry sector has well-established connections to major markets in the U.S., China, Japan, Korea and Europe.
- » Well over 90 per cent of the electric power in British Columbia originates from hydroelectric generation, providing a steady stream of clean, environmentally sustainable power at rates that are among the lowest in North America.
- » Two of North America's most promising natural gas plays – the Montney and Horn River – are located in British Columbia. Together, they're estimated to contain up to 898 trillion cubic feet.
- » British Columbia is Canada's largest exporter of coal and the third largest globally by volume. We produced over \$8 billion worth of mine products in 2012.
- » Opportunities abound in British Columbia's world-renowned natural resources and energy sectors. We are a preferred supplier to global markets of products including lumber, pulp and paper, aluminum, copper, coal, lead, zinc, natural gas, hydroelectricity, fish and agricultural products.
- » Increasingly, international investors are attracted to British Columbia's innovative technologies, knowledge industry workers and business locations that offer an outstanding quality of life.

## JOIN BRITISH COLUMBIA'S THRIVING BUSINESS COMMUNITY





**MINISTRY OF EDUCATION  
BRIEFING NOTE**

**PREPARED FOR:** Peter Fassbender, Minister of Education, for **Information** at the request of ADM, Governance, Legislation and Regulation

**SUBJECT:** Korean Government may close BC certified offshore school

**BACKGROUND:**

BC's first offshore school was established in 1998. Today the Ministry regulates the operation of 37 certified schools<sup>1</sup> located in China (28), Egypt (1), Korea (5), Thailand (1), Qatar (1), and Colombia (1), and 5 pre-certified schools.<sup>2</sup>

The following offshore school programs currently operate in South Korea:

Name	Grades	# Students	Certified
1. Bundang International School (BIS) Korea	Grade 1-12	300	Certified in 2008
2. BC Collegiate Canada	Grade K-9	300	Certified in 2008
3. Canada British Columbia International School (CBIS)	Grade K-9	220	Certified in 2008
4. SIS Canada	Grade 1-12	70	Certified in 2008
5. Westminster Canadian Academy	Grade K-9	70	Certified in 2013

In March 2013, the BC Ministry of Education received correspondence from the Ministry of Education, Republic of Korea. The Korean Ministry requested specific information about the BC Offshore School program and advised the BC Ministry that BC offshore schools were not accredited by the Korean government and that the Korean government was investigating whether BC offshore schools were operating outside of Korean law. Working with Intergovernmental Relations colleagues, the BC Ministry staff provided detailed responses to all questions posed by the Korean government.

In May 2013, a second letter was received from the Korean Ministry advising the BC Ministry that the BC offshore schools operating in Korea were violating the domestic laws of the Republic of Korea.

Since 2007 when the first BC pre-certified offshore school opened in the Republic of Korea, BC offshore schools have sought to operate under a 'hagwon' approval. Institutions operating under

.../2

---

<sup>1</sup> BC Offshore Certified School: school has received a positive inspection, has met all program requirements and the Owner/Operator has signed a one-year Certification Agreement with the Ministry

<sup>2</sup> BC Offshore Pre-Certified School: an owner/operator has signed an Initial Curriculum Delivery (ICD) Agreement with the Ministry, paid all relevant fees - permitting the owner/operator to deliver the BC curriculum for the following school year

this designation are defined as Foreign Language Academies and do not meet the Korean requirements for private schools, but are permitted to offer outside of school remedial instruction.

The Korean government now advises that the 'hagwon' approval does not permit BC offshore school Owner/Operators to provide full education programs like the BC Offshore School program, nor issue foreign academic graduate status like the BC Dogwood. Under the South Korean *Elementary and Secondary School Act*, authorities can order the closure of the BC offshore schools and the Owners/Operators may face criminal charges for operating outside the national law.

#### **DISCUSSION:**

The Premier is scheduled to travel to Korea in November 2013. Should this matter not be resolved prior to the Premier's arrival in Korea, this situation could be troublesome for relations and business outcomes.

Ministry staff have consulted with the Intergovernmental Relations Secretariat staff to discuss strategies for working effectively with Korean officials to address their concerns. These discussions resulted in Ministry staff advising Korean offshore school Owner/Operators to comply with all Korean government requests wherever possible, and to recognize that they as Owner/Operators of the BC Offshore Schools must operate in accordance with Korean law as set out in all program requirements and annual certification agreements.

Ministry staff are working with the Canadian Embassy based in Korea to explore what is at the cause of the Korean government's concerns. It is estimated that hundreds of similar schools operate in Korea under the 'hagwon' approval, including offshore schools from other Canadian provinces. The five offshore schools located in Korea, deliver high quality programs.

On Wednesday September 25, 2013, the Canadian Embassy met with two officials from the Korean National Ministry of Education and relayed the following to BC Ministry staff:

- Korean officials are concerned that BC offshore schools are registered as hagwons while operating as schools;
- Recommended solutions are (1) to move the location of the schools to an economic free zone or (2) apply to become a foreign school (the latter not being an option as only expats can attend foreign schools); and
- Advised the Korean government intends to close the BC offshore schools (although they would not provide any timing of this).

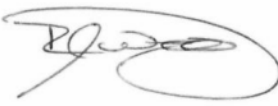
The Canadian Embassy representative was not of the opinion that the Korean government had a plan in place to support the students currently attending BC Offshore School programs should they shut these schools down.

.../3

The five offshore schools operating in South Korea are aware of that the Korean National Ministry of Education is raising questions. Each school experienced an unscheduled local government inspection in the first week of school starting in September 2013.

The Canadian Embassy is recommending each of the offshore proactively work with the local Korean government to confirm that appropriate approvals are in place and is willing to arrange a second meeting with Korean officials, in time. Embassy staff advised that Canadian – Korean government relations are currently having some difficulty in a number of sectors. BC government staff believes it is advisable to support resolving this matter as quickly as possible.

Attachments: Correspondence between Korean Ministry of Education and BC Ministry of Education

<u>Contact Information</u>  Governance, Legislation and Regulation Div Tel: 250-356-6760 File: 280-20		<b>Approved by:</b>  
	<b>ADM initial</b>	<b>Rob Wood Deputy Minister</b>
		<b>Date signed: Oct. 18, 2013</b>

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

**INFORMATION NOTE**

Date: November 8, 2013

**PREPARED FOR:** Premier's Jobs and Trade Mission 2013

**ISSUE:** Corporate and personal tax advantages

**KEY MESSAGES:**

- Since 2001 the Government of British Columbia has significantly improved the British Columbia tax system. Personal and corporate income taxes have been significantly lowered to reduce the burden on families and improve the competitiveness of B.C. businesses.
- B.C. currently has the lowest provincial personal income taxes in Canada for individuals earning up to \$122,000 a year.
- When all taxes are considered, British Columbians generally have one of the lowest tax burdens in the country.
- Keeping business taxes low is an essential part of maintaining a competitive business environment that attracts investment, creates jobs and moves B.C.'s economy forward.
- B.C.'s provincial general corporate income tax rate is 33 per cent lower than in 2001, and B.C. continues to have among the lowest general corporate income tax rates in Canada.
- B.C. has a competitive small business corporate income tax rate of 2.5 per cent, a reduction of 44 per cent since 2001 and the third lowest in the country (behind Manitoba at 0 per cent and Saskatchewan at 2 per cent).
- The small business corporate income tax threshold, below which small corporations pay the lower rate of corporate income tax, has been increased by 150 per cent to \$500,000 since 2002.

## BACKGROUND:

When combined with the federal rate of 15.0%, B.C.'s general corporate tax rate is 26.0% - one of the lowest in the G7 and lower than in every US state.

Property tax is not applicable on production machinery, business equipment, furniture, inventories, and other non-real estate assets (unlike many US jurisdictions).

In contrast to other Canadian jurisdictions, B.C. businesses do not pay provincial payroll taxes or levies for the health care system. Furthermore, British Columbia does not tax the capital of non-financial businesses.

Vancouver ranked #2 in tax competitiveness among the 55 major international cities studied in the latest edition of KPMG: Competitive Alternatives 2012: Special Report, Focus on Tax.

CORPORATE INCOME TAX RATES – 2013	
British Columbia	26.00%
Alberta	25.00%
Quebec	26.90%
Ontario	26.50%
California	40.75%
Washington	35.00%
Oregon	39.94%

PERSONAL INCOME TAX RATES - 2013 Top Marginal Rates	
British Columbia	43.70% <sup>1</sup>
Alberta	39.00%
Quebec	49.97%
Ontario	49.53%
California	47.03%
Washington	39.60%
Oregon	45.58%

Source: PricewaterhouseCoopers, September 5, 2013

Prepared by:

Karen Lam, Senior Manager, International Investment and Company Attraction, MIT  
Telephone: (office) 604-775-2188 (Cell) s17

Richard Purnell, Strategic Advisor, Tax Policy Branch, MOF  
Telephone: 250-387-9072

<sup>1</sup> B/C's top personal tax bracket will be temporarily increased from 14.7% to 16.8% for the 2014 and 2015 tax years only, resulting in a total rate of 45.80%

Reviewed by				
Dir:	ED:	ADM:	DM:	MIN:



---

## FACTSHEET

November 2013

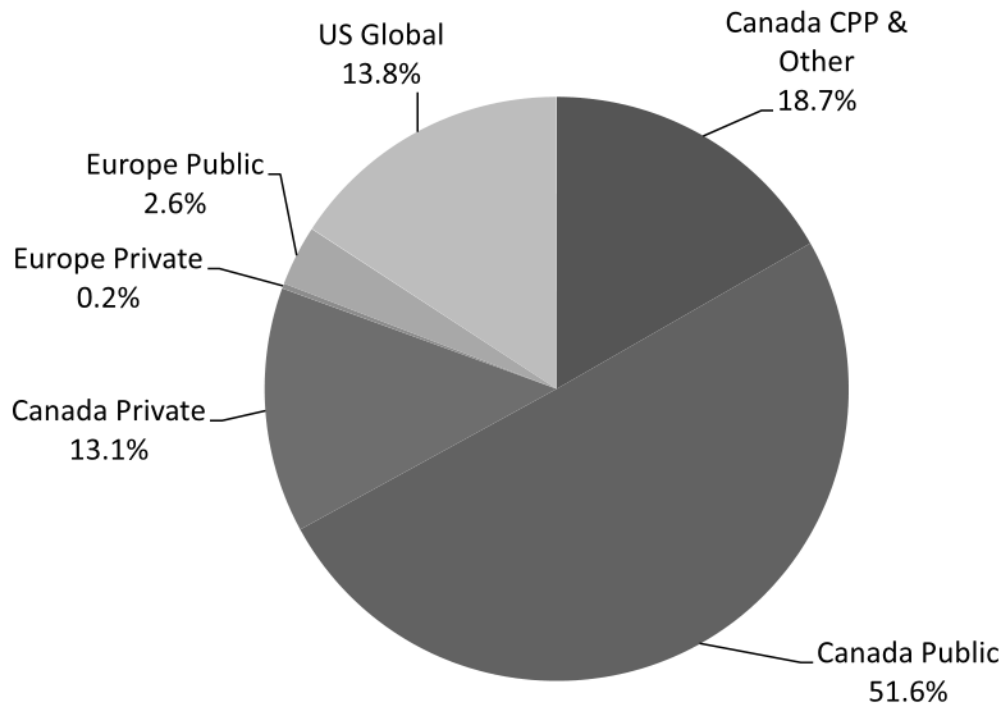
Ministry of Finance  
British Columbia, Canada

### **PROVINCE OF BRITISH COLUMBIA BORROWING PROGRAM**

- British Columbia issues full faith, general obligation bonds in the name of the Province which is rated triple A by Moody's Investor Services, Standard and Poor's and Fitch; and AA high by Dominion Bond Rating Service.
- The Province finances the requirements of the public sector including the government, Crown agencies, schools, health care and post secondary education institutions.
- British Columbia has about \$58.7 billion of net debt outstanding and annual borrowing requirements ranging between \$5 billion and \$8.1 billion annually over the next three years.
- The Province sources its financing primarily from the Canadian capital market, but is also active in the international capital markets.
- Since 1990, B.C. has issued bonds in US dollars, Euro, Hong Kong dollars, Swiss Francs, Yen, Sterling, and the former French Francs and Deutsche Marks. Over the past decade the Province has borrowed \$12.5 billion (Cdn \$ equivalent) from the foreign capital markets.
- Currently about 17 per cent of the Province's gross debt outstanding is denominated in foreign currencies, almost all of which is fully hedged back into Canadian dollars, including principal and interest.
- Borrowing in offshore capital markets diversifies the Province's investor base and offers deeper and new sources of liquidity for financing public sector requirements.

