



# 中国企业家俱乐部 国际访问——加拿大站

CHINA ENTREPRENEUR CLUB  
INTERNATIONAL VISIT TO CANADA





## The China Entrepreneur Club



### About

The China Entrepreneur Club (CEC) is the premier business leader platform in China. Established as a non-profit organization by 31 of China's most influential entrepreneurs, economists and diplomats in 2006, the CEC has become a hub for Chinese business leader exchange, cooperation, and international collaboration.

### Membership

CEC members continue to set example for sustainable competitiveness through innovative business practices, active engagement in public welfare initiatives and corporate social responsibility. Members and member companies are proud to represent commercial integrity and success, with 50 dynamic companies earning a total annual gross income of over three trillion RMB (460 billion USD) in 2015.

### Mission

Entrepreneurs are enablers. We believe in the power of entrepreneurship in creating opportunity, prosperity and world changing contributions. We are committed to a future of better business in China and worldwide.





## 2016 中国企业家俱乐部国际访问加拿大站团员名单

### 2016 China Entrepreneur Club International Visit to Canada Delegation

序号 No.	姓名 Names	职务 Titles and Organizations
1	马蔚华 Ma Weihua	中国企业家俱乐部理事长 国家科技成果转化引导基金理事会理事长、原招商银行行长 President, China Entrepreneur Club President of Council, National Fund for Technology Transfer and Commercialization Former President, China Merchants Bank
2	王若雄 Peter Wang	天泰集团股份有限公司董事局主席 Chairman of the Board, Tentimes Group Co., Inc.
3	牛根生 Niu Gensheng	蒙牛集团创始人 老牛基金会创始人、名誉会长 Founder, Mengniu Dairy Group Founder and Honorary President, LAO NIU FOUNDATION
4	艾欣 Ai Xin	三通企业（集团）有限公司董事长 Chairman, Suntone Group
5	冯军 Feng Jun	爱国者数码科技有限公司董事长 Chairman, aigo Digital Technology Co. Ltd.
6	刘君 Liu Jun	鹰谷国际集团控股（南非）有限公司董事长 Chairman, Eagle International Group Holdings (South Africa)
7	汪潮涌 Wang Chaoyong	信中利资本集团创始人、董事长 Founding Chairman and CEO, ChinaEquity Group Inc.
8	胡葆森 Frank Wu	建业地产股份有限公司董事局主席 Chairman of the Board, Central China Real Estate Ltd.
9	夏华 Xia Hua	依文集团董事长 Chairwoman, EVE Group
10	徐井宏 Xu Jinghong	清华控股有限公司董事长 Chairman of the Board, Tsinghua Holdings Co., Ltd.
11	蒋锡培 Jiang Xipei	远东控股集团有限公司董事局主席兼首席执行官 Chairman of the Board and CEO, Far East Holding Group Co., Ltd.
12	程虹 Maggie Cheng	中国企业家俱乐部秘书长 Secretary-General, China Entrepreneur Club



## Ma Weihua

President, China Entrepreneur Club (CEC)  
President of Council, National Fund for Technology Transfer and Commercialization  
Former President, China Merchants Bank



China Entrepreneur Club	
Founded	2006
President	2015-
Area Served	China
Members	49
Type	Non-profit

### Background

After finishing university, Dr. Ma Weihua was sent to work for the Liaoning Government in the 1980s. Ma has served multiple government positions, including Deputy Director and later Deputy Secretary General of the Economic Planning Committee of Liaoning Province, Director of the Party Office for the Liaoning and Anhui Provincial Committees, as well as Governor of the People's Bank of China Hainan Branch.

Ma was formerly President and CEO of China Merchants Bank from 1999 to 2013, concurrently serving as the Chairman of the Board of Directors for Wing Lung Bank and China Merchants Fund Management. During his 14-year term as President, Ma grew China Merchant Bank from 1 business location of 30 employees to over 900 outlets and nearly 50,000 employees across China. Total assets, deposits, loans and net operating income expand rapidly with a compound annual growth rate of 25%, allowing China Merchants Bank to become China's 6th largest bank and the 44th largest bank worldwide.

### Recognition

Ma holds a PhD in economics from the South-western University of Finance (China), and an Honorary PhD from the University of Southern California. He is a member of the Advisory Council of London City, member of the New York Financial Consulting Committee Advisory Board, and a member of the VISA Asia-Pacific Senior Advisory Committee.

