



(DRAFT) PROTOCOL ITINERARY

Version 2.6



Visit of

His Excellency HU Chunhua,
Member of the Political Bureau,
CPC Central Committee;
Secretary of CPC Guangdong Committee,
Province of Guangdong,
People's Republic of China

Visit Date: May 8-9, 2016

Guangdong Contact: Ms. WU Yali, Tel:s.16

Accompanied by:

Official Delegates:

1. **Mr. Xu Qin**, Mayor of Shenzhen City.
2. **Mr. Liu Ji**, Deputy Secretary General, CPC Guangdong Committee.
3. **Mr. Fu Lang**, Director General, General Office of Foreign Affairs Leading Group, CPC Guangdong Committee; Director General, Guangdong Foreign Affairs Office (FAO).
4. **Mr. Zhang Jinsong**, Director General, Policy Research Office, CPC Guangdong Committee.
5. **Mr. He Ningka**, Director General, Guangdong Development and Reform Commission.
6. **Mr. Lai Tiansheng**, Director General, Guangdong Economic and Information Commission.
7. **Mr. Huang Ningsheng**, Director General, Guangdong Department of Science and Technology.
8. **Mr. Zhou Rongguo**, Deputy Director General, Bureau of North American, Oceanic, and Scandinavian Affairs, International Department of CPC Central Committee.
9. **Mr. Cang Feng**, Director, Guangdong FAO.
10. **Mr. Zhang Huiling**, Director, Guangdong FAO; Protocol Officer.
11. **Mr. Mao Chao**, Security Officer to Party Secretary Hu Chunhua.
12. **Mr. Lin Kecong**, Deputy Director, General Office of CPC Guangdong Committee.
13. **Ms. Wu Yali**, Deputy Director, Guangdong FAO; Interpreter.
14. **Ms. Zhou Xuan**, Section Chief, Guangdong FAO; Interpreter.
15. **Mr. Zhang Zhonghua**, Secretary to Mayor Xu Qin.

Staff:

16. **Mr. Huang Guoping**, Director, Policy Research Division, Guangdong FAO.
17. **Mr. Zhang Jing**, Section Chief, Administrative Division, Guangdong FAO.
18. **Mr. Zou Lei**, Deputy Section Chief, Protocol Division, Guangdong FAO.
19. **Mr. Wang Shuchi**, Deputy Section Chief, Protocol Division, Guangdong FAO.
20. **Mr. Xu Lin**, Journalist, Nanfang Daily.
21. **Mr. Wang Bin**, Correspondent, Guangdong Television Station.

Contact Information

Ms. WU Yali

Cell:

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Email: s.16,s.22

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*Tel Numbers during
Vancouver visit:*

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24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	1 of 15

Sunday, May 8 - Vancouver

1005 Officials & staff participating in greeting arrive at Vancouver International airport (YVR) and proceed to "Spirit of Haida Gwaii" (jade canoe) sculpture on 2nd level departures area where they are met by YVR representative.

YVR Representative escorts the following into secure area for greeting:

- His Excellency LUO Zhaohui, Ambassador of China.
- Hon. Teresa WAT, Minister of International Trade.
- Ms. LIU Fei, Consul General of China.
- Ms. Lucy LOBMEIER, Chief of Protocol.
- 2 staff members from Chinese Consulate General to facilitate luggage pickup.

Note: Entrance into secure area is under the authority and discretion of Canadian Border Services Agency (CBSA) and subject to change without notice.

1105 Arrival at YVR from Guangzhou on China Southern Airlines Flight CZ329

*RCMP File
Coordinator:*

Greeted at Gate by:

- His Excellency LUO Zhaohui, Ambassador of China.
- Hon. Teresa WAT, Minister of International Trade.
- Ms. LIU Fei, Consul General of China.
- Ms. Lucy LOBMEIER, Chief of Protocol.
- YVR Representative.

Party Secretary and accompanying delegation are escorted by YVR representative for Courtesy Clearance by CBSA.

Note: Entrance into Gate area is under the authority and discretion of CBSA and subject to change without notice. Passport and Customs Declaration (Form E311) can be done and presented collectively to CBSA by a representative of the delegation.

s.15,s.16

1200 Private luncheon meeting with Ambassador LUO and Ms. LIU Fei at Consulate General of China.

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1300 **Party Secretary HU** departs from Consulate General for ^{s.15}
^{s.15} by vehicle. Remainder of Guangdong delegation
departs and follows in buses.

Note: Vehicle and bus transportation coordinated by
Guangdong\Chinese Consulate General.

1430 Party Secretary HU departs ^{s.15} by vehicle for Pan
Pacific Hotel for meeting with Chinese community.

1445 Meeting with Chinese community in Vancouver.

To
1615 Location ^{s.15}
^{s.15}

Note: Organized by Consulate General of China.

1615 Harbour Tour of Burrard Inlet. Hosted by the Hon. Teresa Wat.

Participants:

Guangdong Participants (20):

- **His Excellency HU Chunhua**, Member of the Political Bureau, CPC Central Committee; Secretary of CPC Guangdong Committee plus 15 official delegates (as per page 1) and following staff:
 - Mr. Huang Guoping, Director, Policy Research Division, Guangdong FAO.
 - Mr. Zhang Jing, Section Chief, Administrative Division, Guangdong FAO.
 - Mr. Xu Lin, Journalist, Nanfang Daily.
 - Mr. Wang Bin, Correspondent, Guangdong Television Station.

Chinese Embassy (3):

- **His Excellency Luo Zhaohui**, Ambassador of China to Canada.
- Li Ming.
- Huang Gang.

Chinese Consulate (5):

- **Consul General Liu Fei.**
- Deputy Consul General Tian Ni.
- Yu Haiying.
- Hu Shaocong.
- Zhang Hao.

Guangzhou Municipal delegation (5):

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- Vice Mayor CAI Chaolin plus
- 4 staff.

British Columbia:

- **Hon. Teresa Wat**, Minister of International Trade.
- Ms. Rachael Bedlington, Consul General of Canada at Guangzhou, China.
- TBD – Mr. Robin Silvester, President and CEO, Vancouver Fraser Port Authority.

Location:^{s.15}
s.15

Note:

- Consecutive Interpretation.
- To take place on chartered vessel (200 maximum boat capacity).
- Official photographers permitted.
- Closed to media.
- Name badges for those attending official dinner are distributed to Guangdong officials.

1730
(TBC)

Harbour Tour concludes.

s.15,s.16

1800
To
2000
(TBC)

Official Welcome Dinner hosted by the **Hon. Christy Clark**, Premier of British Columbia in honour of Party Secretary Hu's visit.

Proposed Program:

1715 Registration opens. Guests arrive and register.

1745 **Party Secretary HU** arrives and proceeds to private room to refresh.

1750 **Party Secretary HU** proceeds to Terrace Room (Mezzanine level) and is greeted by **Premier Clark**.

Premier Clark introduces members of the head table to **Party Secretary HU**.

Members of head table are shown to their tables.

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Premier Clark, Party Secretary HU, Minister Wat and Ambassador LUO prepare to be piped (bagpipes) into the dinner.

- 1805: Director of Ceremonies (DOC), Mr. Colin Hansen, President and CEO of AdvantageBC, requests all rise for the entrance of the **Premier, Party Secretary HU, Minister Wat and Ambassador LUO.**

Premier Clark and Party Secretary HU are piped into the dinner.

- 1810: Introductory remarks by DOC
- 1813: Premier introduced by DOC
- 1815: Remarks by **Premier.**
- 1825: Party Secretary HU introduced by DOC
- 1826: Remarks **Party Secretary HU.**
- 1836: Minister Wat introduced by DOC.
- 1837: Remarks by **Minister Wat.**
- 1844: Closing by DOC.
- 1845: Dinner is served.
Before dessert - toast by Minister Wat
- 1940: DOC requests all rise for the departure of the **Premier and Party Secretary HU**

Attendees (approx. 200 people. 100 expected from Guangdong Province):

- Guangdong Government delegation – Party Secretary HU plus 15 official delegates (as per page 1) and following:
 - Mr. Huang Guoping, Director, Policy Research Division, Guangdong FAO.
 - Mr. Zhang Jing, Section Chief, Administrative Division, Guangdong FAO.
 - Mr. Xu Lin, Journalist, Nanfang Daily.
 - Mr. Wang Bin, Correspondent, Guangdong Television Station.
 - Mr. LUO Jun, Deputy Director General, Guangdong FAO.

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- Ms. QIU Huilin, Director of International Relations Division, Guangdong FAO.
- Ms. PAN Xiayan, Deputy Director of Protocol Division, Guangdong FAO.
- 3 officials from Guangdong Overseas Chinese Affairs Office (names TBD).
- His Excellency LUO Zhaohui, Ambassador of China.
- Hon. Teresa Wat, Minister of International Trade.
- Andrew Wilkinson, Minister of Advanced Education.
- Hon. Norm Letnick, Minister of Agriculture.
- Hon. Mary Polak, Minister of Environment.
- Hon. Shirley Bond, Minister of Job, Tourism and Skills Training.
- Hon. Suzanne Anton, Minister of Justice.
- Hon. Todd Stone, Minister of Transportation and Infrastructure.
- Hon. CoraLee Oakes, Minister
- TBD – Ms. Pamela Goldsmith-Jones, Parliamentary Secretary to the Minister of Foreign Affairs, Canada.
- Mr. Richard Lee, MLA
- TBD – Doug Bing, MLA
- TBD - His Worship Gregor Robertson, Mayor of the City of Vancouver.
- Chinese Consulate General
 - Ms. LIU Fei, Consul General of China at Vancouver.
 - Deputy Consul General Fan Xiaodong.
 - Deputy Consul General Tian Ni.
 - Yu Changxue.
 - Yu Shanju.
 - Yu Haiying.
 - Zheng Xuan.
 - Hu Shaocong.
 - Zhang Xiaolei.
 - Qiao Zhengshun/Du Jian.
 - Cui Zhifei & Zhang Hao.
- Ms. Rachael Bedlington, Consul General of Canada at Guangzhou.
- Mr. Clark Roberts, Deputy Minister, Ministry of International Trade.
- TBD - Mr. Neil Sweeney, Deputy Minister, Corporate Policy and Intergovernmental Relations
- TBD - Ms. Sandra Carrol, Deputy Minister, Ministry of Advanced Education.
- Ms. Lucy Lobmeier, Chief of Protocol.
- Interpreter
- Guangdong Business Delegation (59): Name list will be provided by Guangdong DOC to BC MIT.
- BC business, institutional and community representatives.
- BC-Guangdong businesses and community associations.
- Others TBD.

Location: Ballroom, Fairmont Waterfront Hotel.

Note:

- Three head tables of 10 reserved for VIPs, for total of 30

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- seats. 15 seats for Guangdong officials.
- Party Secretary HU seated at main head table.
- Consecutive interpretation.
- Official photographers permitted during speeches.
- Closed to media.