***Gross Market Debt Outstanding by Source  
as estimated at Aug 30, 2013***

**GROSS MARKET DEBT:  
\$53.8 Billion**



Contact: Government Communications and  
Public Engagement  
Ministry of Finance  
Province of British Columbia  
250 356 2821



# Premier's Jobs & Trade Mission 2013

## International Education Overview - China, Korea and Japan

---

### SUMMARY:

- British Columbia's post-secondary institutions have been very active forming partnerships and collaborative arrangements with institutions in China, Korea and Japan to provide educational exchange opportunities for British Columbia and international students.
- The Government of British Columbia is committed to fostering the connections between education, people and ideas in countries such as China, Korea, and Japan to advance our mutual interests in international education.

### BACKGROUND:

#### International Students in British Columbia

- In 2011/12, there were 106,600 international students studying in British Columbia including 33,500 in public post-secondary institutions, 12,800 in private post-secondary institutions, 47,300 in Languages Canada schools, and 13,000 in the kindergarten to grade 12 level.
- British Columbia is an important destination for international students from China, Korea and Japan. The number of international students from China, Korea and Japan increased by 11 per cent between 2009/10 and 2011/12.

#### International Education Strategy

- International education is a key priority for the Government of British Columbia.
- In May 2012, the Ministry of Advanced Education officially launched the International Education Strategy, which promotes the two-way global flow of students, educators and ideas between countries.
- China, Korea and Japan were identified as countries of focus under the Strategy.
- Scholarships - Under the Strategy, the Province provided \$5 million in funding for Mitacs and the Irving K. Barber BC Scholarship Society to give more British Columbia students the chance to study and work abroad in countries such as China, Korea and Japan and to bring more international students to British Columbia.
- Education Marketing Managers - Seven dedicated Education Marketing Managers (EMMs) were hired in British Columbia's overseas trade and investment offices in China (Shanghai, Beijing, Guangzhou), Korea (Seoul), Japan (Tokyo), and India (Mumbai, Bangalore). The EMMs are actively advancing British Columbia's international education interests by providing support for incoming and outgoing delegations, partnership formation and participating in education fairs.
- Marketing Strategy Initiatives - In 2012, the marketing initiatives that were implemented to promote British Columbia as a world class education destination to the China, Korea and Japan markets included the following:
  - Domestic media print campaigns;
  - Outreach to global media outlets to promote the EQA brand;
  - Online Search Engine Marketing campaigns;
  - BC's refreshed LearnLiveBC international education website was translated into Chinese, Korean and Japanese; and
  - Marketing materials were produced in Chinese, Korea and Japanese.

## Premier's Jobs & Trade Mission 2013

### International Education Overview - China, Korea and Japan

---

#### CHINA

##### **Students from China in British Columbia**

- In 2011/12, there were 22,700 international students from China studying in British Columbia, including 11,700 in public post-secondary institutions, 5,000 in private post-secondary institutions, 1,700 in Languages Canada schools, and 4,300 in the kindergarten to grade 12 level.
- China was the top source country for international students in British Columbia accounting for 21 per cent of the total international student population.
- Approximately 32 per cent of the international students from China studying in Canada were studying in British Columbia.

##### **British Columbia's Relations with China**

- In 2003, former Premier Campbell signed an MOU between the Ministry of Education of the People's Republic of China and the Province of British Columbia. The purpose of this MOU was to establish and strengthen educational exchange and ties between the two jurisdictions.
- In 2006, Premier Campbell signed a follow up MOU for the Province with the Ministry of Education of the People's Republic of China on advancing the mutual recognition of higher education and public post-secondary institutions by each government. As a result of the MOU, BC has provided annually to the Chinese Education Consul a list of Education Quality Assurance (EQA) designated institutions.
- In 2007, the Ministry of Advanced Education (then Advanced Education and Labour Market Development) signed an MOU with Jiangsu Province, China, to establish educational ties and cooperation between the two provinces.
- In 2010, the Ministry of Advanced Education (formerly Advanced Education and Labour Market Development) signed an MOU with the Department of Education of Guangdong Province, China, on two-way educational exchange and cooperation. The MOU was reaffirmed by former Minister Yamamoto during her mission to China in 2011.
- In 2012, the Ministry of Advanced Education signed a Letter of Intent with Henan Province, China to strengthen ties and cooperate on matters related to international education.

##### **Inter-institutional Educational/Exchange Agreements**

- According to available information, British Columbia public post-secondary institutions maintain at minimum 200 agreements with partner institutions and organizations in China, including for exchange, joint degrees, contract training and other types of collaboration.
- The University of British Columbia (UBC) has 55 significant bilateral and multilateral agreements and partnerships with Chinese counterparts. Current student and faculty exchanges with China, as well as cooperative research projects involve thousands

## Premier's Jobs & Trade Mission 2013

### International Education Overview - China, Korea and Japan

---

of people. In 2013, UBC announced the establishment of a UBC China Council, a commitment that strengthens the institutions long-standing engagement with this nation. The Council will allow UBC to engage with China in a more cohesive and systematic manner.

#### Scholarships

- **Chinese Government Scholarship:** Students from British Columbia have the opportunity to study at a Chinese university on scholarships from the People's Republic of China, in collaboration with the Ministries of Education and Advanced Education. The program was initiated in 2006. Five full and 10 partial-scholarships are available annually.

#### Key Events and Initiatives

- **China Education Expo** - In November 2013, the British Columbia Council for International Education (BCCIE) delivered a major British Columbia presence during the 2013 China Education Expo (CEE) events in Beijing, Xian, Wuhan, Shanghai, and Chengdu. The CEE is China's leading event for schools and institutions to expand their presence in the world's potentially largest recruitment market. It attracts approximately 66,000 visitors. BCCIE provided coordination of British Columbia institutions, including K-12 and post-secondary, during the Expo events, as well as coordination of additional events, such as Education Roundtable in Beijing, to ensure BC has a major presence in lead-up, during and following the CEE.

### KOREA

#### Students from Korea in British Columbia

- In 2011/12, there were 15,200 international students from Korea studying in British Columbia, including 2,200 in public post-secondary institutions, 400 in private post-secondary institutions, 9,300 in Languages Canada schools, and 3,300 in the kindergarten to grade 12 level.
- Korea was the second largest source country for international students in British Columbia accounting for 14 per cent of the total international student population.
- Approximately 43 per cent of the international students from Korea studying in Canada were studying in British Columbia.

#### Inter-institutional Educational/Exchange Agreements

- According to available information, British Columbia public post-secondary institutions maintain at minimum 25 agreements with partner institutions and organizations in Korea including for exchange, joint degrees, contract training and other types of collaboration.

### JAPAN

#### Students from Japan in British Columbia

- In 2011/12, there were 11,500 international students from Japan studying in British Columbia, including 1,500 in public post-secondary institutions, 600 in private post-

## Premier's Jobs & Trade Mission 2013

### International Education Overview - China, Korea and Japan

---

secondary institutions, 8,600 in Languages Canada schools, and 800 in the kindergarten to grade 12 level.

- Japan was the third largest source country for international students in British Columbia accounting for 11 per cent of the total international student population.
- Approximately 54 per cent of the international students from Japan studying in Canada were studying in British Columbia.

#### Inter-institutional Educational/Exchange Agreements

- According to available information, British Columbia public post-secondary institutions maintain at minimum 83 agreements with partner institutions and organizations in Korea including for exchange, joint degrees, contract training and other types of collaboration.

Contact: Darryl Soper  
Executive Director  
250 387-2572

DRAFT



June 14, 2013

Ref: 167736

Ju Hui Lee, Director  
Ministry of Education  
International Cooperation Bureau  
Education ODA and Mobility Team  
77-6 Sejong-Daero  
Jongno-gu, Seoul  
Republic of Korea  
**Email:** [areumjeong@mest.go.kr](mailto:areumjeong@mest.go.kr)

Dear Ju Hui Lee:

I am writing to confirm receipt of your May 23, 2013 letter outlining concerns about five offshore schools operating under the British Columbia Global Education Program. At the outset, I wish to reassure you that the British Columbia Ministry of Education takes the concerns raised in your letter very seriously. In addition, we share a strong interest in sustaining a reciprocal, cooperative and long term relationship with the Korean Ministry of Education.

The British Columbia Ministry of Education is actively working to assess the implications of the concerns outlined in your letter and identify next steps. As a first step, would it be possible for your office to provide us with additional information in order for the British Columbia Ministry of Education to more fully understand the issues that are raised in your letter. We could then arrange to have a more fulsome discussion of the actions needed to resolve those issues? Specifically, we would welcome your assistance with respect to the following:

- We understand that the Korean Ministry of Education intends to instruct institutions to take corrective action. Would you please outline the intended timing of such instructions? In addition, what specific corrective actions would be acceptable? Finally, what timeframe would you allow for institutions to implement the instructions?
- The British Columbia Ministry of Education has been informed that a large number of similar educational institutions are operating with *hagwan* approval in Korea. Would you tell us what steps the Korean Ministry of Education is taking to address the situation with other similar education institutions? Would you please share with us a copy of the hagwan regulations, policies and procedures under which these institutions are registered?
- The British Columbia Ministry of Education would also welcome any available information you may be able to share regarding the long term plan for international education in Korea. If parents and students are seeking English degree or diploma

granting options, we would welcome the opportunity to work with your Ministry to explore options for domestic English language programming that would provide parents a high quality alternative to sending their children that are consistent with your Ministry's vision.

Four Memoranda of Understanding between Korean authorities and the British Columbia Ministry of Education are attached for your information and review. Additional examples of Korean approvals are also attached.

Thank you for bringing the concerns outlined in your letter of May 23, 2013 to our attention. Please be assured that the British Columbia Ministry of Education wishes to work collaboratively with your office to find a solution that is agreeable to the Korean Ministry of Education and in the best interest of the students and their families.