Ma has received numerous awards and recognitions for his contributions to the private sector. He was named "China Economic Person of Year 2001" by China Central Television (CCTV), one of the "Rising Stars of Banking" by The Banker in 2005, "Asia's Best CEO", "Asia's Banking Industry Leader" and "Asia's Best Banking President" by Institutional Investor in 2007, 2008, and 2009. He was also named Ernst and Young "Entrepreneur of the Year China" in 2012.





# Niu Gensheng

Founder, Mengniu Dairy Group

Founded and Honorary President, Lao Niu Foundation



Lao Niu Foundation	
Founded	2004
Headquarters	Inner Mongolia, China
Area Served	China
Donations (2015)	USD 151 million
Type	Foundation

## Background

Mr. Niu began his dairy career in 1978 by taking care of cows and washing milk bottles. He rose from these humble beginnings to become a board trustee of Yili Group, and served as Vice Chairman of Production. In 1999, Niu resigned from Yili, while proceeding to launch Mengniu the same year with limited access to market, factories, or sources of milk.

## Lao Niu Foundation and Recognition

Following his resignation as CEO and Chairman of Mengniu Dairy in 2006, Mr. Niu has completely devoted himself to philanthropic endeavors. As of the end of 2014, the Lao Niu Foundation has cooperated with 129 domestic and international organizations, institutions, and individuals. It has launched 153 philanthropic projects in 29 Chinese provinces (including autonomous regions and municipalities) as well as in various regions in the US, Canada, France and Africa. Mr. Niu has received wide recognition both as an entrepreneur and philanthropist. CCTV honored him as the "China Economic Person of the Year" and "China's Most Influential Business Leader" five years in a row. The Chinese Ministry of Civil Affairs has twice awarded Mr. Niu the China Charity Award. Mr. Niu's leadership in environmental protection was recognized by The Nature Conservancy, which presented him with their prestigious OakLeaf Award in 2014.

## China Mengniu Dairy

After two initial years of rapid growth, Morgan Stanley and Dinghui invested in Mengniu in 2002, giving Mengniu the ability to expand rapidly. Within the first seven years, Mengniu grew at an annual average rate of 158%. Niu grew Mengniu Dairy Company into a leading global milk supplier, and a top dairy producer in China. Mengniu products include, milk, yogurt, cheese, ice cream and milk powder.



# Wang Ruoxiong

Chairman of the Board, Tentimes Group Co., Ltd.



## Tentimes Group

Founded	1994
Headquarters	Shandong, China
Area Served	China
Revenue (2014)	USD 240 million
Type	Non-listed Company

### Background

After finishing university, Wang Ruoxiong worked as a director for the Qingdao City Economic Cooperation Bureau, and later as an Investment Director for the Shandong Peninsula Economic Development Company. Wang Ruoxiong left to found Tentimes Group in 1994.

### Tentimes Group

Tentimes Group is one of the most influential real estate enterprises in Shandong today. With current assets over RMB 2.5 billion, Tentimes Group has developed into a competitive real estate company over the past two decades, foreseeing greatest future potential in China by committing itself to developing green housing projects.

### Recognition

Along with corporate responsibility, Wang's motto of "reciprocating the benefits of trade to serve the country" has served as the core value of Tentimes Group. He contributed significant donations to support the 2008 Olympic Program in Qingdao, and has established a number of Hope Primary Schools in rural areas of Guizhou and Tibet.





# Feng Jun

Chairman of the Board, aigo Digital Technology Co., Ltd



aigo Digital Technology	
Founded	1993
Headquarters	Beijing, China
Area Served	China
Revenue	n/a
Type	Non-listed Company

## Background

Under the leadership of Feng Jun, aigo has successfully grown into a well-known national IT brand. Founded in 1993 in Zhongguancun of Beijing, aigo is a high-tech company producing digital cameras, digital music players, digital voice recorders, mobile storage devices, video players and digital image products.

Feng graduated from the Department of Civil Engineering at Tsinghua University. He is also member of the China National Democratic Construction Association.

## aigo

With more than 1,900 employees in China, aigo currently has eight wholly-owned subsidiaries, with annual revenue of more than RMB 2 billion.

## Recognition

Mr. Feng was selected as one of the 'Top 10 New Technology Stars in China of 2002', 'Outstanding Youth with Technological Innovation of 2003', 'Top 10 Outstanding Entrepreneurs of 2005', 'Top 10 Outstanding Youths in Beijing of 2006', and 'Chinese Economic Figures of the Year 2006' by CCTV. In 2008, Mr. Feng was invited as the first high-tech industry representative to join in the Olympic torch relay in Greece.