Monday, May 9 - Vancouver

0815

s.15,s.16

Note: Vehicle and bus transportation provided by Guangdong/Consulate General of China

0830

Meeting with the **Hon. Christy Clark**, Premier of British Columbia
Participants:

*BC Photographer
Kyle Surovy
Tel: 604.363.6343*

Proposed Program:

0825: Party Secretary HU arrives at ^{s.15} and is greeted at entrance by Hon. Teresa Wat, Minister of International Trade.

*Vancouver
Convention Centre
Carolina Lopez
Tel: 604.647.7340*

0830: Party Secretary HU is greeted at meeting room by Premier Christy Clark.
Premier invites Party Secretary HU to sign British Columbia's Distinguished Visitors Book.

*Security
Cell: TBC*

0832: All are seated for bi-lateral meeting.

0900: Bi-lateral meeting concludes.

Premier Clark, Party Secretary HU, Minister Wat, Director General FU Lang, Minister Wilkinson and Guangdong Director General of Education make their way towards MOU signing table.

0901: Director of Ceremonies (DOC) invites Minister Teresa Wat, Director General Mr. FU Lang to sign Government to Government Memorandum of Understanding (MOU).
Premier Clark and Party Secretary HU witness.

Minister Teresa Wat and Director General FU Lang stand, shake hands and move to one side.

0908: DOC invites Hon. Andrew Wilkinson and Guangdong

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Director General of Education to sign MOU on Education. Premier Clark and Party Secretary HU witness.

Minister Wilkinson and Director General of Education stand, shake hands.

0915: DOC concludes ceremony.
Premier Clark, Party Secretary HU depart bi-lateral meeting room.

Participants:

Guangdong\China:

1. **His Excellency HU Chunhua**, Member of the Political Bureau, CPC Central Committee; Secretary of CPC Guangdong Committee.
2. **His Excellency LUO Zhaohui**, Ambassador of China.
3. **Ms. LIU Fei**, Consul General of China at Vancouver.
4. Mr. Xu Qin, Mayor of Shenzhen City.
5. Mr. Liu Ji, Secretary General, CPC Guangdong Committee.
6. Mr. Fu Lang, Director General, General Office of Foreign Affairs Leading Group, CPC Guangdong Committee; Director General, Guangdong Foreign Affairs Office.
7. Mr. Zhang Jinsong, Director General, Policy Research Office, CPC Guangdong Committee.
8. Mr. He Ningka, Director General, Guangdong Development and Reform Commission.
9. Mr. Lai Tiansheng, Director General, Guangdong Economic and Information Commission.
10. Mr. Huang Ningsheng, Director General, Guangdong Department of Science and Technology.
11. Mr. Luo Weiqi, Director General, Guangdong Department of Education.
12. Mr. Zhou Rongguo, Deputy Director General, Bureau of North American, Oceanic, and Scandinavian Affairs, International Department of CPC Central Committee.
13. Note taker.
14. Interpreter.
15. Protocol Officer.
16. Staff from Embassy: Li Ming or Huang Gang.
17. Staff member from Consulate General: Deputy Consul General Tian Ni or Yu Changxue.
18. Official Photographer.
19. Journalist #1.
20. Journalist #2.
21. Policy Research Officer.

British Columbia

1. **Hon. Christy Clark**, Premier.
2. **Hon. Teresa Wat**, Minister of International Trade.
3. **Hon. Andrew Wilkinson**, Minister of Advanced Education.

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4. TBD – Hon. Suzanne Anton, Minister of Justice.
5. Ms. Rachael Bedlington, Consul General of Canada at Guangzhou.
6. Mr. Neil Sweeney, Deputy Minister, Corporate Policy and Intergovernmental Relations.
7. Mr. Clark Roberts, Deputy Minister, Ministry of International Trade.
8. TBD - Ms. Sandra Carrol, Deputy Minister, Ministry of Advanced Education.
9. Ms. Michele Cadario, Deputy Chief of Staff, Office of the Premier
10. Ms. Lucy Lobmeier, Chief of Protocol.
11. Mr. Paul Irwin, Executive Director, East Asia, International Business Development, Ministry of International Trade.
12. TBD - Mr. Barinder Bhullar, Director of Policy, Office of the Premier
13. TBD - Mr. Jay Denney, Chief of Staff, Ministry of International Trade
14. TBD - Ms. Cathy YAO, Managing Director, International Trade and Investment Office
15. Interpreter.
16. Mr. Kyle Surovy, Photographer

Discussion Topics:

- Advancing BC-Guangdong sister-province relations
- Cooperation in low carbon development and clean technology, E-commerce and information communication technology (ICT), education, and trade and investment.
- Renewal of BC-Guangdong MOU on education cooperation

Location: s.15
s.15

Note:

- Premier Clark invites Party Secretary HU to sign Province of BC's Distinguished Visitors Book at beginning of meeting.
- Government-to-Government MOU Signing Ceremony between Director General FU Lang and Minister Wat. Witnessed by **Party Secretary HU and Premier Clark.**
- Government-to-Government Education MOU Signing Ceremony between Guangdong and BC Representatives. Witnessed by **Party Secretary HU and Premier Clark**
- Official photographers\videographers (at beginning for Distinguished Visitors Book signing, at beginning for bi-lateral meeting and MOU signings).
- Consecutive interpretation.
- Closed to media.
- Gift exchange done protocol-to-protocol.

0915 Pre-meeting for **Party Secretary HU** and **Premier Clark** to meet with senior officials and business leaders attending the Trade Cooperation.

Proposed Program:

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- 0915: Premier Clark, Party Secretary HU depart bi-lateral meeting room
- 0916: In 3rd level foyer, Guangdong Commerce Department Senior official introduces Premier Clark to senior Guangdong/China officials and business leaders and Minister Wat introduces Party Secretary HU to senior BC officials and business leaders.
- 0925: Party Secretary HU, Premier Clark and senior officials make their way to 2nd level and to assigned seating at Trade Cooperation Conference.

Note: Maximum 10 officials each from Guangdong/China and BC introduced to Premier Clark and Party Secretary HU.

0930 China (Guangdong) - Canada (British Columbia) Economic and Trade Cooperation Conference hosted by Guangdong Province and Government of British Columbia.

Proposed Program:

- 0920 All signatories are seated at designated tables – 2nd row, facing stage, classroom style (tent cards, table flags, folders and pens provided BC).
- 0930 DOC welcomes guests and introduces official party.
- 0932 **Premier Clark** delivers welcome remarks.
- 0938 **His Excellency LUO Zhaohui**, Ambassador of China, delivers welcome remarks.
- 0945 (TBC) **Ms. Pamela Goldsmith-Jones**, Parliamentary Secretary to the Minister of Foreign Affairs, Canada delivers welcome remarks.
- 0950 **Party Secretary HU** delivers key note speech.
- 1010 Promotional Presentation by **Mr. CAI Chaolin**, People's Government of Guangzhou Municipality.
- 1020 DOC concludes official ceremony and invites **Premier Clark** and **Party Secretary HU** to come on stage for photo opportunity with the first group of BC related signings.

DOC invites BC-Guangdong signatories to sign (all at

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the same time) and then invites one by one BC and their Guangdong partner company from the first group to come on stage for their photo (BC staff to escort signatories on and off the stage).

DOC concludes first group of signing. Thanks Premier and Party Secretary.

Premier steps off stage.

DOC invites **Parliamentary Secretary Pam Goldsmith-Jones** and **Party Secretary HU** and/or senior official from Guangdong Province to come on stage for photo opportunity with the second group of Canadian companies related signings.

DOC invites remaining signatories to sign (all at the same time) and then invites one by one other Canadian companies and their Guangdong partner company from the first group to come on stage for their photo (BC staff to escort signatories on and off the stage).

1045 **Premier Clark** departs.

Party Secretary HU departs for Ballard Power Systems.

1115 Trade Promotion event continues with business networking and/or workshop seminars as follows:

- Cross Border E-Commerce Workshop.
- Environment-friendly industry and Products Workshop.
- Science-Tech Innovation Workshop.
- Business matching of other industries.

1210 Trade Promotion event concludes.

Attendees:

- Guangdong Delegation – Official and Business
- Representatives of BC/Canadian enterprises

Location:^{s.15}

Note:

- Consecutive interpretation.
- Official photographers\videographers permitted.
- Attendees required to present invitation and Government-issued identification.

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- Open to invited and pooled media. No question & answer for Party Secretary.

1045 Party Secretary HU departs for Ballard Power Systems.

1125 Site visit with Ballard Power Systems Inc.

Party Secretary HU is provided demonstration of fuel cell vehicle technology.

Proposed Program:

- 1125 Ballard brief Presentation and video in main lobby.
- 1140 TBC - Signing in the main lobby.
- 1145 Fuel Cell Bus Ride on campus and nearby.
- 1210 (approx.) Depart Ballard Power for UBC.

Participants:

Guangdong Participants (20):

- **His Excellency HU Chunhua**, Member of the Political Bureau, CPC Central Committee; Secretary of CPC Guangdong Committee plus 15 official delegates (as per page 1) and following staff:
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 - Mr. Zhang Jing, Section Chief, Administrative Division, Guangdong FAO.
 - Mr. Xu Lin, Journalist, Nanfang Daily.
 - Mr. Wang Bin, Correspondent, Guangdong Television Station.

Chinese Embassy (3):

- **His Excellency Luo Zhaohui**, Ambassador of China to Canada.
- Li Ming.
- Huang Gang.

Chinese Consulate (5):

- **Consul General Liu Fei**.
- Deputy Consul General Tian Ni.
- Yu Haiying.
- Hu Shaocong.
- Zhang Hao.

Guangdong Business Representatives: Business partners of Ballard from Foshan City and Yunfu City (Names to be provided)

Ballard Participants:

- **Randall MacEwen**, President and Chief Executive Officer.
- **Paul Cass**, Vice President & Chief Operations Officer.
- **Karim Kassam**, VP Business & Corporate Development.

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- **Alfred Wong**, Director Sales Asia.

British Columbia (9):

- **Hon. Teresa Wat**, Minister of International Trade
- Ms. Rachael Bedlington, Consul General of Canada at Guangzhou
- Mr. Paul Irwin, Executive Director, East Asia, International Business Development, Ministry of International Trade.
- Ms. Nina Cagic, Director, Technology & Innovation, International Business Development, Ministry of International Trade.
- BC Office of Protocol (2)
- Minister's assistant.
- Interpreter.
- Photographer.

Location: s.15

Note:

- Consecutive Interpretation.
- Official photographers permitted.
- (TBD) Closed to media.