Again, thank you for writing.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Claire Avison', with a stylized flourish at the end.

Claire Avison  
Assistant Deputy Minister

Attachments (2008 MOU)

pc: Heather Beaton  
Areum Jeong

MINISTRY OF JOBS, TOURISM AND SKILLS TRAINING  
AND MINISTER RESPONSIBLE FOR LABOUR  
**INFORMATION NOTE**

Date: November 8, 2013

**PREPARED FOR:** Premier's Jobs and Trade Mission 2013

**ISSUE:** BC's Liquefied Natural Gas (LNG) Workforce Needs

**BACKGROUND:**

- It is projected British Columbia will have approximately one million job openings to 2020, including several thousand in LNG related occupations.
- Based on a scenario with five operational LNG plants by 2021, it is estimated that there will be 102,500 direct jobs; 198,700 indirect jobs and 53,000 induced jobs. This includes up to 75,000 jobs at peak construction and 75,200 on-going operational jobs (2,400 permanent; 61,700 support; 11,100 induced).
- The types of LNG employment opportunities vary depending on whether they are in the construction or operations phase.
  - Examples of construction jobs include steamfitters, pipefitters and welders
  - Examples of permanent operational jobs include oil and gas field workers, plant operators and heavy equipment operators.
- Ensuring that BC has the skilled workforce required by the LNG sector is crucial to ensuring that BC and Canada can become global leaders in supplying natural gas.
- With the convergence of significant economic growth in the LNG sector and BC having an aging population, it is projected the number of workers needed in the labour market will be greater than the number of workers available by 2016.
- Skilled immigrants are an essential part of BC's success – immigrants will need to fill one-third of all job openings by 2020, including in the LNG sector.
- BC currently receives about 40,000 new immigrants each year, primarily from China, India and the Philippines.
- Immigration to BC from China, Korea and Japan represented about 30.5 percent of BC's total immigration in 2012. Immigration from China was the highest overall (23 percent), with Korea (5.8 percent) and Japan (1.7 percent) making up a smaller amount.

**DISCUSSION:**

- BC's approach to LNG workforce development puts British Columbians first in line for the jobs created – starting with individuals in local communities including local First Nations. Given the magnitude of the LNG opportunity, BC is implementing a comprehensive skills training program to ensure we are able to meet market demand.

- The Skills and Training Plan is building local, regional and provincial solutions to the LNG labour market demand.
- Skilled immigrants -- both temporary and permanent -- will be necessary to ensure there will be workers when and where required.
- BC aims to continue its strong relationship and record of labour mobility with China, Korea and Japan. Given that 30 percent of new British Columbians arrive from one of these three countries, they are well positioned to take advantage of the LNG opportunities that will exist for skilled international workers interested in re-locating to BC.

#### **KEY MESSAGES:**

- BC and Canada are positioning themselves to take advantage of the opportunities presented by LNG development.
- A skilled workforce is an essential component of ensuring that BC and Canada maintain a competitive edge and continue to attract interested proponents.
- Even with a focus on British Columbians as “first in line” for LNG jobs, there will still be a demand for skilled immigrants to fill both permanent and temporary jobs.
- Given BC’s strong relationship and record of cooperation with China, Korea and Japan, skilled immigrants from these countries are well positioned to take advantage of LNG workforce opportunities.

Contact: Scott MacDonald, ADM, Labour Market and Immigration Division  
 Telephone: (office) 250-953-3585 (cell) 250-514-5553

Reviewed by				
Dir: CN	ED: KG	ADM: DSM	DM:	MIN:



---

## LNG – KEY MESSAGES

November 15, 2013

- British Columbia has an unprecedented opportunity to create economic growth through the development of a new liquefied natural gas (LNG) industry.
- The market potential is clear and the demand for LNG is growing.
- Major industry players have shown a sincere commitment to creating an LNG industry in B.C. We are working closely with proponents as they advance their plans to build LNG infrastructure on B.C.'s coastline. There are 12 LNG proposals in B.C. at various stages of development.
- If five LNG plants are built, the cumulative gross domestic product benefit to British Columbia is expected to add up to \$1 trillion by 2046. LNG will create thousands of jobs and economic benefits.
- Part of our plan is a Prosperity Fund which will strengthen communities across the province and put B.C. on a path to becoming debt free.
- The advantages we provide for industry are clear:
  - We have lower shipping costs thanks to our proximity to growing markets.
  - We have a vast supply of natural gas to meet demands.
  - Our long history of safe, responsible natural gas development makes B.C. a reliable place to invest and conduct business.
  - We have strong relationship with B.C.'s First Nations and continue to facilitate mutually beneficial partnerships.
- B.C. has a 50 year record of safely recovering oil and gas resources as well as world leading environmental standards. Our natural gas sector is safe and responsible.

Source: Ministry of Natural Gas Development



BRITISH COLUMBIA, CANADA

MEETING GLOBAL  
DEMAND FOR

LIQUEFIED



NATURAL GAS





**BRITISH COLUMBIA, CANADA'S STRATEGIC PACIFIC RIM LOCATION,** abundant resources and supportive business environment ideally position the province to become a global leader in the supply of Liquefied Natural Gas (LNG). Opportunities abound in British Columbia, with numerous natural gas projects identified and a strong government commitment to building this new industry.

## British Columbia's Advantages

### Vast Resources

British Columbia's natural gas supply is estimated at over 1,400 trillion cubic feet. To put it in perspective, each year industry extracts about 4 trillion cubic feet of natural gas. Based on the amount of gas industry is able to recover and increased activity, B.C. has over 80 years worth of natural gas supply. And, new discoveries are being made all the time.

### Easy Market Access

Efficient supply chains, superior transportation linkages and the shortest sea route between North America and Asia make British Columbia a supplier of choice. Deep water ports in locations like Prince Rupert and Kitimat are ideally positioned for growth in LNG shipments to Asia.

## Profitable Environment

Extractive industries benefit from low corporate tax rates, incentives such as tax or royalty credits, and low-cost power – doing business in British Columbia is good for the bottom line. British Columbia benefits from Canada's sound financial system and enjoys a AAA credit rating with a stable economy that makes it a favoured port of call for investors.

British Columbia has unique royalty programs in place to strengthen the economics of capital investments made in the Province. The Infrastructure Royalty Credit Program, for example, facilitates the construction of new roads and pipelines by providing credits to the companies that build them. Royalty credits improve access to new resource finds and helps B.C. reach its potential in natural gas supply and export.

## Business Advantages

Businesses can count on a British Columbia government that is:

- » Focused on creating the best business climate in North America
- » Actively encouraging investment, with few restrictions on foreign investors
- » Cutting red tape and streamlining regulations
- » Maintaining strong, responsible fiscal policy. Government has tabled a balanced budget for fiscal year 2013 / 2014
- » Determined to maintain tax competitiveness, demonstrated by significant tax reductions and targeted tax credit incentives implemented since 2001

## B.C.'S LNG ADVANTAGES

- » Low shipping costs
- » Secure, stable government
- » Vast natural gas reserves
- » High environmental standards
- » Clean electricity
- » Positive relationships with First Nations
- » A well-established service sector
- » Strong, updated regulations

## EXTRACTING NATURAL GAS AND EXPORTING LNG

1

A WELL EXTRACTS NATURAL GAS FROM DEEP UNDERGROUND AND IT IS PIPED TO A LIQUEFACTION PLANT.



2

ONCE AT THE PLANT, THE NATURAL GAS IS COOLED AND LIQUEFIED.



3

NOW LNG, IT CAN BE SAFELY LOADED ONTO A SHIP FOR TRANSPORT OVERSEAS.



4

AFTER REACHING ITS CUSTOMER, THE LNG IS THEN UNLOADED AT A REGASIFICATION FACILITY FOR CONVERSION BACK INTO ITS ORIGINAL FORM.



5

THE NATURAL GAS IS PIPED TO HOMES AND INDUSTRY FOR USE.



**1,400 TRILLION  
CUBIC FEET  
= 80+ YEARS**

B.C.'s natural gas supply



Short transit times,  
low shipping costs

**OVER 93%  
B.C.**

Electricity for manufacturing  
processes comes from clean  
and renewable sources





## British Columbia's Natural Gas Supply

FOR MORE THAN 50 YEARS PEOPLE HAVE BEEN EXTRACTING NATURAL GAS in British Columbia. The Province has a world-class regulatory framework in place to govern extraction of natural gas from the soil.

Some of the world's most promising areas for natural gas extraction are found in B.C. – in places like the Horn River Basin and the Montney Basin.

Thanks to new innovations, B.C. has been able to access newly discovered shale rock formations – a relatively common type of rock formation in the province – deep under the surface.

To extract the natural gas from these formations, engineers use a stimulation technique known as hydraulic fracturing. The natural gas extracted this way is often referred to as shale gas.



## A Growing Industry

THE B.C. GOVERNMENT SET A GOAL OF HAVING THREE LNG FACILITIES in operation by 2020.

To achieve this goal, an LNG Strategy was developed which set in motion a plan to build the industry. The strategy captured the attention of large companies and global investors who have since come forward with a variety of LNG proposals, now at various stages of development. Most of these projects are planned for northwest British Columbia in communities such as Kitimat and Prince Rupert. These projects are so significant that they represent the largest private sector investment proposals in the Province's history.



### List of announced LNG proposals as of Summer 2013:

LNG PROJECT	PROPONENT	LOCATION
Discovery LNG	Quicksilver Resources Canada	Campbell River
Douglas Channel Energy project	Douglas Channel Energy Partnership/ Haisla Nation/Golar LNG	Kitimat
Kitimat LNG	Apache Corp. and Chevron Canada	Kitimat
LNG Canada	Shell Canada and their co-venture partners–KOGAS, Mitsubishi, and PetroChina	Kitimat
Pacific Northwest LNG	PETRONAS/Progress Energy/Japex	Prince Rupert
Prince Rupert LNG	BG Group	Prince Rupert
Woodfibre LNG Project	Woodfibre Natural Gas Limited	Squamish
TBD	AltaGas and Idemitsu	Site pending
Multiple proposals Inginbc.ca	Various	Crown Land near Prince Rupert





## Environmental Leadership

### BRITISH COLUMBIA IS A WORLD LEADER IN ENVIRONMENTAL REGULATION

for natural gas development. Exploration and extraction practices are tightly monitored to protect wildlife. The latest pipeline technology is used to safeguard water from harm.

The B.C. government is taking action to maintain a safe natural gas sector while also building the cleanest LNG industry in the world. In negotiations with proponents, the Province continues to focus on the use of clean energy sources to power LNG facilities. New measures to manage greenhouse gas emissions are also being evaluated.

Major liquefied natural gas export facilities require an environmental assessment from both the provincial and federal government. British Columbia has been working with Canada's federal government to find a more efficient, streamlined approach. Today, a more efficient procedure is possible, where one agency – the BC Environmental Assessment Office – performs a review of a project proposal, with a final decision from both B.C. and Canada. This streamlined process means major LNG projects will be subject to a faster, but still comprehensive, review and capital planning can move forward faster than in years prior.

As a future supplier of the cleanest burning fossil fuel, B.C. will help other markets transition to cleaner natural gas and away from energy sources like coal. For years, areas of Asia have relied heavily on coal for energy needs. Soon, with access to B.C.'s natural gas, coal-fired power generation should decrease and cleaner energy production will fill the gap.