## Ai Xin

Chairman, Suntone Group



Suntone Group	
Founded	1989
Headquarters	Sichuan, China
Area Served	China
Revenue (2014)	USD 65 million
Type	Non-listed Company

### Background

After finishing university, Ai Xin went to work for ten years at China Overseas Holdings Limited as an interior and exterior designer. In 1989, Ai left to start his own business called Suntone Group.

### Suntone Group

Ai established Suntone Group in 1989, operating integrated businesses in planning design, tourist real estate, consumer technology and financial investment. In 1998, Suntone Group acquired Jinlu Group, and in doing so became its largest shareholder. Currently Suntone is focusing on businesses related to architectural design and decoration, tourism development, club management and financial investment. Ai is a designer who firmly believes that technology and design bring convenience. Founded in 2006, Suntone's Smart Aijia redefines technology, focusing on efficiency and structural optimization in ecological chains and lifestyles that are low carbon and environmental friendly.

### Recognition

Listed as one of China's top 50 companies in the decoration and renovation industry, Suntone Group has created a number of masterpieces, including the representative Hong Kong Hall in the Great Hall of the People.





## Liu Jun

Chairman, Eagle International Group Holdings (South Africa)



Eagle International Group Holdings	
Founded	1995
Headquarters	Johannesburg, SA
Area Served	China, Africa
Revenue (2014)	USD 170 million
Type	Non-listed Company

### Background

Liu Jun is a pioneer of Chinese investment in Africa. In 1995, Liu founded Eagle International Group Holdings (South Africa), and later established Qingdao Eagle Canyon Real Estate Co., Ltd. in China.

### Eagle International Group Holdings

Eagle International Group Holdings (EIGH) is a large-scale comprehensive private enterprise group. Business operations cover real estate, finance, minerals and energy. In recent years, Eagle International Group has established all-round cooperation with several Chinese enterprises including China Railway Group and CITIC in African countries like South Africa and Zimbabwe. At the same time, EIGH has brought business back to Mainland China, establishing Qingdao Eagle Canyon Real Estate Company Limited. With investment from EIGH, the Qingdao Four Seasons Hotel currently under construction is set to be one of the most luxurious hotels in China.



# Wang Chaoyong

Founding Chairman and CEO, ChinaEquity Group Inc.



China Equity Group	
Founded	1999
Headquarters	Beijing, China
Area Served	China
Funds under Management (2014)	USD 2.3 billion

## Background

Wang Chaoyong obtained a Bachelor of Engineering from Huazhong University of Science and Technology, a masters degree from Tsinghua University and MBA degree from Rutgers Business School. Before founding ChinaEquity Group, Wang worked for major financial institutions for 12 years. He started his banking career with J.P. Morgan in 1987 in New York. In 1993, Wang joined Morgan Stanley as a founding member of the investment banking team and became the head of Beijing office. From 1998 to 1999, Mr. Wang was a Deputy Director-General of the Investment Department of China Development Bank.

## ChinaEquity Group

In 1999, Wang founded ChinaEquity Group one of the leading venture capital and private equity firms in China. ChinaEquity Group manages multi-billion US dollar and RMB funds, investing in sectors such as TMT, Financial Services, Healthcare and Clean Tech. With 28 years of financial and investment working experience, Wang has led over 80 investment projects including Baidu, Sohu, Huayi Brothers and Aston Martin.

## Recognition

Wang has received numerous accolades and recognitions including the Hurun Report's "Top 10 Most Successful Returning Entrepreneurs to China." Wang is also a board member of the Carnegie Endowment for International Peace, Vice-President of Center for China and Globalization (CCG), Director of China Venture Capital Association (CVCA), and Inaugural Member of Yale Asia Development Council.





# Frank Wu

Chairman of the Board, Central China Real Estate Ltd.



Central China Real Estate Ltd.	
Founded	1992
Headquarters	Zhengzhou, China
Area Served	China
Revenue (2014)	USD 2.4 billion
Type	Listed Company

## Background

Frank Wu graduated from Zhengzhou University in 1979, and proceeded to work in China's early import/export businesses in the 1980's. Wu traveled frequently to Hong Kong, and eventually decided to establish his own business as a real estate development company based out of Hong Kong.

## Central China Real Estate

Wu established Central China Real Estate (CCRE) with an initial capital of RMB 8 million in 1992. CCRE has significant presence in central and western China, particularly in China's most populous province of Henan. CCRE currently has over \$3 billion in assets and two thousand employees. Apart from numerous properties, the company has funded several professional football clubs in China.