1210
(Approx)

Party Secretary departs Ballard Power Systems for UBC

1300

Site visit to University of British Columbia's (UBC)
Center for Interactive Research on Sustainability (CIRS)

Jonathan Hayes
Tel: 604.822.0099

Proposed Program:

Haochen li
Cell: s.17

- 1300 Party Secretary HU is greeted by Dr. Martha Piper, President of UBC.
Dr. Piper introduces Party Secretary HU to participating UBC officials.
- 1305 Brief presentation on CIRS.
- 1310 Tour of CIRS highlighting key features of building
- 1325 Conclusion of tour. Dr. Piper and UBC officials bid farewell
- 1330 Depart UBC

Guangdong Participants (20):

- **His Excellency HU Chunhua**, Member of the Political Bureau, CPC Central Committee; Secretary of CPC Guangdong Committee plus 15 official delegates (as per page 1) and following staff:
 - Mr. Huang Guoping, Director, Policy Research Division, Guangdong FAO.
 - Mr. Zhang Jing, Section Chief, Administrative Division, Guangdong FAO.
 - Mr. Xu Lin, Journalist, Nanfang Daily.
 - Mr. Wang Bin, Correspondent, Guangdong Television Station.

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
2nd floor, 553 Superior Street
Victoria, British Columbia, Canada, V8W 9V1
Business: 250.387.1616 Fax: 250.356.2814
www.protocol.gov.bc.ca

Contact

Mr. Manjit Khaira, Protocol Manager
Ms. Lucy Lobmeier, Chief of Protocol
and Executive Director

Tel

250.356.9459
250.356.6177

Mobile

s.17

24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	13 of 15

Chinese Embassy (3):

- **His Excellency Luo Zhaohui**, Ambassador of China to Canada
- Li Ming.
- Huang Gang.

Chinese Consulate (5):

- **Consul General Liu Fei.**
- Deputy Consul General Tian Ni.
- Yu Haiying.
- Hu Shaocong.
- Zhang Hao.

UBC Participants:

- **Dr. Martha Piper**, President, UBC.
- Prof. James Tansey, Executive Director, UBC Sustainability Initiative.
- Mr. Alberto Cayuela, Director of Operations and Business Development – CIRS.
- Prof. Yves Tiberghien, Executive Director, UBC China Council & Director, UBC Institute for Asian Research.
- Prof. Weihong Song, Canada Research Chair in Alzheimer's Disease & Special Advisor to the President on China.
- Mr. Jonathan Hayes, International Relations Officer.
- Mr. Haochen Li, Manager - Research and Partnerships, UBC China Council.
- Rep. from UBC Government Relations - TBC

British Columbia (9):

- **Hon. Teresa Wat**, Minister of International Trade
- Ms. Rachael Bedlington, Consul General of Canada at Guangzhou
- Mr. Paul Irwin, Executive Director, East Asia, International Business Development, Ministry of International Trade.
- Ms. Nina Cagic, Director, Technology & Innovation, International Business Development, Ministry of International Trade.
- BC Office of Protocol (2)
- Minister's assistant.
- Interpreter.
- Photographer.

Location: s.15

s.15

Note:

- Consecutive Interpretation.
- Official photographers permitted.
- Closed to media.
- CIRS is the most innovative and high-performance building in North America. This state-of-the-art regenerative building includes waste heat recovery from a neighbouring building, a

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12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	14 of 15

solar energy system, ground-source heating and an on-site wastewater treatment system.

- 1330 Party Secretary departs UBC by vehicle for^{s.15}
- 1350 Private lunch and private time.
- 1500 Party Secretary departs^{s.15} by vehicle for Vancouver International Airport (YVR).
- TBD Luggage Vehicle arrives at YVR. Luggage is checked-in with WestJet.
- 1530 Party Secretary and departing delegation arrive at YVR and are met by:
- YVR Representative.
 - Hon. Teresa Wat, Minister of International Trade.
 - Ms. LIU Fei, Consul General of China at Vancouver.
 - Ms. Lucy Lobmeier, Chief of Protocol.

Party Secretary, departing delegation and officials bidding farewell are escorted to expedited screening area.

The following are provided access to secure area to bid farewell

- Hon. Teresa Wat, Minister of International Trade.
- Ms. LIU Fei, Consul General of China at Vancouver.
- Ms. Lucy Lobmeier, Chief of Protocol.

Note:

- His Excellency LUO Zhaohui, Ambassador of China accompanies Party Secretary HU on flight to Ottawa.
- Expedited security screening for official party.

- 1615 Depart YVR for Ottawa on WestJet Flight WS142.

YVR
Concierge - TBD
Cell:
XXX.XXX.XXXX
Duty line
Tel: 604.276.6268
Dana Priolo
Cell: 778.918.3246

End of Program

Prepared by: Office of Protocol
Intergovernmental Relations Secretariat
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Mobile

s.17

24 hr	0700	0800	0900	1000	1100	1200	1300	1400	1500	1600	1700	1800	1900	2000	2100	2200	2300	Page
12 hr	7am	8am	9am	10am	11am	12pm	1pm	2pm	3pm	4pm	5pm	6pm	7pm	8pm	9pm	10pm	11pm	15 of 15

NEWS RELEASE

For Immediate Release
[release number]
[Date]

Office of the Premier
Ministry of International Trade and
Responsible for Asia Pacific Strategy and
Multiculturalism

Chinese delegation visit drives new business deals

VANCOUVER – A number of business deals with potential value in the billions of dollars have been signed during the visit of an international delegation from Guangdong, China, helping to grow the economy and create new jobs for British Columbians.

Guangdong Party Secretary Hu Chunhua and more than 200 government and business representatives were in B.C. from May 8-9 to build on the B.C.-Guangdong sister-province agreement, which celebrated its 20th anniversary last year. This agreement commits both provinces to working together to identify new opportunities for trade, investment and cultural exchange. As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals.

One of the most significant is between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. The LNG offtake contemplated in the Heads of Agreement, which the companies estimate has a multi-billion dollar value, will provide a long-term stable supply of natural gas to meet rapidly growing clean energy needs in Guangzhou, China.

"This is one of many significant agreements signed yesterday, all of which demonstrate the great amount of confidence international companies have in the B.C. economy," said Premier Christy Clark. "What's most significant about these deals is the diversity of the sectors involved, from education and renewable energy to clean technology and medical research. We are diversifying our economy and creating a new future for trade and investment between B.C. and China."

"Developing stronger ties with China enables British Columbia to diversify our natural gas sector and to improve our future export markets," said Minister of Natural Gas Development Rich Coleman. "The Woodfibre LNG and Guangzhou Gas Group agreement showcases the significance of our trade relationship with China and our capacity to supply new markets with clean energy."

In total, \$1.3 agreements valued in the billions were signed between B.C. and Guangdong companies, including:

- Burnaby-based Ballard Power Systems signed a non-binding letter of intent with Guangdong Synergy Hydrogen Power Technology Co., Ltd. for the potential transfer of fuel cell technology and the manufacture of fuel cell products in Guangdong Province.

- As a follow up to the low-carbon development memorandum of understanding (MOU) signed between B.C. and Guangdong in November 2015 during Premier Clark's visit to Guangdong, BC Hydro and Guangdong Power Grid have signed an MOU on potential cooperation and information exchange on smart grid technology and energy saving programs.

"B.C. is continually working to expand and diversify its trade relationship with key markets in Asia, and our relationship with Guangdong is one of our strongest," said Minister of International Trade Teresa Wat. "We have trade and investment experts on the ground in Guangdong who played a key role in bringing this delegation to B.C. and facilitating these business-to-business deals. We can see that what we are doing is working and will result in even more trade and investment between our two provinces moving forward."

Also on May 9, the People's Government of Guangdong Province of China hosted the China (Guangdong)-Canada (British Columbia) Economic and Trade Cooperation Conference at the Vancouver Convention Centre. The forum focused on strengthening diplomatic and economic ties between China and Canada.

This is Party Secretary Hu's first visit to British Columbia after receiving an invitation from Premier Christy Clark when she met with him in Guangdong in November 2015.

Learn More:

For more information about Guangdong Party Secretary Hu's visit: xx [insert link to IGRS NR]

For more information about B.C. trade and investment opportunities visit: <http://www.britishcolumbia.ca/>

Learn more about the BC Jobs Plan at: www.bcjobsplan.ca

Contact:

Stephen Smart
Press Secretary
Office of the Premier
778 389-6202

Media Relations
Ministry of International Trade
250 356-9801

A backgrounder follows.

BACKGROUND

B.C.-Guangdong business-to-business deals

On May 9, business deals were signed at a signing ceremony at the Vancouver Convention Centre as part of the official visit of Guangdong Party Secretary Hu Chunhua to British Columbia. There were 13 agreements signed involving B.C. companies and organizations, adding billions worth of trade and investment to the B.C. economy.

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG signed a Heads of Agreement with Guangzhou Gas Group concerning potential LNG offtake of one million tonnes of liquefied natural gas (LNG) for 25 years starting in 2020. The LNG will be sourced from the Woodfibre LNG Project, which is being developed in the District of Squamish. The agreement includes a potential investment of up to 10% of the equity of Woodfibre LNG Limited by Guangzhou Gas Group, and marks another important step in the development of the Woodfibre LNG Project.

Istuary and Guangzhou HY Fund – Istuary and Guangzhou HY Fund will jointly initiate the establishment of a new fund that is proposed to be US\$80 million. Both parties will jointly manage the fund and will integrate their resources to introduce to China the world's leading advanced technologies, especially in the areas of research and development of intelligent robots and industrial data automation equipment.

Ballard and Guangdong Nation-Synergy Hydrogen Power Technology Co., Ltd. – Ballard Power Systems and Guangdong Synergy Hydrogen Power Technology Co., Ltd. signed a non-binding letter of intent for the potential transfer of fuel cell technology and the manufacture of fuel cell products in Guangdong Province.

Guangzhou Qin Feng Education Investment Co., Ltd. and New Continental Development Inc. – Guangzhou Qin Feng signed a US\$10-million investment deal with New Continental Developments Inc. in B.C. to build an education city in Richmond. This education city will offer restaurants, coffee shops, approximately 400 accommodation units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

37 Games to Invest in Archiact Interactive Ltd. – 37 Games, one of the largest game developers in China, will buy 10% of Vancouver-based Archiact Interactive's shares at a value of US\$3.2 million. 37 Games will also dispatch one of their Board Directors to B.C. for virtual reality development and cooperation.

Foshan Land Planning Bureau and PFS Studio (Landscape & Urban design) – With the strong support of B.C.'s Trade and Investment representative in Guangzhou, PFS Studio has won the bidding for a major Landscape Architecture and Urban Planning Project in Foshan. Foshan Land Planning Bureau signed a US\$2.99-million trade deal with PFS Studio in Vancouver to undertake the planning and design that will transform a large expanse of the city's waterfront and associate development. Both Foshan and PFS Studio expect this project to become a new

model for city building, sustainability and environmentally sensitive design as well as a strong example of business cooperation between Guangdong and British Columbia.

BC Hydro and Guangdong Power Grid – As a follow-up on the low-carbon development MOU between B.C. and Guangdong signed in November 2015 during Premier Christy Clark's visit to Guangdong, BC Hydro and Guangdong Power Grid signed an agreement on potential cooperation and information exchange on smart grid technology and energy saving programs.