## A Highly Skilled Workforce

### BRITISH COLUMBIA CURRENTLY HAS A MATURE UPSTREAM GAS INDUSTRY

with more than 13,000 skilled workers. As well, the province graduates record numbers of skilled workers each year.

- » Over 8,000 skilled workers graduated from trades programs in B.C. last year.
- » There are over 35,000 apprentices enrolled in trades programs across the province.

Recently, the Government of British Columbia, in partnership with industry representatives, First Nations groups, construction associations, and training institutions developed the Natural Gas Workforce Strategy and Action Plan. The plan identifies workforce needs for both construction and operation stages and establishes six key actions to ensure the LNG industry has the workers it needs:

1. Ensure British Columbians are aware of the job opportunities available in the sector
2. Remove barriers to local labour force participation
3. Develop the skills and qualifications required for construction and operation
4. Develop capacity in local businesses
5. Source and relocate workers from other parts of Canada and the world
6. Offer work arrangements that support workers rotating into the economic region

British Columbia's Industry Training Authority will invest \$13 million through a Canada-B.C. Labour Market Agreement in fiscal 2013/14. As a result of such investments, industry stakeholders will have a well-educated and prepared workforce for construction and operational needs, and we can increase the participation of First Nations, immigrants, women, and other under-represented workers in the process.

## Community and First Nation Engagement

**OVER THE NEXT YEAR, THE PROVINCIAL GOVERNMENT WILL BE HELPING** communities prepare for the emerging opportunities and demands of a growing natural gas sector and a new LNG industry.

The British Columbia government anticipates rapid economic development and population growth, especially for municipal services that support health, education and public safety.

And, we are prepared to work with impacted communities to help them plan towards that opportunity. Measures to sustain infrastructure in growing communities will be taken seriously, including the needs associated with sewers, water quality, health care, education and recreation services.

Over the coming years, the Province will work in partnership with our communities and to support economic and social opportunities for families.

Together, we will lay the groundwork to ensure our communities remain healthy and are equipped to deal with growth.

Most recently, the provincial government signed an Economic Partnership Agreement with 15 First Nations along the planned pipeline route for Kitimat LNG – a proposal by Apache Corp. and Chevron Canada.

Similar agreements are being negotiated now to secure long-term economic opportunities for First Nations all over northern B.C.

As part of the provincial government's commitment to create jobs for British Columbians, skills training and apprentice programs are also being expanded to increase First Nations participation.

First Nations have an important and direct role in the development of our natural gas export potential.

We look forward to working with First Nations, our communities and industry to advance plans in LNG impacted communities and along proposed pipeline corridors.

## Committed to Success

### BRITISH COLUMBIA IS SERIOUS ABOUT CREATING A STRONG LNG INDUSTRY.

We have created a Ministry of Natural Gas Development to pursue the opportunity and are well on our way to establishing a globally competitive LNG export industry in British Columbia.



## CONTACT

### Brian Hansen

Assistant Deputy Minister and  
Lead Negotiator, Energy and  
LNG Initiatives

Ministry of Natural Gas  
Development, 8th Floor - 1810  
Blanshard Street, Victoria, BC,  
Canada, V8W 9N3

Phone: 250 952-0124  
Brian.Hansen@gov.bc.ca

### Michael Track

Executive Director,  
International Investment and  
Company Attraction

Ministry of International Trade  
999 Canada Place, Suite 730  
Vancouver, British Columbia  
Canada, V6C 3E1

Phone: 604 775-2202  
Fax: 604 775-2070  
Michael.Track@gov.bc.ca

[www.britishcolumbia.ca](http://www.britishcolumbia.ca)







Pages 576 through 577 redacted for the following reasons:

-----

s16

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

**INFORMATION NOTE**

Cliff #: 12334

Date: November 12, 2013

**PREPARED FOR:** Minister Teresa Wat

**ISSUE:** Pulp imports - November 6 announcement of Chinese-imposed anti-dumping duties on dissolving pulp imports from Canada, the US and Brazil.

**KEY MESSAGES:**

- These dumping duties affect a specialty type of pulp produced by only a few mills in Canada and elsewhere, not the bulk of BC's pulp shipments.
- On November 7, 2013, China imposed a 13% duty on certain pulp shipments from Canadian companies Tembec and Fortress Paper.
- The Neucel mill in Port Alice BC was investigated in the case but no duties were applied. No mill in BC will face the duties on shipments to China.
- The case does not involve BC government policy.

**BACKGROUND:**

On February 6, 2013, the Ministry of Commerce of the People's Republic of China (MOFCOM) announced an anti-dumping investigation on imported dissolving pulp produced in Canada, the US, and Brazil. (Dumping is a type of predatory pricing that occurs when manufacturers export a product to another country at a price either a) lower than the price charged in its home market or b) lower than its cost of production.)

On November 6, 2013, MOFCOM announced preliminary anti-dumping duties to be charged on imports beginning November 7, 2013.

Five Canadian companies were identified in the investigation: (1) Tembec Inc.; (2) Fortress Specialty Cellulose Inc.; (3) Neucel Specialty Cellulose Ltd (Neucel); (4) AV Nackawic Inc.; and (5) AV Cell Inc.

Duties will be applied on a company specific basis at the following rates:

Neucel Specialty Cellulose Ltd.	0%
Fortress Specialty Cellulose Inc.	13.0%
AV Nackawic Inc. & AV Cell Inc.	13.0%
Tembec Inc.	13.0%
*All Others	50.9%

*\*"all others" generally only applies to new companies initiating shipments.*



US company rates are in the 20% range. The main Brazilian company rate is 6.8% with an “all others” rate of 49.4%.

The product being investigated is cellulose pulp. This kind of pulp is not used in papermaking, but in other applications such as clothing (rayon) and other product manufacturing.

#### **DISCUSSION:**

Dumping cases are about company behaviour, not government programs, and so there is not much role for government in these types of cases.

Companies in the investigation with a BC aspect to their operations are as follows:

#### **Neucel:**

- 0% duty
- Mill in Port Alice, BC
- purchased in 2011 by Chinese company Fulida
- Fulida is one of the leading producers of rayon in the world.

#### **Fortress Paper**

- 13% duty
- head office in Vancouver
- mills in Quebec and Switzerland

#### **Tembec**

- 13% duty
- Sawmill and pulp mill in BC, but not the type of pulp affected by the duty
- Head office in Montreal, pulp mills affected by duty in Quebec

#### **NEXT STEPS:**

This dumping case will continue with periodic announcements of new calculations and updated duty rates from MOFCOM in China as data becomes available.

Canada has the right to challenge Chinese dumping decisions at the WTO. Fortress Paper’s Nov 6 press release contemplates the possibility for a Canadian WTO challenge on this issue.

Prepared by: Rebecca Ewing, Director, Trade Initiatives Branch  
Telephone: (office) 250-953-4683 (Cell) s17

Reviewed by				
Dir: RE	ED: DW	ADM:	DM:	MIN:



## BRIEFING NOTE FOR INFORMATION

**DATE:** November 15, 2013

**PREPARED FOR:** Premier's Jobs and Trade Mission 2013

**ISSUE:** Canada's Pacific Gateway's competitive advantages

### SUMMARY:

British Columbia forms part of Canada's multi-modal transportation network, creating an efficient, reliable, integrated supply chain serving North America. BC's ports, rail, road and air services connect buyers to sellers and deliver goods to markets.

### BACKGROUND:

- Canada's Pacific Gateway is a unique collaboration of public and private sector partners. The cooperative relationship among competitors ensures the reliability and resiliency of the transportation trade network.
- The Pacific Gateway Alliance partners have collectively committed over \$22 billion in port, rail, road, and airport infrastructure to support the efficient, reliable movement of goods through Canada's Pacific Gateway.
- British Columbia ports are closer to Asia than any other North American west coast ports.
- Rail service from Vancouver or Prince Rupert is 4 days to destinations such as Chicago or Toronto.
- Labour stability at the ports is assured by an 8-year agreement between the longshoremen and foremen and BC Maritime Employers' Association.
- New road infrastructure is improving vehicle and rail access to ports in Vancouver and Prince Rupert: Roberts Bank Rail Corridor, South Fraser Perimeter Road, Ridley Island Road Rail Utility Corridor (Prince Rupert), Port Mann Bridge, TransCanada Highway improvements to the Alberta provincial border.
- By the end of 2014, recent investments in British Columbia's road network will total almost \$8 billion. Rail investment connecting British Columbia to the rest of Canada and into the US will be almost \$7 billion.
- United States and Canada have collaborated on expediting inbound, secure containers, with a "Cleared once, Accepted twice" program, now in place for Prince Rupert. New container examination facilities are being built in the Lower Mainland and also offer these services as of 2015.
- Privately owned and operated port terminals will have completed close to \$3 billion in infrastructure and performance improvements to increase capacity by the end of 2014.
- Improvements of over \$3 billion, to expand capacity and service and improve connectivity between Vancouver International Airport and the world, will be complete by 2020.
- More information, including videos, and information in Korean, Japanese and Chinese is available at [www.pacificgateway.gov.bc.ca](http://www.pacificgateway.gov.bc.ca)

### PREPARED BY:

Linda Harmon  
Branch  
(250) 356-0745

### REVIEWED BY:

Lisa Gow, Executive Director  
Pacific Gateway Branch  
Jacquie Dawes, ADM, Partnerships

### INITIALS:

LG

JD



---

## FACTSHEET

November 2013

Ministry of Finance  
British Columbia, Canada

### OFFSHORE RENMINBI (CNH) MARKET

- Most RMB trade transactions have been for Mainland Chinese imports. As the Mainland paid RMB to their foreign counterparties, a large pool of RMB deposits was created abroad, mostly in Hong Kong.
- Driven by RMB trade settlement, RMB deposits in Hong Kong have increased dramatically from RMB 63 billion in 2009 to over RMB 700 billion as of August 2013. (Source: HKMA). With the accumulation of RMB deposits in Hong Kong, RMB holders sought RMB-denominated investment opportunities.
- Development of the CNH market originated in 2007 to meet this demand. Regulatory changes in 2010 introduced by the Peoples' Bank of China and Hong Kong Monetary Authority allowed non-Chinese participation in the CNH market and allowed more RMB flows between offshore and the Mainland. Since 2010, RMB trade volumes and offshore RMB deposits have risen sharply and, along with it, so has the CNH market.

#### **The CNH market has evolved substantially:**

- In 2010 total issuance in CNH was RMB 36 billion. As of this year-to-date issuance is up to RMB 215 billion, already surpassing last year as the largest on record. (Source: Bloomberg)
- Issuance in the past year remains dominated by Mainland Chinese banks and corporations, which have taken advantage of the lower CNH yields compared to the Mainland (about 70 per cent of total).
- The cross-currency swap market has developed further, leading to issuance by offshore financial institutions and sub-sovereign and supra-agencies (SSAs).
- The absence of a longer swap market historically explains why much of issuance is 3 years and under, however this has recently started to push out to 5 years (and even longer in instances), which should continue to aid Dim Sum market growth.
- The credit rating of most issuers in past year is largely A and lower (about 70 per cent of the total); less than 2 per cent of issuers were rated AAA.
- CNH investors continue to diversify both geographically and by investor type. Main investor types include commercial and private banks, fund managers, insurance companies and corporate treasuries. Investors from Hong Kong and Singapore dominate, with Taiwan emerging and investors from Europe and North America starting to build RMB portfolios. The deepest pool of RMB liquidity remains in Asia, and these investors are important for gauging market interest and price discovery.
- The CNH market is starting to see more SSAs participate, especially from Europe, although this is still an emerging development as the market matures and diversifies.