## Recognition

Wu is Vice-President of the China Real Estate Industry Association, and member of the 11th CPPCC Standing Committee.



# Xia Hua

Chairwoman, EVE Group



EVE Group	
Founded	1994
Headquarters	Beijing, China
Area Served	China
Revenue (2014)	USD 42.1 million
Type	Non-listed Company

## Background

Xia Hua graduated from China University of Political Science and Law, and served as a faculty member after graduation.

## EVE Group

Founded by Xia in 1994, EVE Group is one of the most influential male garment brands in China. EVE Group owns four original brands including EVE DeCINA, NOTTING HILL, Kevin Kelly, JAQUES PRITT, and is the agent of international brands including Versace, Kenzo, and Fendi. Eve Group is engaged in various sectors including ready-to-wear, accessories, business attire, gifts, international branding and innovative design. The group currently owns more than 500 stores nationwide, and more than one hundred distinguished designers and senior craftsmen dedicated to cultivating, preserving, inheriting and applying traditional Chinese craftsmanship and national culture in the fashion world.

## Recognition

As one of the most influential Chinese entrepreneurs in fashion industry, Ms. Xia was named one of the 'Top 25 Chinese Nationals in Global Fashion Industry 2011' by Forbes. She serves as Standing Director of the China Clothing Culture Committee, committee member of All-China Youth Federation, Managing Director of China University of Political Science and Law, and Vice Chairman of the Strategy Committee, Society of Entrepreneurs & Ecology (SEE).





## Xu Jinghong

Chairman of the Board, Tsinghua Holdings Co., Ltd.



Tsinghua Holdings	
Founded	2003
Headquarters	Beijing, China
Area Served	China
Revenue (2014)	USD 9.73 billion
Type	Listed Company

### Background

Xu Jinghong has worked at Tsinghua University since 1988, holding roles including Deputy Director of President's Office, Director of Administration, and Vice Dean of General Affairs. Xu was President and Vice Chairman of Tuspark Holdings from 2000 to 2012, when he became Chairman of the Board of Tsinghua Holdings Co., Ltd.

### Tsinghua Holdings

With the approval from the State Council of the People's Republic of China, Tsinghua Holdings Co., Ltd. (hereinafter referred to as Tsinghua Holdings) was created as a state-owned limited liability corporation integrating the enterprises under Tsinghua University, and funded by Tsinghua University with registered capital of 2.5 billion RMB. Tsinghua Holdings focuses on high-tech incubation, investment management, asset/capital operations, innovative construction and sustainable economic development. Enterprises invested by Tsinghua Holdings cover information technology, sustainable energy, environmental protection, life sciences, and education.

### Recognition

Xu is Executive Vice-President of Tsinghua University Tuspark Research Institute for Innovation, Director General of Zhongguancun University Science Park Alliance, Vice Chairman of Zhongguancun National Innovation Demonstration Zone Consultative Committee, and Executive President of Zhongguancun 100 Entrepreneurs Club.



# Jiang Xipei

Chairman of the Board and CEO, Far East Holding Group Co., Ltd.



Far East Holding Group	
Founded	1990
Headquarters	Jiangsu, China
Area Served	China
Revenue (2014)	USD 4.1 billion
Type	Listed Company

## Background

Jiang Xipei went into business after high school, starting Far East Holding Group with a group of 28 friends and 3 million RMB in capital.

## Far East Holding Group

Far East Holding Group has developed into a large-scale private joint-stock enterprise group, with business covering smart energy, real estate and investment. With a current core focus on smart city technology, Far East covers operations in R&D, manufacturing and marketing, the Internet of Things, planning and design, investment, construction, and efficiency management services. Far East sales of energy cable have been among the top in China for 18 years running, with over 200 sale fronts in China.

## Recognition

Jiang has been recognized as one of ten "China Business Reform and Innovation Leaders" in 2007, and one of "Asia's Most Socially Responsible Business Leaders" in 2008. Jiang is currently vice president of the Jiangsu Federation of Industry and Commerce, Chairman of Jiangsu Promotion of Private Enterprise Development Association, Principal of Far East University and Honorary Chairman of Far East Charitable Foundation.





# Maggie Cheng

Secretary-General, China Entrepreneur Club



China Entrepreneur Club	
Founded	2006
Headquarters	Beijing, China
Area Served	China
Members	49
Type	Non-profit

## Background

Maggie Cheng majored in Journalism and Communications and received her EMBA degree from the China Europe International Business School (CEIBS).