Beijing Genomics Institute (BGI) and Vancouver Prostate Centre – Based on the BGI-Vancouver Prostate Centre joint research laboratory for advancement of translational cancer research, BGI and the Vancouver Prostate Centre signed an MOU agreement to further develop a high throughput sequencing platform, which is a faster, more cost-effective way to sequence and analyze large genomes. They will also work to popularize the technology of individual therapy for cancer and carry out clinical trials and industrialization for early detection and prognosis of prostate cancer. (VPC approves)

The Centre for Drug Research and Development (CDRD) and Quark Venture – The CDRD, Canada's national drug development and commercialization centre headquartered in B.C., Quark Venture, Guangzhou District of Development, and Da An Gene entered into an MOU to establish a new translational centre for drug development and commercialization in Guangdong Province, Guangzhou City, District of High-Tech and Development. The centre will include drug development infrastructure, expertise and a national network of research organizations in China. It will help foster strong scientific linkages between B.C. and China, fuelling and strengthening the reputation of British Columbia's life sciences community and attracting global investment into the life sciences sector.

China Canada Cleantech Innovation Centre and Guangzhou Huiyin Tianyu Equity Investment Funding Management Co., Ltd. – China Canada Cleantech Innovation Centre and Guangzhou Huiyin Tianyu Equity Investment Funding Management Co., Ltd. are establishing a joint investment fund on clean-tech and other broad hi-tech opportunities. The total size of Guangzhou China Canada Innovation Investment Fund is proposed to be 1 billion yuan in RMB (Approximately CAD\$200 million).

Cheena Canada Ltd. and Vipshop International Holdings Ltd. – Cheena Canada and VIP.com are entering into a strategic partnership to introduce high-quality Canadian food, beverage and health supplements to VIP.com's 180 million registered members in China. With Cheena's expertise in manufacturing and wholesale and VIP.com's ability to market brands and products to a large audience, this partnership will help boost Canadian exports and grow VIP.com's position as the online destination for Canadian goods in China.

Contact:

Stephen Smart
Press Secretary
Office of the Premier
778 389-6202

Stephen.Smart@gov.bc.ca

Media Relations
Ministry of International Trade
250 356-9801

Attendees include: approx. 200 people. 100 expected from Guangdong

- Guangdong Government delegation – Party Secretary HU plus 15 official delegates and following:
 - Mr. Huang Guoping, Director, Policy Research Division, Guangdong FAO.
 - Mr. Zhang Jing, Section Chief, Administrative Division, Guangdong FAO.
 - Mr. Xu Lin, Journalist, Nanfang Daily.
 - Mr. Wang Bin, Correspondent, Guangdong Television Station.
 - Mr. LUO Jun, Deputy Director General, Guangdong FAO.
 - Ms. QIU Huilin, Director of International Relations Division, Guangdong FAO.
 - Ms. PAN Xiayan, Deputy Director of Protocol Division, Guangdong FAO.
 - 3 officials from Guangdong Overseas Chinese Affairs Office (names TBD).
- His Excellency LUO Zhaohui, Ambassador of China
- Hon. Teresa Wat, Minister of International Trade
- Hon. Andrew Wilkinson, Minister of Advanced Education
- Hon. Norm Letnick, Minister of Agriculture
- Hon. Mary Polak, Minister of Environment
- Hon. Shirley Bond, Minister of Job, Tourism and Skills Training
- Hon. Suzanne Anton, Minister of Justice
- Hon. Todd Stone, Minister of Transportation and Infrastructure.
- Hon. Coralee Oakes, Minister
- Ms. Pamela Goldsmith-Jones, Parliamentary Secretary to the Minister of Foreign Affairs, Canada
- TBD - His Worship Gregor Robertson, Mayor of the City of Vancouver.
- Chinese Consulate General
 - Ms. LIU Fei, Consul General of China at Vancouver.
 - Deputy Consul General Fan Xiaodong
 - Deputy Consul General Tian Ni
 - Yu Changxue
 - Yu Shanju
 - Yu Haiying
 - Zheng Xuan
 - Hu Shaocong
 - Zhang Xiaolei
 - Qiao Zhengshun/Du Jian
 - Cui Zhifei & Zhang Hao
- Ms. Rachael Bedlington, Consul General of Canada at Guangzhou.
- Mr. Clark Roberts, Deputy Minister, Ministry of International Trade.
- TBD - Mr. Neil Sweeney, Deputy Minister, Corporate Policy and Intergovernmental Relations
- TBD - Ms. Sandra Carrol, Deputy Minister, Ministry of Advanced Education.
- Ms. Lucy Lobmeier, Chief of Protocol.
- Interpreter
- Guangdong Business Delegation (59)

- BC business, institutional and community representatives.
- BC-Guangdong businesses and community associations.



SPEAKING POINTS FOR

Hon. Teresa Wat

**Minister of International Trade and
Minister Responsible for Asia Pacific
Strategy and Multiculturalism**

**Official Welcome Dinner
Party Secretary HU Chunhua Visit**

**Ballroom, Fairmont Waterfront Hotel
900 Canada Place, Vancouver
Sunday, May 8
6-8 p.m.**

Please check against delivery

Event Profile: Guangdong Party Secretary Hu Chunhua is visiting B.C. from May 8-9. This official welcoming dinner will be attended by approximately 200 people, with half of them from Guangdong province. Minister Wat will speak briefly for 2-3 minutes. This will be an opportunity to highlight the BC-Guangdong relationship, which marked 20 years of sister-province relations in 2015. Minister Wat and Premier Clark met with PS HU in Guangdong on the fall trade mission as part of the activities around commemorating this milestone.

There will be three head tables of 10 reserved for VIPs. 15 seats are for Guangdong officials. PS HU will be seated at the main head table. At the end of the dinner before dessert, Premier Clark and Minister Wat will give a toast.

Speaking Time: 2-3 minutes

Event Contact: Manjit Khaira, protocol manager, IGRS. Cell^{s.17}

Parking: TBC

Interpretation: Consecutive interpretation

Style of dress: Business

Logistics: Podium and microphone

Media attending? No.

Official photographers permitted during speeches.

Key Messages:

- Historically, B.C.'s cultural ties with Guangdong run deep.
- Most Canadians of Chinese descent (around 500,000 in B.C.) come from Guangdong and there are about 20,000 Canadians who live in Guangdong.
- Twenty years ago, we formally solidified our relationship by signing a sister-province agreement with Guangdong.
- Premier Clark and I travelled on a trade mission to Guangdong in the fall to recognize the significance of this milestone and celebrate the many cultural and economic ties between our two provinces.
- On this trade mission, B.C. and Guangdong also signed agreements that that identify climate change and low carbon development as areas of future cooperation, marking the continuing growth in our trade relationship.

- This visit by Party Secretary Hu shows the continued commitment by our two provinces to work together to identify new areas for cooperation and trade development.

Agenda:

1715 Registration opens. Guests arrive and register.

1745 **Party Secretary HU** arrives and proceeds to private room to refresh.

1750 **Party Secretary HU** proceeds to Terrace Room (Mezzanine level) and is greeted by **Premier Clark**.

Premier Clark introduces members of the head table to **Party Secretary HU**.

Members of head table are shown to their tables.

Premier Clark, Party Secretary HU, Minister Wat and Ambassador LUO prepare to be piped (bagpipes) into the dinner.

1805: Director of Ceremonies (DOC), Mr. Colin Hansen, President and CEO of AdvantageBC, requests all rise for the entrance of the **Premier, Party Secretary HU, Minister Wat and Ambassador LUO**.

Premier Clark and Party Secretary HU are piped into the dinner.

1810: Introductory remarks by Colin Hansen (DOC)

1813: Premier introduced by Colin Hansen (DOC)

1815: Remarks by **Premier**.

1825: Party Secretary HU introduced by Colin Hansen (DOC)

1826: Remarks **Party Secretary HU**.

1836: Minister Wat introduced by Colin Hansen (DOC).

1837: Remarks by **Minister Wat**.

1844: Closing by Colin Hansen (DOC).

1845: Dinner is served.

Before dessert - toast by Minister Wat

1940: DOC requests all rise for the departure of the **Premier and Party Secretary HU**

INTRODUCTION:

- Thank you, Colin.
- Good evening everyone.
- I would like to thank Guangdong Party Secretary HU Chunhua (胡春华 書記) and his delegation for travelling to our province and joining us here tonight.
- I understand you have all had a busy day.

- From meetings with His Excellency LUO Zhaohui, (罗照辉 大使) Ambassador of China, and Ms. LIU Fei (刘菲 总领事), Consul General of China...
- ...to the harbour tour of Burrard Inlet today, it has been a great opportunity for us to meet once again to strengthen ties between B.C. and Guangdong.

- This tour was a great opportunity for you to see the Port of Vancouver, which has a sister-port relationship with the Guangzhou Port.

[Minister, you may want to insert a personal anecdote from the afternoon's harbour tour here]

- For those who have travelled a long way, I hope this tour has encouraged you to return to our city to see more of what it has to offer.
- And after tomorrow's China-Canada Economic and Trade Cooperation Conference there will be more sightseeing planned, with a tour of Ballard Power Systems and the University of British Columbia.

[PAUSE]

- As the Minister of International Trade, I work hard on behalf of the BC Government to forge new relationships and strengthen existing ones.
- And our relationship with Guangdong is one of our strongest.
- It's a relationship built over a long history...
- ... and deepened by the sister-province agreement we entered into more than 20 years ago.

- Over the last two decades, our provinces have partnered in a number of areas. For example:
 - B.C. opened a trade office in Guangdong in 2009, and in 2014, Guangdong opened its first Canadian trade office in Vancouver.
 - There are five sister-city relationships between B.C. and Guangdong – with Vancouver and Guangzhou being one of them.

- And Vancouver International Airport and Guangzhou International Airport also share a sister-port relationship.
- Today, our trading relationship with China has grown to the point that China is now our second-largest export market, and there is no doubt this is because we have nurtured our historic and cultural relationships.

[PAUSE]

- When we met with you in the fall to mark the 20-year milestone, we began a new chapter in our trade relationship.
- We signed an agreement to work together on new trade opportunities, specifically in the areas of clean technology and climate action.
- That's why it is fitting that you will be visiting Ballard tomorrow.

- This company has built strong partnerships in Guangdong, signing several deals to provide fuel cells for your transit system.
- This is just the beginning of the many ways that our provinces can work together to expand our current relationship.
- And we look forward to expanding on our relationship even further with the signing of a “One Belt One Road” M-O-U tomorrow.

Conclusion

- I would like to thank you once again for being here tonight.
- We are honoured to host you in our province and we look forward to continuing to build on the strong relationship between British Columbia and Guangdong.
- We value each opportunity we get to meet face-to-face to discuss the future of our provinces.

- With our strong ties built on the foundation of cultural understanding, information sharing and mutual interests...
- ...I'm certain that future between B.C. and Guangdong is bright.
- Thank you.