Contact: Government Communications and Public Engagement  
British Columbia Ministry of Finance 250-356-2821

## Information Note

### Advice for Premier's Jobs and Trade Mission 2013

Date: November 6, 2013

Cliff #: 100328

Issue: BC Technology Sector – Strategic Opportunities in Asia

#### Conclusion:

- The Premier's Jobs and Trade mission to China, Korea and Japan, will allow BC to forge and expand upon strategic opportunities for BC's technology sector.
- The sheer size and rapid growth of the Asian technology sector provides major opportunities for BC technology companies to expand and have access to international talent.
- BC has a considerable array of strengths that may be emphasized to showcase our technology sector and help expand markets, including:
  - Existing competitive advantages and investments in our main technology subsectors;
  - A multicultural technology sector workforce with the skills and capacity to compete and expand internationally; and
  - An extremely competitive and attractive business environment.

#### Background / Facts:

- The BC technology industry is a significant economic engine for the province and is outpacing traditional resource-based industries in revenue and employment, both in current size and growth rate.
- Technology is one of the eight key sectors identified in 'Canada Starts Here: The British Columbia Jobs Plan' and accounts for almost six percent of provincial GDP.
- Flowing from the Jobs Plan, the BC Technology Strategy focuses on four key action items to deliver on technology sector priorities:
  - accelerating technology commercialization and adoption;
  - building on regional strengths to create new opportunities;
  - developing talent for a knowledge-based economy; and
  - expanding markets for British Columbia technology.

#### Analysis:

- The upcoming Jobs and Trade mission to China, Korea, and Japan will allow BC to forge and expand upon strategic opportunities for BC's technology sector. BC is well positioned to compete for global market share by continuing to build upon its foundation of a global trade office network, a strong talent base and focused provincial investment.
- **Strength:** BC has existing competitive advantages and investments in our main technology subsectors, with clusters of excellence in:

- o clean technology;
  - o information and communication technologies;
  - o wireless, digital and screen based media; and
  - o health and life sciences.
- **Strength:** BC's multicultural technology sector workforce has the skills and capacity to compete and expand internationally. The technology sector:
  - o Employs over 84,000 people, more than the forestry, mining and oil and gas sectors combined;
  - o Was the second fastest creator of new jobs in the private sector over the past decade;
  - o Has grown revenue from \$12.1 billion in 2001 to \$18.9 billion in 2009, an average of 5.7 percent annually, more than double the rate of overall provincial GDP growth;
  - o Has grown technology exports from \$2.2 billion in 2001 to \$4.1 billion in 2009, which now represents 10 percent of all BC exports; and
  - o Continues to expand due to strongly linked entrepreneurial and regional networks, world-class post-secondary institutions, technology acceleration and commercialization programs and regional industry clusters, both emerging and mature.
- **Strength:** BC has made it a priority to create an extremely competitive business environment, and attract new investments and facilitate market access by:
  - o Enhancing access to capital through venture capital tax credit programs.
  - o Streamlining regulatory requirements to reduce barriers to trade and major projects.
  - o Pursuing new sources of innovation funding through federal and industry partnerships.
  - o Harmonizing provincial policies with major trade partners and adopting competitive policy and practices.
- **Opportunity:** The global technology market is enormous, growing rapidly, and represents a significant opportunity for the province:
  - o Global technology industry revenues for 2011 are estimated at \$8.8 trillion, representing 14 percent of global GDP of \$63 trillion.
  - o The growth rate of the global high technology manufacturing industry averaged 7.4 percent over the period 2001-2010.
- **Opportunity:** A key initiative identified in the BC Technology Strategy is to work with the federal government to expand expedited immigration for skilled workers, entrepreneurs and researchers, and international post-secondary students.
  - o In April 2013, Citizenship and Immigration Canada launched its new federal Start-Up Visa program. The five-year pilot project aims to bring innovative young companies and their entrepreneurs to Canada.

**Contact:** Kevin Butterworth, Executive Director, Technology and Innovation, 250-356-1894

# BC Wood Products

## Market Development Program - JAPAN

---

### KEY FACTS

- Japan is a critical market for the B.C. forest products industry. The market has been vital for both spruce-pine-fir (SPF) and coastal species exports and consumers in Japan have typically demanded higher grades and value-added product, leading to overall higher returns for B.C. producers.
- B.C. organizations have been actively promoting wood products in Japan for more than 25 years and Japan remains the third largest market for B.C. wood products in terms of both volume and value.
- In 2012, B.C. exported 2.6 million cubic metres in commodity wood products (lumber, oriented strand board, plywood and fibre board) valued at \$711 million. Year to-date figures for 2013 show an increase in both volume and value over the same period in 2012.
- B.C. is a market leader in Japan with a 39 per cent share of softwood lumber imports and a 23.8 per cent share of total commodity softwood imports.
- Japan is a mature market for housing; however, opportunities exist for B.C. wood products in hybrid construction (mixed wood and concrete/steel construction), specialty residential construction (e.g., elderly care housing) and in “green building”.
- Despite the slowdown in the market following the Tohoku Earthquake, there is potential for growth in Japan’s consumption of B.C. wood products.
- Japan’s new Wood Use Points Program is of significant concern to B.C. and other exporters of wood products to Japan. Under this program, consumer rebates are awarded for the purchase of homes built with domestic wood species. Imported products are excluded from this program.

### MARKET STRATEGY

- Canada Wood Group (CWG) is responsible for delivery of the Japan market development program, with financial support from FII and Natural Resources Canada. As Japan is a mature market for many wood products, the market development program is focused on developing niche opportunities in elderly care facilities, post-and-beam and 2x4 wood-frame construction, and value-added products. While SPF volumes held steady in 2012 as compared to the previous year, Douglas-fir, hemlock, and western red cedar saw some declines in volumes.
- Responding to these trends, market development efforts focused on increasing acceptance of coastal species in existing and new applications. Work also continued on building and fire codes to enable expansion and adoption of coastal species. Maintaining an open market for B.C. coastal products has been an increasing challenge in light of moves by the Japanese government to protect markets for its domestic species (e.g., Sugi) which compete directly in applications with hemlock from B.C.

- Construction guides have been completed for several products and despite some slippage in the total volume of OSB, programs are working to ensure B.C. maintains its position as the preferred supplier for OSB.
- In addition to sector- and product-specific approaches, the market strategy for Japan includes delivering the Canada Tohoku Reconstruction Project. This initiative to build wood-frame legacy projects in the tsunami disaster zone is being led by Canada Wood Group with funding from the Governments of B.C. and Canada, industry, and a contribution from the Province of Alberta.

### **SELECT ACCOMPLISHMENTS 2012/13**

- The first two projects under the Canada Tohoku Reconstruction Project were completed in 2013. The \$725,000 Donguri Anne Public Library was officially opened in January, and the \$1.67 million Yuriage Public Market was opened in May. An MOU for a third reconstruction project, the Jericho School for the Disabled in Fukushima Prefecture was signed during the recent forest sector mission to Japan.
- In the medical and welfare sectors, construction of wooden buildings has doubled in three years. This is in part due to the significant promotional efforts around wooden elderly care housing and other specialty building systems. Construction of 17 new wooden elderly care home projects began in 2012.
- Canada Wood Group has been expanding the acceptance of 2x4 building systems as “fireproof” buildings in non-residential segments (“fireproof” being an important distinction in the Japanese code). 270 new approvals were granted in 2012 for 2x4 non-residential buildings designated under the “fireproof” category.
- Value-added promotions generated \$9.2 million in sales in 2012, with the Living and Building with Wood brand promotion reaching over 300,000 industry representatives.
- Canada Wood held 65 separate training sessions for over 2,500 industry professionals in Japan. The sessions encouraged the adoption of B.C. species in construction projects.
- Approximately 60 per cent of specifiers who attended these training sessions report that B.C. is a preferred supplier of forest products.
- Coast Forest Products Association distributed over 19,000 copies of a new Construction Manual for Canada Tsuga (hemlock) usage in non-residential construction to the Japanese specifier community.

### **PREPARED BY:**

Kevin Regan, Director Corporate Relations  
Forestry Innovation Investment  
Cell: 778-990-0766

November 8, 2013

# B.C. Wood Products

## Market Development Program - CHINA

---

### KEY FACTS

- China is the world's second largest consumer of wood products, after the US, and second largest importer of Canadian wood products by volume and value.
- B.C. softwood lumber exports to China were 7.5 million m<sup>3</sup> in 2012, up from 7.3 m<sup>3</sup> in 2011 and 4.5 million m<sup>3</sup> in 2010.
- While the growth in the volume of B.C.'s exports of lumber to China has slowed over the past 18 months, the value of exports has continued to rise. Year-to-date value of B.C. exports is \$899 million (year through August) up 32 per cent over the same period in 2012.
- B.C. maintained its share of the Chinese market despite the recent slowdown in the Chinese economy. As a result, sales of B.C. softwood lumber to China surpassed \$1 billion in 2012 for the second consecutive year.
- B.C. holds a 53-percent share of softwood lumber imports to China, having passed Russia in 2010, and a 50 percent share of total softwood commodity product imports. This is up from 41 percent and 35 percent respectively in 2009.
- Forestry Innovation Investment (FII) is actively working to establish China as a major market for B.C. wood products. FII works collaboratively with B.C. trade associations and the federal government under the "Canada Wood" brand. The Government of Canada provides funding for the program via Natural Resources Canada.
- The FII/NRCan/Canada Wood model is unique in having two levels of government and the private sector working very closely together to develop an emerging market for the benefit of the Canadian forest sector as a whole.

### MARKET STRATEGY

- Over the past ten years B.C. established itself as China's largest source of softwood lumber by supplying the fast-growing commercial, industrial and remanufacturing markets. Concurrently, extensive outreach was used to open new avenues in residential construction by informing and educating regulators, architects, engineers and developers on the advantages of building with wood, particularly for mid-rise residential buildings (up to 6 stories).
- This strategic focus continues, with an emphasis on increasing the use of wood in mid-rise and multi-family construction. Specific priorities include profiling the use of wood "in-fill" walls in mid-rise and high-rise (up to 18 stories) construction, wood-truss roofing, and hybrid construction that pairs wood with concrete, steel and other materials. Efforts are also underway to develop niche opportunities in the villa and townhome markets, both in new resort communities emerging across China, and in districts such as Pudong (Shanghai) where lower density housing is feasible.
- The market development program in China is delivered by the Canada Wood Group (CWG) in cooperation with FII China, and with funding support from Natural Resources



Canada. CWG leads training, research and market promotion campaigns to encourage the adoption of wood building systems and structural and appearance grade products. FII China is responsible for government relations and liaison with state-owned development companies. In large measure, it is FII China's role to provide "front-end" support for government policy makers, and architectural and engineering advice for developers and builders. CWG provides technical expertise on building and fire codes, wood frame construction training, and quality support on job sites.