-30-

Thorkelson, Meaghan GCPE:EX

From: Marian Ngo <Marian_Ngo@wlng.ca>
Sent: Tuesday, May 3, 2016 7:36 PM
To: Cho, Janet Y MIT:EX
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX;^{s.22} ; XT:Yao, Cathy
MIT:IN; Carne, Courtney GCPE:EX
Subject: Re: Woodfibre - May 9 - Corporate Signings

Hi Janet,

I just wanted to let you know that we are still waiting on Guangdong for confirmation. Takes longer with the time difference. What we will do is make any adjustments (if even needed) in our news release and you can basically work off of that as it will have sign off on commercially sensitive language.

s.13,s.16

I will send approved messaging as soon as I hear back.

Cheers,

M

From: Cho, Janet Y MIT:EX [<mailto:Janet.Cho@gov.bc.ca>]
Sent: Wednesday, May 04, 2016 04:45 AM Malay Peninsula Standard Time
To: Marian Ngo
Cc: Lui, Vivian MIT:EX ; Acquarone, Francis MIT:EX ; 'Harry Li' ; XT:Yao, Cathy MIT:IN ; Carne, Courtney GCPE:EX
Subject: Woodfibre - May 9 - Corporate Signings

Hello Marion,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals, the most significant being a^{s.13,s.16} between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. Woodfibre LNG, which plans to build a small-scale LNG facility near Squamish, will also open a 10% share investment opportunity to Guangzhou Gas Group valued at^{s.13,s.16}

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG and Guangzhou Gas Group signed an LNG off-take contract for one million tonnes of LNG export to Guangzhou for 25 years. The total value of the contract is^{s.13,s.16}. Under the agreement, Woodfibre LNG will also open a 10% share investment opportunity to Guangzhou Gas Group, which is valued at about^{s.13,s.16}

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 3:28 PM
To: 'Derek Chen'; 'Robyn Gummer'
Cc: 'Harry Li'; Acquarone, Francis MIT:EX; Lam, Karen E MIT:EX; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX
Subject: RE: Archiact Interactive - May 9 - Corporate Signings

Thanks Derek,

Please see below for the previous email. Thanks in advance.

Hope the two of you are doing well. Great to connect with you again and congratulations on the upcoming signing.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

37 Games to Invest in Archiact Interactive Ltd. – 37 Games, one of the largest game developers in China, will buy 10% of Vancouver-based Archiact Interactive's shares at a value of US\$3.2 million. 37 Games will also dispatch one of their Board Directors to B.C. for virtual reality development and cooperation.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



www.britishcolumbia.ca | [@BCTradeInvest](https://twitter.com/BCTradeInvest) | [LinkedIn](#) | [YouTube](#)

From: Derek Chen [mailto:derek.chen@archiactinteractive.com]
Sent: Tuesday, May 3, 2016 3:04 PM
To: Cho, Janet Y MIT:EX; 'Robyn Gummer'
Cc: 'Harry Li'; Acquarone, Francis MIT:EX; Lam, Karen E MIT:EX; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX
Subject: Re: Archiact Interactive - May 9 - Corporate Signings

Hey Janet,

Thanks for the reminder, I've just registered.

Regards,

Derek Chen / President
derek.chen@archiactinteractive.com / M: 778-858-8542

Archiact Interactive
1410-555 W Hastings St, Vancouver, BC, V6B 4N6
<http://www.archiactinteractive.com/>

From: "Cho, Janet Y MIT:EX" <Janet.Cho@gov.bc.ca>
Date: Tuesday, May 3, 2016 at 2:43 PM
To: Derek Chen <derek.chen@archiactinteractive.com>, 'Robyn Gummer' <robyn.gummer@archiactinteractive.com>
Cc: 'Harry Li' <s.22@archiactinteractive.com>, "Acquarone, Francis MIT:EX" <Francis.Acquarone@gov.bc.ca>, "Lam, Karen E MIT:EX" <Karen.Lam@gov.bc.ca>, "Lui, Vivian MIT:EX" <Vivian.Lui@gov.bc.ca>, "Carne, Courtney GCPE:EX" <Courtney.Carne@gov.bc.ca>
Subject: RE: Archiact Interactive - May 9 - Corporate Signings

Hello Derek,

It's been noted that you are not currently registered for the event. Please see attached for the event invitation, grateful if you could register by Friday.

Best regards,

Janet Cho
Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:17 PM
To: 'derek.chen@archiactinteractive.com'; Robyn Gummer
Cc: 'Harry Li'; Acquarone, Francis MIT:EX; Lam, Karen E MIT:EX; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX
Subject: Archiact Interactive - May 9 - Corporate Signings
Importance: High

Hello Derek and Robyn,

Hope the two of you are doing well. Great to connect with you again and congratulations on the upcoming signing.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

37 Games to Invest in Archiact Interactive Ltd. – 37 Games, one of the largest game developers in China, will buy 10% of Vancouver-based Archiact Interactive's shares at a value of US\$3.2 million. 37 Games will also dispatch one of their Board Directors to B.C. for virtual reality development and cooperation.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
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Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 3:17 PM
To: 'esun@istuary.com'
Cc: Acquarone, Francis MIT:EX; s.22 ; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Ramirez, Edwina D. MIT:EX; 'belinda.yang@istuary.com'
Subject: Istuary - May 9 - Corporate Signings
Importance: High

Hello Ethan,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Istuary and Guangzhou HY Fund – Istuary and Guangzhou HY Fund will jointly initiate the establishment of a new fund that is proposed to be US\$80 million. Both parties will jointly manage the fund and will integrate their resources to introduce to China the world's leading advanced technologies, especially in the areas of research and development of intelligent robots and industrial data automation equipment.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization).

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
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Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 3:04 PM
To: 'Colin Collins'
Cc: Irwin, Paul MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; Carne, Courtney GCPE:EX; Lui, Vivian MIT:EX; XT:Yao, Cathy MIT:IN
Subject: RE: Vancouver Prostate Centre - May 9 - Corporate Signings
Attachments: Invitation Letter for Guangdong Event20160421.pdf

Hi Colin,

Thanks for your prompt response.

It's been noted that you are not currently registered for the event. Please see attached for the event invitation, grateful if you could register by Friday due to security in place. Will a colleague be joining you?

Do you have a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) that you could provide?

Thanks again,

Janet Cho
Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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From: Colin Collins [<mailto:ccollins@prostatecentre.com>]
Sent: Tuesday, May 3, 2016 2:55 PM
To: Cho, Janet Y MIT:EX
Cc: Irwin, Paul MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; Carne, Courtney GCPE:EX; Lui, Vivian MIT:EX; XT:Yao, Cathy MIT:IN
Subject: Re: Vancouver Prostate Centre - May 9 - Corporate Signings
Importance: High

Looks good and approved by director of the VPC

From: , "Janet Y MIT:EX" <Janet.Cho@gov.bc.ca>

Date: Tuesday, May 3, 2016 at 1:30 PM

To: Colin Collins <ccollins@prostatecentre.com>

Cc: "Irwin, Paul MIT:EX" <Paul.Irwin@gov.bc.ca>, "Acquarone, Francis MIT:EX" <Francis.Acquarone@gov.bc.ca>, 'Harry Li' s.22 >, "Carne, Courtney GCPE:EX" <Courtney.Carne@gov.bc.ca>, "Lui, Vivian MIT:EX" <Vivian.Lui@gov.bc.ca>, "XT:Yao, Cathy MIT:IN" <cyao@britishcolumbia.ca>

Subject: Vancouver Prostate Centre - May 9 - Corporate Signings

Hello Colin,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Beijing Genomics Institute (BGI) and Vancouver Prostate Centre – Based on the BGI-Vancouver Prostate Centre joint research laboratory for advancement of translational cancer research, BGI and the Vancouver Prostate Centre signed an MOU agreement to further develop a high throughput sequencing platform, which is a faster, more cost-effective way to sequence and analyze large genomes. They will also work to popularize the technology of individual therapy for cancer and carry out clinical trials and industrialization for early detection and prognosis of prostate cancer.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China

International Business Development

Ministry of International Trade

730 – 999 Canada Place

Vancouver, BC Canada V6C 3E1

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Mobile | 604.763.2679

Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Colin Collins <ccollins@prostatecentre.com>
Sent: Tuesday, May 3, 2016 2:55 PM
To: Cho, Janet Y MIT:EX
Cc: Irwin, Paul MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; Carne, Courtney GCPE:EX; Lui, Vivian MIT:EX; XT:Yao, Cathy MIT:IN
Subject: Re: Vancouver Prostate Centre - May 9 - Corporate Signings
Attachments: image001.png
Importance: High

Looks good and approved by director of the VPC

From: , "Janet Y MIT:EX" <Janet.Cho@gov.bc.ca>
Date: Tuesday, May 3, 2016 at 1:30 PM
To: Colin Collins <ccollins@prostatecentre.com>
Cc: "Irwin, Paul MIT:EX" <Paul.Irwin@gov.bc.ca>, "Acquarone, Francis MIT:EX" <Francis.Acquarone@gov.bc.ca>, 'Harry Li's.22', "Carne, Courtney GCPE:EX" <Courtney.Carne@gov.bc.ca>, "Lui, Vivian MIT:EX" <Vivian.Lui@gov.bc.ca>, "XT:Yao, Cathy MIT:IN" <cyao@britishcolumbia.ca>
Subject: Vancouver Prostate Centre - May 9 - Corporate Signings

Hello Colin,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Beijing Genomics Institute (BGI) and Vancouver Prostate Centre – Based on the BGI-Vancouver Prostate Centre joint research laboratory for advancement of translational cancer research, BGI and the Vancouver Prostate Centre signed an MOU agreement to further develop a high throughput sequencing platform, which is a faster, more cost-effective way to sequence and analyze large genomes. They will also work to popularize the technology of individual therapy for cancer and carry out clinical trials and industrialization for early detection and prognosis of prostate cancer.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China

International Business Development

Ministry of International Trade

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Vancouver, BC Canada V6C 3E1

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Mobile | 604.763.2679

Email | janet.cho@gov.bc.ca



Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 2:44 PM
To: 'derek.chen@archiactinteractive.com'; 'Robyn Gummer'
Cc: 'Harry Li'; Acquarone, Francis MIT:EX; Lam, Karen E MIT:EX; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX
Subject: RE: Archiact Interactive - May 9 - Corporate Signings
Attachments: Invitation Letter for Guangdong Event20160421.pdf
Importance: High

Hello Derek,

It's been noted that you are not currently registered for the event. Please see attached for the event invitation, grateful if you could register by Friday.

Best regards,

Janet Cho
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From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:17 PM
To: 'derek.chen@archiactinteractive.com'; Robyn Gummer
Cc: 'Harry Li'; Acquarone, Francis MIT:EX; Lam, Karen E MIT:EX; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX
Subject: Archiact Interactive - May 9 - Corporate Signings
Importance: High

Hello Derek and Robyn,

Hope the two of you are doing well. Great to connect with you again and congratulations on the upcoming signing.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

37 Games to Invest in Archiact Interactive Ltd. – 37 Games, one of the largest game developers in China, will buy 10% of Vancouver-based Archiact Interactive's shares at a value of US\$3.2 million. 37 Games will also dispatch one of their Board Directors to B.C. for virtual reality development and cooperation.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

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Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:54 PM
To: 'fchen@cymainline.com'
Cc: Acquarone, Francis MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; 'Harry Li'
Subject: New Continental Development Inc. - May 9 - Corporate Signings
Importance: High

Hello Frank,

Congratulations on the upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Guangzhou Qin Feng Education Investment Co., Ltd. and New Continental Development Inc. –

Guangzhou Qin Feng signed a^{s.13} investment deal with New Continental Development Inc. in B.C. on building an education city in Richmond. This education city will offer restaurants, coffee shops, approximately^{s.13} student dorm units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

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Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:48 PM
To: 'gsmallenberg@pfs.bc.ca'; 'aliu@pfs.bc.ca'
Cc: Acquarone, Francis MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; 'Harry Li'
Subject: PFS Studio - May 9 - Corporate Signings
Importance: High

Hello Greg and Anna,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Foshan Land Planning Bureau and PFS Studio (Landscape & Urban design) – With the strong support of B.C.'s trade and investment representative in Guangzhou, PFS Studio has won the bidding for the Landscape and Urban Planning Project in Foshan. Foshan Land Planning Bureau signed a US\$2.99-million trade deal with PFS Studio in Vancouver for this landscape and urban design project. Both Foshan and PFS Studio expect this project to become a new model of business cooperation between Guangdong and British Columbia.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
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Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:46 PM
To: 'nicolas.pocard@ballard.com'
Cc: Acquarone, Francis MIT:EX; Irwin, Paul MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; 'Harry Li'
Subject: Ballard - May 9 - Corporate Signings
Importance: High

Hello Nicolas,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

- Burnaby-based Ballard Power Systems signed s.13,s.16 Guangdong Nation-Synergy Hydrogen Power Technology Co., Ltd. s.13,s.16 s.13,s.16
- **Ballard and Guangdong Nation-Synergy Hydrogen Power Technology Co., Ltd. – Ballard Power Systems and Guangdong Nation-Synergy Hydrogen Power Technology Co., Ltd. signed a** s.13,s.16 s.13,s.16

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
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Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Marian Ngo <Marian_Ngo@wlng.ca>
Sent: Wednesday, May 4, 2016 9:42 AM
To: Cho, Janet Y MIT:EX
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN; Carne, Courtney GCPE:EX
Subject: RE: Woodfibre - May 9 - Corporate Signings
Attachments: DRAFT ONLY – NOT APPROVED – COMMERCIAL CONFIDENTIAL

Hi Janet,

We've received feedback from Guangzhou Gas that our News Release wording (to be released Monday) has the green light. Please feel free to reference.

s.13,s.16

s.13,s.16

I have re-attached the wording of our news release for you as well.

Cheers,

Marian

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals, the most significant being a multi-billion dollar Heads of Agreement (HoA) signing between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. Woodfibre LNG, which plans to build a small-scale LNG facility near Squamish, will also open a 10% share investment opportunity to Guangzhou Gas Group valued at s.13,s.16

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG and Guangzhou Gas Group signed an LNG off-take contract for one million tonnes of LNG^{s.13,s.16} for 25 years. The total value of the s.13,s.16

1. Under the agreement, the multi-billion dollar Woodfibre LNG Project will also open a 10% share investment opportunity to Guangzhou Gas Group.

From: Cho, Janet Y MIT:EX [<mailto:Janet.Cho@gov.bc.ca>]
Sent: May-03-16 1:45 PM
To: Marian Ngo
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN; Carne, Courtney GCPE:EX
Subject: Woodfibre - May 9 - Corporate Signings
Importance: High

Hello Marion,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals, the most significant being a ^{s.13,s.16} between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. Woodfibre LNG, which plans to build a small-scale LNG facility near Squamish, will also open a 10% share investment opportunity to Guangzhou Gas Group valued at ^{s.13,s.16}

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG and Guangzhou Gas Group signed an LNG off-take contract for one million tonnes of LNG export to Guangzhou for 25 years. The total value of the ^{s.13,s.16} Under the agreement, Woodfibre LNG will also open a 10% share investment opportunity to Guangzhou Gas Group, which is valued at ^{s.13,s.16}

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China

International Business Development

Ministry of International Trade

730 – 999 Canada Place

Vancouver, BC Canada V6C 3E1

Phone | 604.660.5919

Mobile | 604.763.2679

Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Marian Ngo <Marian_Ngo@wlng.ca>
Sent: Wednesday, May 4, 2016 2:39 PM
To: Carne, Courtney GCPE:EX; Cho, Janet Y MIT:EX
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN
Subject: RE: Woodfibre - May 9 - Corporate Signings

Looks good!

Cheers,

M

From: Carne, Courtney GCPE:EX [mailto:Courtney.Carne@gov.bc.ca]
Sent: May-04-16 2:34 PM
To: Marian Ngo; Cho, Janet Y MIT:EX
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN
Subject: RE: Woodfibre - May 9 - Corporate Signings

Hi Marian,

We have amended our news release per your request so it now more closely reflects the language from your news release. Can you please advise if this is approved?

Thank you,

Courtney

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals. One of the most significant is between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. The LNG offtake contemplated in the Heads of Agreement, which the companies estimate has a multi-billion dollar value, will provide a long-term stable supply of natural gas to meet rapidly growing clean energy needs in Guangzhou, China.

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG signed a Heads of Agreement with Guangzhou Gas Group concerning potential LNG offtake of one million tonnes of liquefied natural gas (LNG) for 25 years starting in 2020. The LNG will be sourced from the Woodfibre LNG Project, which is being developed in the District of Squamish. The agreement includes a potential investment of up to 10% of the equity of Woodfibre LNG Limited by Guangzhou Gas Group, and marks another important step in the development of the Woodfibre LNG Project.

From: Marian Ngo [mailto:Marian_Ngo@wlng.ca]
Sent: Wednesday, May 4, 2016 9:42 AM
To: Cho, Janet Y MIT:EX
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN; Carne, Courtney GCPE:EX
Subject: RE: Woodfibre - May 9 - Corporate Signings

Hi Janet,

We've received feedback from Guangzhou Gas that our News Release wording (to be released Monday) has the green light. Please feel free to reference.

s.13,s.16

I have re-attached the wording of our news release for you as well.

Cheers,

Marian

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals, the most significant being a multi-billion dollar Heads of Agreement (HoA) signing between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. Woodfibre LNG, which plans to build a small-scale LNG facility near Squamish, will also open a 10% share investment opportunity to Guangzhou Gas Group valued at s.13,s.16

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG and Guangzhou Gas Group signed an LNG off-take contract for one million tonnes of LNG export to Guangzhou for 25 years. The total value of the s.13,s.16 Under the agreement, the multi-billion dollar Woodfibre LNG Project will also open a 10% share investment opportunity to Guangzhou Gas Group.

From: Cho, Janet Y MIT:EX [mailto:Janet.Cho@gov.bc.ca]

Sent: May-03-16 1:45 PM

To: Marian Ngo

Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN; Carne, Courtney GCPE:EX

Subject: Woodfibre - May 9 - Corporate Signings

Importance: High

Hello Marion,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals, the most significant being a s.13,s.16 between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. Woodfibre LNG, which plans to build a small-scale LNG facility near Squamish, will also open a 10% share investment opportunity to Guangzhou Gas Group valued at s.13,s.16

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG and Guangzhou Gas Group signed an LNG off-take contract for one million tonnes of LNG export to Guangzhou for 25 years. The total value of the

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. Under the agreement, Woodfibre LNG will also open a 10% share investment opportunity to Guangzhou Gas Group, which is valued at s.13,s.16

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China

International Business Development

Ministry of International Trade

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Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: McAree, Guy <Guy.McAree@ballard.com>
Sent: Thursday, May 5, 2016 9:54 AM
To: Carne, Courtney GCPE:EX
Cc: Wong, Alfred; Dunn, Monique; McAree, Guy
Subject: Ballard Press Release - Draft v4
Attachments: China Delegation v4.docx

Importance: High

Hi Courtney, I have amended our draft press release to align with signing of the Letter of Intent downtown (rather than at our building) – v4 is attached to this email.

Please advise of the likely timing of editing/sign-off on Minister Wat's quote. Thanks very much!

Guy

Guy McAree
Director – Investor Relations
Ballard Power Systems
Tel: +1.604.412.7919
Guy.mcaree@ballard.com

Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Wednesday, May 4, 2016 5:45 PM
To: Carne, Courtney GCPE:EX
Subject: FW: New Continental Development Inc. - May 9 - Corporate Signings
Attachments: QF n NCD 20160428 revised final.doc

Hi Courtney,

Just want to confirm that you have received this.

Guangzhou Qin Feng Education Investment Co., Ltd. and New Continental Developments Inc. –

Guangzhou Qin Feng signed a US\$10-million investment deal with New Continental Developments Inc. in B.C. on building an education city in Richmond. This education city will offer restaurants, coffee shops, approximately 400 accommodation units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

j

From: Frank Chen [<mailto:fchen@cymainline.com>]
Sent: Wednesday, May 4, 2016 11:55 AM
To: Cho, Janet Y MIT:EX
Cc: Harry Li; Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Huang Tina
Subject: Re: New Continental Development Inc. - May 9 - Corporate Signings

Hi Janet

Please see below for revised introduction and name list as requested. A copy of signing document is also attached with this email. Please let me know for any other questions.

Cheers

Frank Chen CPA, CMA, MBA

General Manager
New Continental Development Inc.
201-8360 Bridgeport Rd, Richmond
British Columbia, V6X3C7
[E fchen@cymainline.com](mailto:fchen@cymainline.com)
T 604-239-2153
C 604-603-0855
F 877-592-1037

Guangzhou Qin Feng Education Investment Co., Ltd. and New Continental Developments Inc. –

Guangzhou Qin Feng signed a US\$10-million investment deal with New Continental Developments Inc. in B.C. on building an education city in Richmond. This education city will offer restaurants, coffee shops,

approximately 400 accommodation units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

s.16

On May 3, 2016 1:54 PM, "Cho, Janet Y MIT:EX" <Janet.Cho@gov.bc.ca> wrote:

Hello Frank,

Congratulations on the upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Guangzhou Qin Feng Education Investment Co., Ltd. and New Continental Development Inc. –

Guangzhou Qin Feng signed a^{s.13} investment deal with New Continental Development Inc. in B.C. on building an education city in Richmond. This education city will offer restaurants, coffee shops,

approximately^{s.13} student dorm units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
Manager, China

International Business Development

Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1

Phone | 604.660.5919

Mobile | 604.763.2679

Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Gilmore, Dan GCPE:EX
Sent: Wednesday, May 4, 2016 2:19 PM
To: Carne, Courtney GCPE:EX
Cc: Haslam, David GCPE:EX; Hagerman, Shannon GCPE:EX; Mulholland, Lauren GCPE:EX; Ash, Christine GCPE:EX; Woolley, Paul GCPE:EX; Grewar, Colin GCPE:EX
Subject: RE: FYI - NR_PS Hu Visit_Business Deals_May 10 2016
Attachments: NR_PS Hu visit_Business Deals_May 10 2016_DRAFT 2.docx

Hi Courtney,
We ran the NR by BC Hydro and changes are highlighted. Please keep us in the loop as this one progresses.