### **SELECT ACCOMPLISHMENTS 2012/13**

- Under the auspices of the Joint Working Committee of the Ministry of Housing and Urban-Rural Development (MOHURD), Canada Wood and FII China helped establish the China Modern Wood Frame Construction Technology Industry Association in 2012. The WFCA is China's first industry association dedicated to promoting wood frame construction. Members include builders, developers, designers and timber suppliers. The association will cooperate with MOHURD to advance regulations favorable to wood frame construction and to increase knowledge and quality standards throughout the industry.
- With technical support from FII China and CWG, Vanke, China's largest developer, completed another significant wood frame project in the city of Qingdao. The one-storey 1,800 square metre timber building consists of a heavy timber glulam structure with curved 2x6 roof panels. Both the project's wood frame builder and its structural engineering firm are based in Canada. All of the wood materials including glulam, J-grade SPF lumber and plywood were sourced from Canada.
- 2012 saw the launch of new vocational schools to increase training opportunities for local construction trades. Under a partnership with the new China Modern Wood Frame Construction Industry Association, CWG will deliver technical training and support the development of local wood frame construction programs.
- In 2012/13 almost 7,000 building professionals received training via Canada Wood College and seminar programs. Canada Wood Group also completed over 510 site visits to help local construction companies address construction quality issues CWG provided technical advice and quality support to 28 large builders and designers to accelerate their adoption of wood.
- The Council of Forest Industries hosted a mission of Chinese senior media officials to B.C. in 2012. The tour resulted in high profile coverage of wood products in China, including a nationally broadcast, 10-minute television feature on the use of wood in construction.
- The Canada Wood College trained more than 1,200 builders and designers, with 80 per cent of participants reporting that they would be making greater use of wood in future.
- Canada Wood Group's quality support advisors conducted more than 500 job site visits to support the proper use of Canadian wood-frame construction practices and materials.
- More than 43 per cent of architects, builders and specifiers said they considered Canada/B.C. as their preferred supplier of forest products.

#### **PREPARED BY:**

Kevin Regan, Director Corporate Relations  
Forestry Innovation Investment  
Cell: 778-990-0766

November 8, 2013

# BC Wood Products

## Market Development Program – SOUTH KOREA

---

### KEY FACTS

- South Korea has been an important and stable market for B.C. wood products for several years. Although more modest in scale than markets such as Japan and China, Korea has produced consistent returns for B.C.'s Interior lumber producers supplying to the residential housing sector. Following recognition of B.C. oriented strand board products in the Korean Construction Standards in 2010/11, panel products have also shown steady growth.
- South Korea is currently, B.C.'s 5th largest market for B.C. softwood lumber products (behind the U.S., China, Japan and Taiwan).
- In 2012 total B.C. softwood commodity product exports (softwood lumber, OSB, plywood, MDF and particleboard) were 334,121 m3. Total value of softwood commodity product exports to Korea was \$67 million, up five per cent over the previous year.
- Over 90 per cent of all softwood lumber products used in Korea are imported. B.C. currently accounts for 15 per cent of softwood lumber imports.
- Residential housing (platform frame construction) has been the core market segment to date; however changes to building and fire codes are enabling multi-unit wood frame dwellings.
- In 2011 three new four-storey multi-unit wood frame buildings were started in South Korea due to building code work led by the Canada Wood industry consortium with funding from the Government of B.C. via Forestry Innovation Investment. These were completed in 2012 and are the first commercial projects of this kind in South Korea.

### MARKET STRATEGY

- With support from FII and Natural Resources Canada, Canada Wood Group (CWG) is responsible for the delivery of the Korea market development program.
- The strategy for Korea is focused on encouraging more mid-rise (three- to four-storey) residential and commercial construction and hybrid (wood construction on one or two storeys of concrete) building systems. The success of new housing designs such as the "peanut house" two-storey duplex model has lead to growing interest in innovative residential wood design.
- Canada Wood Group and BC Wood Specialties Group, an association of B.C.'s value-added producers, are working closely with local authorities to increase the use of both prefabricated housing solutions and platform frame construction to service the demand for new town developments outside Seoul. Work is also continuing on market barriers related to sound insulation and good progress has been made through new scientific testing of acoustic properties. Examples of wood use for in-fill walls and floors in concrete and post-and-beam buildings are starting to enter the Korean market, presenting a potential growth opportunity.

## **SELECT ACCOMPLISHMENTS 2012/13**

- CWG training in wood construction techniques was delivered to almost 3,000 builders, architects and specifiers through 40 separate training seminars and workshops. More than 700 specifiers received one-on-one project support to assist them with using wood in their projects.
- Sound insulation regulations for party wall assemblies were successfully extended to 2017, which opens up more opportunities for multi-family, multi-storey construction. Work continues to gain permanent acceptance for wood frame assemblies.
- Tools and resources for builders, such as the 450-page Wood Frame Construction Design Drawing Booklet, were disseminated to 53,000 industry professionals through the CWG Korea office.
- CWG expanded its training program and now delivers wood construction content via local construction associations, university programs (19 nationwide), workshops and specialist training in partnership with the British Columbia Institute of Technology.
- Targeted sales promotions for high-end designer furniture and other value-added wood products from B.C. were undertaken by BC Wood Specialties Group. These promotions reached some 275,000 industry representatives and consumers.
- A success arising out of Canada Wood Group's program to encourage wood frame construction in Korea has been the "Peanut" house concept. Introduced in 2011/12, the "peanut house" is essentially a duplex (two family units on one lot) that evokes connotations of a peanut (two nuts in one shell). The innovative design, which has rapidly gained popularity among first time homebuyers, was created with technical support from Canada Wood Group. The objective was to translate Canadian style building systems (townhouses) into the Korean context while achieving three goals: faster construction time; cost savings over similar concrete structures; and low maintenance costs. Using Canadian wood frame construction technology and translating it to the Korean sensibilities, Canada Wood Group and its Korean partners have successfully created a new brand in the Korean housing industry. Over 100 new peanut houses have now been built, or are in the planning stage.

### **PREPARED BY:**

Kevin Regan, Director Corporate Relations  
Forestry Innovation Investment  
Cell: 778-990-0766

November 8, 2013

## BC – trade agreements with South Korea

- Canada and South Korea launched trade negotiations in 2005. Negotiations stalled in March 2008  
s16 South Korea recently (January 2012) resumed partial imports of Canadian beef after an eight-year ban.
- According to a 2007 Preliminary Assessment of the Economic Impacts of a Canada-Korea free trade agreement, full elimination of tariffs for industrial and agricultural products could boost Canadian exports to South Korea by 56% (Department of Foreign Affairs, Trade and Development).
- In the absence of a free trade agreement, Canada is at risk of losing market share in South Korea. South Korea recently concluded free trade agreements with the European Union (July 2011) and the United States (March 2012) and completed negotiations on a three-way investment treaty (a precursor to a free trade agreement) with China and Japan.
- South Korea has concluded eight free-trade agreements (FTAs) with 45 countries and negotiations are under way for 8 new FTAs with 13 additional countries including one with China where negotiations have just begun. South Korea hopes to conclude a FTA with Vietnam in the near future. If all these agreements come into effect, South Korea will become an 'FTA hub' engaged in free trade with economies representing more than 70% of the global economy.
- The US-Korea and EU-Korea FTAs give competitors to Canadian exporters preferential access to the South Korean market and may be partially responsible for a 30 per cent decline in the Province's goods exports to Korea, declining from \$2.7 billion in 2011 to \$1.9 billion in 2012.
- South Korea is British Columbia's fourth largest export destination.
- British Columbia's top goods exports to South Korea are mainly commodities (e.g., coal: \$989 million, copper: \$202 million). British Columbia exports accounted for 52% of all Canadian exports to South Korea, including over 85% of Canadian coal and 95% of Canadian copper, unwrought aluminum and wood in the rough (Industry Canada).
- Priority sectors for BC in the Korean market are: forestry, agri-food, mining, natural gas, international education, transportation and technology. Korean tariffs remain high in a number of sectors including forestry (e.g., 9% on plywood) and agri-foods (56% on average).
- South Korea and Canada are both members of the World Trade Organization and signatory to its agreements (e.g., the General Agreement on Tariffs and Trade (GATT) and the Government Procurement Agreement).

Source: Trade Initiatives Branch, Ministry of International Trade

## CANADA-KOREA BILATERAL RELATIONS

### BACKGROUND

Canada has long enjoyed positive relations with the Republic of Korea (commonly known as South Korea). Canada-Korea bilateral relations are firmly grounded in our history of strong political and economic cooperation. The bilateral relationship continues to develop as South Korea becomes an increasingly important economic partner and a like-minded ally in multilateral fora. Canada and Korea also have strong people-to-people linkages stemming from historical connections, increasing immigration and tourism flows, and academic exchanges.

Though Canada established diplomatic relations with the Republic of Korea in 1963, Canada's relationship with South Korea began when Canada participated in supervising South Korea's first elections in 1948 as part of the United Nations Temporary Commission on Korea.

Canada contributed the third largest number of soldiers to the United Nations Command (UNC) during the Korean War between 1950 and 1953. 26,791 Canadian soldiers served in South Korea, of whom 516 died in service. Some 7,000 additional soldiers served as peacekeepers between 1953 and 1957. Canada remains the only state, other than the US, with permanent military representation at the United Nations Command (UNC). Moreover, as part of the UNC Military Armistice Commission in Korea, Canada participates regularly in supervising the 244-km Demilitarized Zone (DMZ). A Canadian delegation of veterans will travel to Korea for the 60<sup>th</sup> anniversary of the Korean War Armistice in July 27, 2013.

As trading nations, Canada and South Korea support trade liberalization and share membership in many multilateral economic organizations, including the Asia-Pacific Economic Cooperation (APEC) forum, the Organization for Economic Cooperation and Development (OECD), the World Trade Organization (WTO) and the G20.

### Potential and Future Gains

Canada and Korea are natural partners in security, multilateral collaboration, trade and investment, energy and education. 2013 is the 50<sup>th</sup> Anniversary of the establishment of diplomatic relations between Canada and Korea and both countries have undertaken a series of activities and initiatives to raise the profile of the bilateral relationship, deepen cooperation and advance key priorities, including concluding the Canada-Korea Free Trade Agreement (CKFTA), energy, food security, and regional security.

### Cooperation on Global Issues

Canada and Korea share similar views and objectives on a range of multilateral and global issues such as strengthening the multilateral trading system, UN Security Council reform, human rights, non-proliferation of weapons of mass destruction and global economic cooperation. For example, in 2011, South Korea supported the Canada-led *Resolution on the Situation of Human Rights in Iran* for the first time. Korea has also contributed more than \$1,000,000 to Canada's Global Partnership Program for projects on defueling and dismantling nuclear-powered submarines in the Russian Far East. In advance of the 2011 Cannes G20 Summit, Prime Minister Harper and then Korean President Lee Myung-bak signed an open letter to French President Sarkozy, calling for hard policy decisions to help end the Eurozone debt crisis.

Recent years have seen an increase in high-level engagement. Prime Minister Harper has visited South Korea three times since 2009 (bilateral visit in 2009, G20 in 2010, Nuclear Security Summit in 2012). During the High Level Forum on Aid Effectiveness in 2011, then

Minister of International Cooperation Oda signed a letter of intent to sign an MOU on development cooperation with Korea. The MOU was subsequently signed during then Korean Foreign Minister Kim Sung Hwan's visit to Ottawa in September 2012. Finally, during a bilateral meeting at the 2012 Los Cabos G20 Summit, Prime Minister Harper and President Lee agreed to prioritize trade negotiations and pursue closer energy cooperation.

### **People-to-People Linkages**

There are more than 220,000 people in Canada of Korean origin. There are approximately 22,000 Canadians living in South Korea, including about 5,000 English teachers.

Under the International Experience Canada (IEC) program (commonly known as the Working Holiday Program), Canada welcomed 4,058 young Koreans aged between 18 and 30 in 2012. However, only 20 Canadians participated in the program in 2012 due to the working arrangement limitations imposed by South Korea. Canada has expressed its displeasure with the imbalance, and is seeking a new MOU to expand this arrangement into a broader youth mobility framework which could provide more opportunities for Canadian youth. Negotiations are ongoing as of June 2013.

In 2012, South Korean tourists made 155,000 overnight trips to Canada, down slightly from 157,500 in 2011. Education is also a significant component of our commercial relationship and people-to-people ties. South Korea was the third-largest source of international students, with more than 22,000 students in 2011.

There are over 100 active agreements among institutions in Canada and South Korea facilitating the exchange of students, faculty, staff and curricula as well as providing joint research and degree programs. South Korea is home to a modest-sized but reasonably active Canadian Studies community, including a number of university-based centres and the Korean Association for Canadian Studies.

In Canada, the government-affiliated Korea Foundation supports several university research chairs, as well as Korean studies programs and activities. In addition to leading Korean research institutes such as the Centre for Korean Research at the University of British Columbia (UBC) and the Centre for the Study of Korea at the University of Toronto, numerous Canadian post-secondary institutions offer Korean language and culture programs, including: McGill University, University of Alberta, UBC, University of Calgary, Université de Montréal, University of Toronto, University of Waterloo and York University.

The most important annual Korea-related Track II event in Canada is the Canada-Korea Forum, run by the Asia Pacific Foundation of Canada and the Seoul Forum for International Affairs. The event alternates between the two countries and explores a range of bilateral and global issues.

### **Commercial Relations**

South Korea is Canada's 7<sup>th</sup> largest overall merchandise trading partner and the 3<sup>rd</sup> largest in Asia after China and Japan. Canada-South Korea two-way merchandise trade is robust, reaching \$10.1 billion in 2012. Canadian merchandise exports to South Korea were \$3.7 billion in 2012, down 28% from \$5.1 billion in 2011, while Canadian merchandise imports were \$6.3 billion, a decline of 5%. The apparent decline in exports for 2012 is due to "one off" exports in 2011 as well as reduced coal exports worth over \$800 million. Canada's top merchandise exports to South Korea included mineral fuels and oils, cereals, wood pulp, mineral ores, and meat. Canada's top merchandise imports from South Korea include vehicles, electrical and electronic equipment, machinery, mineral fuels and oils, and rubber.

Under the Global Commerce Strategy, Canada has identified South Korea as one of 13 priority markets, with 1) agriculture food and beverages; 2) building products and construction; 3) mining and minerals; 4) education; and 5) information and communication technologies holding significant potential for Canadian companies. Korea is significantly interested in Canada's potential for energy exports as well, and holds a Canada-Korea energy forum annually.

In 2012, South Korean foreign direct investment in Canada reached \$5.8 billion and Canadian direct investment abroad in South Korea reached \$569 million. Foreign direct investment from South Korea has been on an upward trend recently due to a number of major investments, predominantly in Canada's energy and natural resource sectors.

Since the launch of Canada-Korea free-trade negotiations in July 2005, thirteen full rounds of talks have been held, but were stalled in 2008 over sensitive issues. Canadian officials will continue discussions towards the conclusion of a high-quality and comprehensive FTA that will benefit Canadian producers, particularly in light of the entry into force of Korea's trade deals with the U.S. and the EU. The South Korea-EU FTA entered into force July 1, 2011 and the Korea-US FTA entered into force on March 15, 2012.

Korea has a very active free trade negotiation agenda. In addition to existing agreements with Chile, ASEAN, Singapore and Peru, Korea most recently signed agreements with Colombia and Turkey. As of 2012, South Korea is in negotiations for FTAs with Canada, China, Japan, Mexico, the Gulf Cooperation Council (GCC), Australia, and New Zealand. China, Korea and Japan launched a trilateral FTA on the margins of the November 2012 East Asia Summit. Korea and five other countries (China, India, Japan, Australia, and New Zealand) have also launched the negotiations for the Regional Comprehensive Economic Partnership (RCEP). Finally, South Korea is considering FTAs with MERCOSUR, Russia, Israel, the Southern Africa Customs Union (SACU), Vietnam, Mongolia, Central America, Malaysia and Indonesia and upgrading its FTAs with Chile and ASEAN.

### **Recent High-level Visits**

Natural Resources Minister Joe Oliver participated in the World Energy Congress in Daegu, in October 2013.

Veterans Affairs Minister Steven Blaney led a delegation of 35 Canadian veterans on a visit to Korea in April 2013 as part of a revisit program for Korean War veterans.

Governor General David Johnston attended the inauguration ceremony of President Park Geun-hye on February 25, 2013, escorted by four Canadian Parliamentarians (Parliamentary Secretary Deepak Obhrai, Senator Yonah Martin, Barry Devolin MP and Jasbir Sandhu MP).

Then-Korean Prime Minister Kim Hwang-sik visited Ottawa in December 2012 and then-Korean then-Foreign Minister Kim Sung-hwan visited Ottawa in September 2012.

Natural Resources Minister Joe Oliver and Parliamentary Secretary to the Minister of Foreign Affairs Deepak Obhrai visited Korea in September 2012.

Prime Minister Stephen Harper, accompanied by Minister of Foreign Affairs John Baird, Minister of International Trade Ed Fast and Agriculture and Agri-Food Canada Minister Gerry Ritz, travelled to Seoul in March 2012 and participated in the Nuclear Security Summit.

Then-Minister of International Cooperation Bev Oda participated in the Fourth High-Level Forum on Aid Effectiveness in Busan in November-December 2011, and held a bilateral meeting with then-Korean Foreign Minister Kim Sung-hwan.

Minister of State Maxime Bernier (Small Business and Tourism) visited South Korea in October 2011. Minister Bernier promoted tourism to Canada through meetings with key Asian tourism operators and media at Showcase Canada-Asia 2011 in Busan.

Prime Minister Harper and Minister of Finance Jim Flaherty attended the G-20 Summit in Seoul in November 2010. Prime Minister Harper also visited Seoul in December 2009. Then-Minister of International Trade Stockwell Day and Agriculture and Agri-Food Canada Minister Gerry Ritz also conducted programs in Seoul at this time.

Then-Minister of Foreign Affairs Lawrence Cannon visited Seoul in November 2009.

#### Visits by provincial delegations

Minister Coleman from British Columbia, Hughes from Alberta and Ouellet from Quebec participated in the world Energy Congress in Daegu, in October 2013.

Alberta Associate Minister Teresa Woo-Paw visited Seoul in early September 2013.

British Columbia Premier Christy Clark visited South Korea in May 2012 during her tour of Asia.

Alberta Minister of Education Jeff Johnson attended the APEC Education Ministerial Meeting in Gyeongju, South Korea on behalf of Canada's Council of Ministers of Education in May 2012.

Source: Foreign Affairs and Trade Development Canada (DFATD)



## **CANADA-KOREA COMMERCIAL RELATIONS**

### **Background**

In 2012, South Korea ranked as the world's 15th largest economy, boasted a \$1.2 trillion economy, a gross domestic product per capita in excess of \$32,000 (Canada: \$49,842) and was the world's 9th largest trading nation.

South Korea has been arguably the world's most dramatic economic success story. Devastated by an inconclusive war that left it split into two very different, antagonistic societies, South Korea began the second half of the twentieth century with a displaced, impoverished population that was roughly double Canada's in an area the size of New Brunswick. From this daunting start, South Korea began a decades-long process of economic growth that has propelled it into the ranks of the world's developed economies. South Korean economic growth has averaged over 6% a year for the past three decades. (Note: Based on compound average real GDP growth over 30 years). This growth rate is expected to moderate, with the impact of Korea's aging population, continuing structural problems, the appreciation of the won, and increasing competition from China and other emerging economies. Growth in 2012 was 2.0%.

### **Bilateral Trade**

South Korea is Canada's 7th largest merchandise trading partner and its 3rd largest in Asia after China and Japan. Canada-South Korea two-way merchandise trade is robust, reaching \$10.1 billion in 2012. Canadian merchandise exports to South Korea were \$3.7 billion in 2012, down 28% from \$5.1 billion in 2011, while Canadian merchandise imports were \$6.3 billion. The decline in exports for 2012 is due to "one off" exports in 2011 as well as reduced coal exports worth over \$800 million. Canada's top merchandise exports to South Korea included mineral fuels and oils, cereals wood pulp, mineral ores, and meat. Canada's top merchandise imports from South Korea include vehicles, electrical and electronic equipment, machinery, mineral fuels and oils, and rubber.

Under the Global Commerce Strategy, Canada has identified South Korea as one of 13 priority markets, with 1) agriculture food and beverages; 2) building products and construction; 3) mining and minerals; 4) education; and 5) information and communication technologies holding significant potential for Canadian companies. It was the third-largest source of international students (more than 22,000 in 2011), making education a significant component of the commercial relationship and people-to-people ties. There are over 100 active agreements among institutions in Canada and South Korea facilitating the exchange of students, faculty, staff and curricula as well as the provision of joint research and joint degree programs.

Canada and South Korea initialed the text of an open skies-type agreement on June 3, 2009. While the agreement has yet to be ratified, it is administratively in effect and has already resulted in an increase in air service.

### **Trade Policy Priorities**

South Korea already has trade deals in effect with a dozen of economic blocs. These are the US, Chile, Singapore, the European Free Trade Association, the Association of Southeast Asian Nations (ASEAN), India, the European Union and Peru. Korea has also a Comprehensive Economic Partnership Agreement (CEPA) with India since August 2009. Chile predates them all

with a 2004 deal. Colombia (June 25, 2012) and Turkey (August 1, 2012) recently signed free trade agreements with Korea.

South Korea is in negotiations for FTAs with Canada, China, Japan, Mexico, the Gulf Cooperation Council (GCC), Australia and New Zealand. China, Korea and Japan launched a trilateral FTA on the margins of the November 2012 East Asia Summit. Korea and five other countries (China, India, Japan, Australia, and New Zealand) have also launched negotiations with ASEAN countries for the Regional Comprehensive Economic Partnership (RCEP). South Korea will prioritize the conclusion of a free trade agreement with China over a possible trilateral free trade deal that encompasses Japan. South Korea has also stated that joining the TPP is not a priority at this time. Finally, South Korea is considering FTAs with Mercosur, Russia, Israel, the Southern Africa Customs Union (SACU), Vietnam, Mongolia, Central America, Malaysia and Indonesia.