Cheers,
Dan

Dan Gilmore
Communications Manager
Ministry of Energy and Mines
Office: 250-952-0667
Cell: 250-213-2302

From: Carne, Courtney GCPE:EX
Sent: Tuesday, May 3, 2016 2:43 PM
To: Woolley, Paul GCPE:EX
Cc: Haslam, David GCPE:EX; Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: Re: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Agreed!

Sent from my iPhone

On May 3, 2016, at 2:31 PM, Woolley, Paul GCPE:EX <Paul.Woolley@gov.bc.ca> wrote:

I think if the two ADMS can agree on the language and we offer MRC a quote, perhaps we are good to move forward on this one? :). Sorry to be a pain!

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Carne, Courtney GCPE:EX
Sent: Tuesday, May 3, 2016 1:04 PM
To: Woolley, Paul GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: RE: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Will do. We have this earmarked as a "possible" announcement for now. And to clarify, this NR would go out next Tuesday, not tomorrow, but not sure if that makes a big difference!

Courtney

From: Woolley, Paul GCPE:EX
Sent: Tuesday, May 3, 2016 1:03 PM
To: Carne, Courtney GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: RE: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Can you please have your ADM responsible contact our ADM Brian Hansen. This one appears to have some things that need to be discussed including when this would be released. From our perspective, don't think this is ready to go tomorrow.

From: Carne, Courtney GCPE:EX
Sent: Tuesday, May 3, 2016 11:39 AM
To: Woolley, Paul GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Hi Paul and David,

We're giving you a heads up that this draft news release is now with our program area for approval. It's regarding Guangdong Party Secretary Hu Chunhua's delegation that is visiting B.C. next week (May 8-9). There is anticipated to be a number of business-to-business deals signed. One is between Woodfibre LNG and Guangzhou Gas, and another is between BC Hydro and Guangdong Power Grid, for example.

Our MIT program area will begin reaching out to all the companies/organizations mentioned in the NR to ensure that they are comfortable with the information being released. Please let us know if you have any concerns.

Thank you,

Courtney

Courtney Carne

Senior Public Affairs Officer | Government Communications and Public Engagement
Ministry of International Trade and Responsible for Asia Pacific Strategy and Multiculturalism
Ph: 250.356.9801 | Cell: 250.920.5104
courtney.carne@gov.bc.ca

Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Thursday, May 5, 2016 6:41 PM
To: 'Leona.Liu@Istuary.com'; 'belinda.yang@istuary.com'
Cc: Acquarone, Francis MIT:EX; s.22'; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Ramirez, Edwina D. MIT:EX
Subject: RE: Istuary - May 9 - Corporate Signings
Importance: High

Hello Leona and Belinda,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Istuary and Guangzhou HY Fund – Istuary and Guangzhou HY Fund will jointly initiate the establishment of a new fund that is proposed to be US\$80 million. Both parties will jointly manage the fund and will integrate their resources to introduce to China the world's leading advanced technologies, especially in the areas of research and development of intelligent robots and industrial data automation equipment.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization).

s.16

s.16

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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From: Cho, Janet Y MIT:EX

Sent: Tuesday, May 3, 2016 3:17 PM

To: 'esun@istuary.com'

Cc: Acquarone, Francis MIT:EX; s.22'; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Ramirez, Edwina D. MIT:EX; 'belinda.yang@istuary.com'

Subject: Istuary - May 9 - Corporate Signings

Importance: High

Hello Ethan,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Istuary and Guangzhou HY Fund – Istuary and Guangzhou HY Fund will jointly initiate the establishment of a new fund that is proposed to be US\$80 million. Both parties will jointly manage the fund and will integrate their resources to introduce to China the world's leading advanced technologies, especially in the areas of research and development of intelligent robots and industrial data automation equipment.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization).

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China

International Business Development

Ministry of International Trade

730 – 999 Canada Place

Vancouver, BC Canada V6C 3E1

Phone | 604.660.5919

Mobile | 604.763.2679

Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Frank Chen <fchen@cymainline.com>
Sent: Wednesday, May 4, 2016 11:55 AM
To: Cho, Janet Y MIT:EX
Cc: Harry Li; Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Huang Tina
Subject: Re: New Continental Development Inc. - May 9 - Corporate Signings
Attachments: QF n NCD 20160428 revised final.doc

Hi Janet

s.16
A copy of signing document is also attached with this email. Please let me know for any other questions.

Cheers

Frank Chen CPA, CMA, MBA

General Manager
New Continental Development Inc.
201-8360 Bridgeport Rd, Richmond
British Columbia, V6X3C7
[E fchen@cymainline.com](mailto:fchen@cymainline.com)
T 604-239-2153
C 604-603-0855
F 877-592-1037

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Guangzhou Qin Feng signed a US\$10-million investment deal with New Continental Developments Inc. in B.C. on building an education city in Richmond. This education city will offer restaurants, coffee shops, approximately 400 accommodation units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

s.16

On May 3, 2016 1:54 PM, "Cho, Janet Y MIT:EX" <Janet.Cho@gov.bc.ca> wrote:

Hello Frank,

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The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Guangzhou Qin Feng Education Investment Co., Ltd. and New Continental Development Inc. –

Guangzhou Qin Feng signed a^{s.13} investment deal with New Continental Development Inc. in B.C. on building an education city in Richmond. This education city will offer restaurants, coffee shops, approximately^{s.13} student dorm units, amenity services and an office tower for anchor tenants, including public and private schools and education agents providing professional services for students.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
Manager, China

International Business Development

Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1

Phone | [604.660.5919](tel:604.660.5919)

Mobile | [604.763.2679](tel:604.763.2679)

Email | janet.cho@gov.bc.ca



www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

Thorkelson, Meaghan GCPE:EX

From: Greg Smallenberg <gsmallenberg@pfs.bc.ca>
Sent: Thursday, May 5, 2016 12:12 PM
To: Cho, Janet Y MIT:EX; aliu@pfs.bc.ca
Cc: Acquarone, Francis MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; 'Harry Li'; gsmallenberg@pfs.bc.ca
Subject: RE: PFS Studio - May 9 - Corporate Signings

Good morning Janet,

I have been in contact with Anna and she has assured me she will have both the English and Chinese versions of our contract with Foshan forwarded to me by tomorrow. I will then pass on to you.

As for the invitation confirmations, both Anna and I have received ours - thank you -however Mr. Will Yang has not received his. Anna is still unsure if she is able to make it and it will be a last minute decision for her as our offices in China are extremely busy at the moment. It would be helpful if we are able to have Will's invitation in hand in the event he needs to be an alternate. Are you able to expedite Will's invitation ? if so please send to - willyang@pfs.bc.ca

Signatories:
s.16

PFS Attendees:
s.16

As requested, we have taken the liberty of suggesting a few edits of your backgrounder/ release as below:

With the strong support of B.C.'s Trade and Investment representative in Guangzhou, PFS Studio has won the bidding for a major Landscape Architecture and Urban Planning Project in Foshan. Foshan Land Planning Bureau signed a US\$2.99-million trade deal with PFS Studio in Vancouver to undertake the planning and design that will transform a large expanse of the city's waterfront and associate development. Both Foshan and PFS Studio expect this project to become a new model for city building, sustainability and environmentally sensitive design as well as a strong example of business cooperation between Guangdong and British Columbia.

Please let me know if you need anything else.

Best regards

Greg Smallenberg FCSLA FASLA BCSLA OALA Partner

PFS STUDIO | PLANNING + URBAN DESIGN + LANDSCAPE ARCHITECTURE
1777 West 3rd Avenue Vancouver BC V6J 1K7
T 604.736.5168 x 113 | F 604.736.5167 | E gsmallenberg@pfs.bc.ca | W www.pfs.bc.ca

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From: Cho, Janet Y MIT:EX [mailto:Janet.Cho@gov.bc.ca]
Sent: Wednesday, May 04, 2016 1:45 PM
To: 'Greg Smallenberg' ; aliu@pfs.bc.ca
Cc: Acquarone, Francis MIT:EX ; Carne, Courtney GCPE:EX ; XT:Yao, Cathy MIT:IN ; Lui, Vivian MIT:EX ; 'Harry Li'
Subject: RE: PFS Studio - May 9 - Corporate Signings

Hello Greg,

According to our system and both you and Anna Liu are confirmed and were emailed confirmations: Greg your was sent to you on Friday and Anna on Monday.

Please check your inbox and/or other email destinations that it may have been delivered to i.e. spam/junk.

Cheers,

Janet

From: Greg Smallenberg [mailto:gsmallenberg@pfs.bc.ca]
Sent: Wednesday, May 4, 2016 12:09 PM
To: Cho, Janet Y MIT:EX; aliu@pfs.bc.ca
Cc: Acquarone, Francis MIT:EX; Carne, Courtney GCPE:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; 'Harry Li'; gsmallenberg@pfs.bc.ca
Subject: RE: PFS Studio - May 9 - Corporate Signings

Dear Janet,

I will confirm with Ms. Liu regarding the information you have requested and try to respond by tomorrow with what you require.

I would like to point out that both Ms. Liu and I registered for the event soon after receiving notice from your counterparts in Guangzhou a week or so ago. When we registered, we were informed that our official invitations were pending security clearance. I wanted to let you know that as of today we have not received confirmation. Further, I can confirm my attendance, however Ms. Liu may or may not be able to attend. We tried today to register Mr. Will Yang as an alternate PFS Studio representative at the event however, when we tried to do so the web registration indicated that the event was full and Mr. Yang was to be placed on a wait list.

So, I have two questions for you:

When might we expect official invitations?

In the event that Ms. Liu is unable to attend how can we ensure that Mr. Yang can take her place as it will be important for me to have a Chinese speaking colleague with me at the event.

Thank you and I look forward to meeting you next week.

Greg Smallenberg FCSLA FASLA BCSLA OALA Partner

PFS STUDIO | PLANNING + URBAN DESIGN + LANDSCAPE ARCHITECTURE

The content of this e-mail is the confidential property of PFS Studio and should not be copied, modified, retransmitted, or used for any purpose except with written authorization. If you are not the intended recipient, please delete all copies and notify us immediately. Please consider the environment before printing.