### **Canada-Korea Free Trade Agreement (CKFTA)**

Thirteen rounds of negotiations have been held since the launch of Canada-Korea negotiations in July 2005, but the talks stalled in 2008 due to market access issues. The resumption of Canadian beef exports to the Korean market in January 2012 created positive and Canada proactively re-engaged with Korea on the CKFTA. Despite political engagement from both sides, officials were not able to conclude negotiations prior to the end of President Lee's administration in February 2013. Discussions continue with President Park's new administration with a view to concluding an FTA in the short term. Canada is seeking an FTA that would provide competitive terms of access for Canadian firms in the Korean market, taking into account the entry into force of Korea's agreements with the US (2012) and the EU (2011).

### **Investment**

Two-way stock of cumulative direct investment totaled \$6.3 billion at the end of 2012, with the stock of foreign direct investment in Canada from South Korea reaching \$5.8 billion and the stock of Canadian direct investment in South Korea reaching \$569 million. Canadian companies, such as Magna, Woodbridge, Velan and TD, are well represented in South Korea. Bombardier Transportation has taken an ownership stake in a light rail line in suburban Seoul and employs 170 people.

Korea's foreign direct investment in Canada has been on an upward trend recently due to a number of major South Korean investments predominantly into Canada's energy and natural resource sectors.

In 2009, Korea National Oil Company, through its subsidiary KNOC Canada Ltd., acquired Canada's Harvest Energy Trust for \$4.1 billion. In 2010, Korea Gas Corporation (KOGAS), through KOGAS Canada Ltd., agreed to invest \$1.1 billion into natural gas fields in Northern British Columbia with Encana, and a consortium led by Samsung is investing an estimated \$5 billion into green energy production in Ontario. In 2011, Daewoo opened a \$90 million plant to manufacture wind turbine parts in Nova Scotia. ArcelorMittal has made the announcement on January 2, 2013, that it will sell 15 per cent stake in a Canadian subsidiary that owns Labrador Trough iron ore mine to a consortium led by South Korea's POSCO and China Steel Corporation for USD 1.1 billion. POSCO and China Steel have signed off-take agreements proportionate to their joint venture interests. In Canada, POSCO now has two investments: the

15% stake in ArcelorMittal Mines Canada Inc. for \$1.1 billion recently announced and the 20% stake in Fortune Minerals Ltd. for \$181 million.

## **Energy**

South Korea remains the world's second largest importer of Liquefied Natural Gas (LNG), and considers Canadian LNG as a potentially important partner in its long-term energy security approach. Korea Gas Corporation (KOGAS) is a partner in an international consortium which was recently awarded the third license to export liquefied natural gas from Canada. The consortium, which also includes Shell Canada, Mitsubishi and PetroChina has plans to ship chilled LNG from Kitimat B.C. to Asia. KOGAS has also invested extensively in shale gas projects in British Columbia. A second LNG project with Korean involvement is led by SK Energy, one of the largest Korean oil and gas conglomerates.

South Korea annually cohosts the Canada-Korea energy forum with Canadian provinces. Korea will host the World Energy Congress in Daegu in October 2013, with a significant representation expected from Canada.

## **Science and Technology and Innovation**

Korea is an innovation priority for Canada, although Canada's five year-bilateral S&T Cooperation Arrangement with Korea expired on November 9, 2012

s16

s16

Korea's

areas of strategic interest (automotive, biotechnology, space and nanotechnology) match Canada's strengths and priorities. Foreign Affairs and International Trade Canada/Natural Resources Canada and the Korean Ministry of Knowledge and Economy (MKE) organized a Carbon Capture Storage mission in February 2011 where a Memorandum of Understanding "On Cooperation in Innovation and Energy technologies" was signed by the MKE and Natural Resources Canada. In September 2012, NRCan signed a Joint Statement with South Korea's Polar Research Institute (KOPRI), securing Canadian access to the new state-of-the-art icebreaker "Araon" to conduct research activities in the Canadian Arctic. These developments point to potential for increased collaboration with South Korea in Energy and Arctic related research in the years ahead.

An important policy of President Park's new administration is in nurturing a "creative economy". This increased focus on research and development may provide opportunities for Canadian research institutions and companies looking for partnerships in Korea.

## **Recent High-level Visits**

Natural Resources Minister Joe Oliver participated in the World Energy Congress in Daegu, in October 2013.

Veterans Affairs Minister Steven Blaney led a delegation of 35 Canadian veterans on a visit to Korea in April 2013 as part of a revisit program for Korean War veterans.

Governor General David Johnston attended the inauguration ceremony of President Park Geun-hye on February 25, 2013, escorted by four Canadian Parliamentarians (Parliamentary Secretary Deepak Obhrai, Senator Yonah Martin, Barry Devolin MP and Jasbir Sandhu MP).

Then-Korean Prime Minister Kim Hwang-sik visited Ottawa in December 2012 and then-Korean then-Foreign Minister Kim Sung-hwan visited Ottawa in September 2012.

Natural Resources Minister Joe Oliver and Parliamentary Secretary to the Minister of Foreign Affairs Deepak Obhrai visited Korea in September 2012.

Prime Minister Stephen Harper, accompanied by Minister of Foreign Affairs John Baird, Minister of International Trade Ed Fast and Agriculture and Agri-Food Canada Minister Gerry Ritz, travelled to Seoul in March 2012 and participated in the Nuclear Security Summit.

Then-Minister of International Cooperation Bev Oda participated in the Fourth High-Level Forum on Aid Effectiveness in Busan in November-December 2011, and held a bilateral meeting with then-Korean Foreign Minister Kim Sung-hwan.

Minister of State Maxime Bernier (Small Business and Tourism) visited South Korea in October 2011. Minister Bernier promoted tourism to Canada through meetings with key Asian tourism operators and media at Showcase Canada-Asia 2011 in Busan.

Prime Minister Harper and Minister of Finance Jim Flaherty attended the G-20 Summit in Seoul in November 2010. Prime Minister Harper also visited Seoul in December 2009. Then-Minister of International Trade Stockwell Day and Agriculture and Agri-Food Canada Minister Gerry Ritz also conducted programs in Seoul at this time.

Then-Minister of Foreign Affairs Lawrence Cannon visited Seoul in November 2009.

#### Visits by provincial delegations

Minister Coleman from British Columbia, Hughes from Alberta and Ouellet from Quebec participated in the world Energy Congress in Daegu, in October 2013.

Alberta Associate Minister Teresa Woo-Paw visited Seoul in early September 2013.

British Columbia Premier Christy Clark visited South Korea in May 2012 during her tour of Asia.

Alberta Minister of Education Jeff Johnson attended the APEC Education Ministerial Meeting in Gyeongju, South Korea on behalf of Canada's Council of Ministers of Education in May 2012.

Source: Foreign Affairs and Trade Development Canada (DFATD)

## The Korean Economy

The Korean economy is expected to grow about 2.8 percent this year, up from last year's performance of 2 percent. However, the average annual growth has been stuck at 1.7 percent since the fourth quarter of 2012, considerably below the average pre-2008 crisis growth rate of 4 percent.

The Korean government decided to spend USD 15.5 billion (amounting to 2 per cent of GDP) to boost its economy; this is the third largest stimulus since the 1997 financial crisis. It was aimed primarily at job creation, support for SMEs and strengthening of welfare programs. In May 2013, the central bank made its first rate cut in seven months from 2.7 percent to 2.5 percent to maximize the effect of the government's stimulus package.

The government also announced an investment of USD 35.9 billion over five years to promote the "creative economy" and information technology sector, and create 650,000 new jobs. The government's stated goal is to raise the country's overall employment rate to 70 percent by 2017 from the current 59.8 percent. However, analysts are skeptical regarding this plan, saying the economy would have to grow at an annual rate of 8 percent over the next five years to achieve this goal. Korea's unemployment rate decreased to 3 percent in September from 4 percent in February, when the President Park administration took office, led by job creation in the services sector.

Korea is an export-orientated country; export of goods and services represents 53 percent of the GDP. However, it is currently facing unfavourable trade conditions such as the won's appreciation, the yen's depreciation and higher oil prices. Korea is home to some of the world's largest automakers, shipbuilders and manufacturers of consumer electronics. However, shipbuilding orders steadily fell between 2010 and 2012. Analysts predict that shipbuilding activities could remain slow if the fall of the yen against the dollar continues.

With falling foreign short-term debts, fiscal soundness and persistent current account surpluses, the Korean financial market has seemed resilient in comparison to the financial woes experienced by emerging economies such as India and Indonesia. However, the eventual exit from US quantitative easing and Japanese yen devaluation will pose significant challenges for the Korean economy.

The Korean government maintains an open trade policy but wants to make sure it benefits its national industries. Following that principle, the responsibility for trade negotiations was recently transferred from the Ministry of Foreign Affairs (MOFA) to the Ministry of Trade, Industry and Energy (MOTIE). Korea has completed FTAs with the EU in 2011 and U.S. in 2012. Korea wants to lead regional integration by completing the Korea-China FTA, the Korea-China-Japan FTA, and the Regional Cooperation Economic Partnership (RCEP). Korea will also pursue FTAs with developing countries like Indonesia and Vietnam, as they are key ASEAN members as well as important markets for Korean exports. The Korea-Turkey FTA came into force on May 1, 2013. The Korea-Russia FTA is to resume negotiations suspended since 2008. The Korean government is also investigating the economic benefits of joining the TPP and it is very

likely to do so. The government has said that it plans to complete FTA negotiations with TPP members such as Canada, Australia and New Zealand, either before the end of this year or early next year at the latest.

Energy security is a key driver of South Korean energy policy. Korea is among the most energy dependent nations in the world, with 96.6% of its energy imported from abroad, and is therefore extremely vulnerable to price fluctuations on the world market and highly exposed to supply disturbances. The nation's energy demand is expected to rise by an average of 1.4% annually between 2006 and 2020. Under the previous administration, the Korean government pursued a "Resources Diplomacy" strategy which aimed at securing energy and natural resources by engaging with supplier countries and purchasing extraction rights with the aim of increasing energy self-sufficiency. The previous government also declared nuclear energy as the nation's new growth engine. President Park's administration has not yet officially specified its energy policy: it is expected that it will continue its energy resources diplomacy, but will have to address concerns over the profitability of existing overseas projects. Due to the growing public distrust of the nuclear industry and the Fukushima disaster in Japan, it is forecast that the government will reduce its reliance on nuclear power while other energy sources, such as fossil fuels (mainly LNG) and renewables, will make up the shortfall.

### Major economic Indicators

GDP (3rd quarter 2013)	1.1 % from the previous quarter	3.3% from the same quarter last year
Per Capital GNI (2012)	USD 22,708	
Consumer Price Index (Oct 2013)	-0.3% (month on month)	0.7% (year on year)
Unemployment Rate (Sep 2013)	3.0 seasonally adjusted	2.7% (year on year)
Key rate (Nov 2013)	2.5	
Manufacturing Production (Sep 2013)	-2.3% (month on month)	-3.7% (year on year)
Export (Oct 2013)		7.3% (year on year)
Import (Oct 2013)		5.1% (year on year)
Foreign exchange rate (won/dollar)	1,063 ( average Nov 11, 2013)	
Foreign reserve (end of October 2013)	USD 343B	

\*Month on month: growth from the previous month, Year on year: growth from the same period last year

Source: Department of Foreign Affairs and Trade Development (DFATD)