From: Cho, Janet Y MIT:EX [<mailto:Janet.Cho@gov.bc.ca>]
Sent: Tuesday, May 03, 2016 1:48 PM
To: 'gsmallenberg@pfs.bc.ca' <gsmallenberg@pfs.bc.ca>; 'aliu@pfs.bc.ca' <aliu@pfs.bc.ca>
Cc: Acquarone, Francis MIT:EX <Francis.Aquarone@gov.bc.ca>; Carne, Courtney GCPE:EX <Courtney.Carne@gov.bc.ca>; XT:Yao, Cathy MIT:IN <cyao@britishcolumbia.ca>; Lui, Vivian MIT:EX <Vivian.Lui@gov.bc.ca>; 'Harry Li' s.22
Subject: PFS Studio - May 9 - Corporate Signings
Importance: High

Hello Greg and Anna,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Foshan Land Planning Bureau and PFS Studio (Landscape & Urban design) – With the strong support of B.C.'s trade and investment representative in Guangzhou, PFS Studio has won the bidding for the Landscape and Urban Planning Project in Foshan. Foshan Land Planning Bureau signed a US\$2.99-million trade deal with PFS Studio in Vancouver for this landscape and urban design project. Both Foshan and PFS Studio expect this project to become a new model of business cooperation between Guangdong and British Columbia.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



Thorkelson, Meaghan GCPE:EX

From: Gilmore, Dan GCPE:EX
Sent: Tuesday, May 3, 2016 11:55 AM
To: Carne, Courtney GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Mulholland, Lauren GCPE:EX; Haslam, David GCPE:EX; Grewar, Colin GCPE:EX
Subject: RE: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Thx Courtney. Running by BC Hydro.

Cheers,
Dan

Dan Gilmore
Communications Manager
Ministry of Energy and Mines
Office: 250-952-0667
Cell: 250-213-2302

From: Woolley, Paul GCPE:EX
Sent: Tuesday, May 3, 2016 11:52 AM
To: Carne, Courtney GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: Re: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Let me check and get back to you...

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Carne, Courtney GCPE:EX
Sent: Tuesday, May 3, 2016 11:39 AM
To: Woolley, Paul GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Hi Paul and David,

We're giving you a heads up that this draft news release is now with our program area for approval. It's regarding Guangdong Party Secretary Hu Chunhua's delegation that is visiting B.C. next week (May 8-9). There is anticipated to be a number of business-to-business deals signed. One is between Woodfibre LNG and Guangzhou Gas, and another is between BC Hydro and Guangdong Power Grid, for example.

Our MIT program area will begin reaching out to all the companies/organizations mentioned in the NR to ensure that they are comfortable with the information being released. Please let us know if you have any concerns.

Thank you,

Courtney



Courtney Carne

Senior Public Affairs Officer | Government Communications and Public Engagement
Ministry of International Trade and Responsible for Asia Pacific Strategy and Multiculturalism
Ph: 250.356.9801 | Cell: 250.920.5104
courtney.carne@gov.bc.ca

Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:45 PM
To: 'marian_ngo@wlng.ca'
Cc: Lui, Vivian MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; XT:Yao, Cathy MIT:IN; Carne, Courtney GCPE:EX
Subject: Woodfibre - May 9 - Corporate Signings
Importance: High

Hello Marion,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

As part of Party Secretary Hu's visit, several B.C. and Guangdong companies and organizations announced major partnership deals, the most significant being a s.13,s.16 between B.C.-based Woodfibre LNG and Guangzhou Gas Group for one million tonnes of LNG to be exported to Guangzhou for the next 25 years. Woodfibre LNG, which plans to build a small-scale LNG facility near Squamish, will also open a 10% share investment opportunity to Guangzhou Gas Group valued at s.13,s.16

Woodfibre LNG and Guangzhou Gas Group – Woodfibre LNG and Guangzhou Gas Group signed an LNG off-take contract for one million tonnes of LNG export to Guangzhou for 25 years. The total value of s.13,s.16
s.13,s.16 . Under the agreement, Woodfibre LNG will also open a 10% share investment opportunity to Guangzhou Gas Group, which is valued at about s.13,s.16

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho
Manager, China
International Business Development
Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Woolley, Paul GCPE:EX
Sent: Tuesday, May 3, 2016 1:03 PM
To: Carne, Courtney GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: RE: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Can you please have your ADM responsible contact our ADM Brian Hansen. This one appears to have some things that need to be discussed including when this would be released. From our perspective, don't think this is ready to go tomorrow.

From: Carne, Courtney GCPE:EX
Sent: Tuesday, May 3, 2016 11:39 AM
To: Woolley, Paul GCPE:EX; Haslam, David GCPE:EX
Cc: Hagerman, Shannon GCPE:EX; Gilmore, Dan GCPE:EX; Ash, Christine GCPE:EX; Mulholland, Lauren GCPE:EX
Subject: FYI - NR_PS Hu Visit_Business Deals_May 10 2016

Hi Paul and David,

We're giving you a heads up that this draft news release is now with our program area for approval. It's regarding Guangdong Party Secretary Hu Chunhua's delegation that is visiting B.C. next week (May 8-9). There is anticipated to be a number of business-to-business deals signed. One is between Woodfibre LNG and Guangzhou Gas, and another is between BC Hydro and Guangdong Power Grid, for example.

Our MIT program area will begin reaching out to all the companies/organizations mentioned in the NR to ensure that they are comfortable with the information being released. Please let us know if you have any concerns.

Thank you,

Courtney



Courtney Carne

Senior Public Affairs Officer | Government Communications and Public Engagement
Ministry of International Trade and Responsible for Asia Pacific Strategy and Multiculturalism
Ph: 250.356.9801 | Cell: 250.920.5104
courtney.carne@gov.bc.ca

Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:17 PM
To: 'derek.chen@archiactinteractive.com'; Robyn Gummer
Cc: 'Harry Li'; Acquarone, Francis MIT:EX; Lam, Karen E MIT:EX; Lui, Vivian MIT:EX; Carne, Courtney GCPE:EX
Subject: Archiact Interactive - May 9 - Corporate Signings
Importance: High

Hello Derek and Robyn,

Hope the two of you are doing well. Great to connect with you again and congratulations on the upcoming signing.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

37 Games to Invest in Archiact Interactive Ltd. – 37 Games, one of the largest game developers in China, will buy 10% of Vancouver-based Archiact Interactive's shares at a value of US\$3.2 million. 37 Games will also dispatch one of their Board Directors to B.C. for virtual reality development and cooperation.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China
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Ministry of International Trade
730 – 999 Canada Place
Vancouver, BC Canada V6C 3E1
Phone | 604.660.5919
Mobile | 604.763.2679
Email | janet.cho@gov.bc.ca



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Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Friday, May 6, 2016 12:53 PM
To: McAree, Guy; Carne, Courtney GCPE:EX
Cc: Pocard, Nicolas; Acquarone, Francis MIT:EX; Irwin, Paul MIT:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; Harry Li; Cagic, Nina MIT:EX
Subject: Re: Ballard - May 9 - Corporate Signings

Hello Guy,

That's much appreciated.

Courtney, please see below for the edited blurb. Note that Guy has also requested an advance copy of the news release. Please coordinate directly with Guy.

Nicolas thank you for the call today, welcome back. We have received the information.

Thanks again everyone!

Janet

Sent from my iPhone

> On May 6, 2016, at 12:45 PM, McAree, Guy <Guy.McAree@ballard.com> wrote:

>

> Janet, I have edited your blurb below - PLEASE USE THE EDITED VERSION BELOW. This aligns your press release with our own, to be issued Monday following the event at our HQ facility. s.13

s.13

>

> I would also appreciate an advance copy of your complete final press release.

>

s.16

>

> Thanks.

>

> Guy

> Director - Investor Relations

> Ballard Power Systems

>

>

> -----Original Message-----

> From: Cho, Janet Y MIT:EX [<mailto:Janet.Cho@gov.bc.ca>]

> Sent: Friday, May 06, 2016 12:11 PM

> To: Pocard, Nicolas; McAree, Guy

> Cc: Acquarone, Francis MIT:EX; Irwin, Paul MIT:EX; XT:Yao, Cathy MIT:IN; Lui, Vivian MIT:EX; Harry Li; Cagic, Nina MIT:EX

> Subject: Re: Ballard - May 9 - Corporate Signings

>

> Hello Nicolas and Guy,
 >
 > Grateful if you could review the blurb below, with your approval it will be included in the new release.
 >
 > Cheers,
 >
 > Janet
 >
 > Sent from my iPhone
 >
 > On May 3, 2016, at 1:46 PM, Cho, Janet Y MIT:EX <Janet.Cho@gov.bc.ca<<mailto:Janet.Cho@gov.bc.ca>>> wrote:
 >
 > Hello Nicolas,
 >
 > Congratulations on your upcoming announcement.
 >
 > The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.
 >
 >
 > * Burnaby-based Ballard Power Systems signed a non-binding letter of intent with Guangdong Synergy Hydrogen Power Technology Co., Ltd. for the potential transfer of fuel cell technology and the manufacture of fuel cell products in Guangdong Province.
 >
 >
 >
 > * Ballard and Guangdong Synergy Hydrogen Power Technology Co., Ltd. - Ballard Power Systems and Guangdong Synergy Hydrogen Power Technology Co., Ltd. signed a non-binding letter of intent for the potential transfer of fuel cell technology and the manufacture of fuel cell products in Guangdong Province.
 >
 > In addition, please provide a copy of the signing documents in Simplified Chinese and English, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.
 >
 > Looking forward to seeing you on May 9th.
 >
 > Best regards,
 >
 >
 > Janet Cho
 > Manager, China
 > International Business Development
 > Ministry of International Trade
 > 730 - 999 Canada Place
 > Vancouver, BC Canada V6C 3E1
 > Phone | 604.660.5919
 > Mobile | 604.763.2679
 > Email | janet.cho@gov.bc.ca<<mailto:janet.cho@gov.bc.ca>>
 >
 > <image001.png>

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YouTube<<http://www.youtube.com/user/BCTradeInvest>>
>
>

Thorkelson, Meaghan GCPE:EX

From: Cho, Janet Y MIT:EX
Sent: Tuesday, May 3, 2016 1:31 PM
To: 'ccollins@prostatecentre.com'
Cc: Irwin, Paul MIT:EX; Acquarone, Francis MIT:EX; 'Harry Li'; Carne, Courtney GCPE:EX; Lui, Vivian MIT:EX; XT:Yao, Cathy MIT:IN
Subject: Vancouver Prostate Centre - May 9 - Corporate Signings
Importance: High

Hello Colin,

Congratulations on your upcoming announcement.

The Province of British Columbia will issue a news release capturing the corporate signings during Guangdong Party Secretary Hu's upcoming visit on May 9, 2016. Grateful if you could approve the following blurb(s) in the news release/backgrounder.

Beijing Genomics Institute (BGI) and Vancouver Prostate Centre – Based on the BGI-Vancouver Prostate Centre joint research laboratory for advancement of translational cancer research, BGI and the Vancouver Prostate Centre signed an MOU agreement to further develop a high throughput sequencing platform, which is a faster, more cost-effective way to sequence and analyze large genomes. They will also work to popularize the technology of individual therapy for cancer and carry out clinical trials and industrialization for early detection and prognosis of prostate cancer.

In addition, please provide a copy of the signing documents in **Simplified Chinese and English**, as well as, English and Chinese names (if applicable) and titles of the signatories (both from your company and your partner organization) and English names and titles your colleague(s) that will be present at the event.

Looking forward to seeing you on May 9th.

Best regards,

Janet Cho

Manager, China
International Business Development
Ministry of International Trade
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