Cheng has been General Manager and Secretary-General of the China Entrepreneur Club (CEC) since its establishment in 2006. Cheng has 15 years of experience in the media industry, serving as a journalist, editor, producer and other managerial posts.

## China Entrepreneur Club

The CEC has grown to become one of the most influential and representative organization of private sector business and leadership in China. Cheng has devoted herself to promoting the importance of China's private sector in driving entrepreneurship and innovation, as well as bolstering the global growth and impact of Chinese companies.

Cheng initiated the annual International Visit of the China Entrepreneur Club, which has become one of the CEC's most important projects, launching successful business missions to the United States (2011), the UK (2012), France/Belgium (2013), Singapore/Australia (2014), and Germany/Italy (2015). Each annual delegation has been invited by the highest level of government in the host countries.

Additionally, the China Green Companies Summit founded by Cheng in 2008 has become one of the most well-known economic forums in China for international business leaders to explore sustainable development and business integrity. The Summit attracts more than one thousand participants from China and around the globe each year on Earth Day.

## **BC Industry Leaders Roundtable with China Entrepreneur Club**

**Friday October 21st, 9:30-11:30 a.m.**

s.15

**Vancouver, BC**

### **SUMMARY**

On Friday October 21, the Asia Pacific Foundation of Canada (APFC) and BC Ministry of International Trade (MIT) organized a roundtable meeting in Vancouver with the China Entrepreneur Club to meet with twenty BC industry leaders and senior BC government representatives. The China Entrepreneur Club is the preeminent business leaders network in China composed of the largest private companies in their respective market sectors. The intent of the roundtable was to create a forum for preliminary discussion and to focus on opportunities to further enhance BC and Canada's trade and investment ties with China. Topics of focus for the meeting included: ICT/digital media; consumer goods; and sustainable development. The two-hour meeting provided an opportunity for participants to engage in a fruitful discussion on issues of mutual interest. Several areas for possible cooperation were identified, particularly in the area of sustainable development/clean tech (e.g. lithium ion battery technology, clean water, cleantech investment). APFC and BC MIT will be working with the British Columbia Trade and Investment Representative's Office in Beijing for prospective follow-up with the CEC on identified areas of interest.

### **REPORT**

The Vancouver roundtable was held on the final day of the CEC's official visit program in Canada. Prior to arriving in Vancouver, the CEC travelled earlier in the week to Montreal, Ottawa, and Toronto. The CEC visit to Canada was precipitated by Prime Minister Justin Trudeau's official visit to China in late summer 2016 during which he extended an invitation to the CEC to visit Canada. The roundtable meeting was specially designed to provide an opportunity for informal dialogue in an intimate setting between members of the CEC and BC business leaders.

Following a group photo, the meeting opened with a video address from **Hon Teresa Wat**, Minister of International Trade and Minister Responsible for the Asia Pacific Strategy. In his introductory remarks, **Hon. Amrik Virk**, Minister of Technology, Innovation and Citizens' Services noted the deep connections between China and British Columbia, describing British Columbia as one of the most open jurisdictions in Canada and remarking upon the fact that Canada had been built by immigrants, including by the first Chinese and South Asian immigrants to British Columbia. Minister Virk also noted the strong technology sector present in BC, pointing to the 92,000 jobs created as a result of the tech sector, as well as the \$100 million technology fund that was scheduled to be announced by the BC government later that day.

President of the CEC, **Ma Weihua (马蔚华)**, who is also the President of Council, National Fund for Technology Transfer and Commercialization, stated that he was impressed with the close Canada-China ties and pointed more specifically to the close relationship between Guangdong, China and BC, as illustrated in Minister Wat's video address. Mr. Ma described BC as a place in which he felt at home. He noted that Chinese and Canadian leaders had signed numerous agreements of collaboration. Mr. Ma was reassured and confident that there would be even closer ties between Canada and China and that he looked forward to the coming "golden decade" in the relationship and the commitment to double trade and develop third market cooperation. Mr. Ma stated that these deals and agreements should be "materialized" by the private sector. The CEC president concluded by saying that there are many complementarities between the Canadian and Chinese economies and that there was a shifting focus to emerging industries and new economies. Mr. Ma stated that the



relationship could be deepened through further dialogue to find areas of mutual interest, and that a great future lies ahead for Canada and China.

**Paul Lee**, roundtable chair and moderator, acting on behalf of the Asia Pacific Foundation of Canada and his firm, Vanedge Capital Inc., opened the discussion on ICT/digital media by describing Vancouver as a great place for technology, with a great base of people. Mr. Lee pointed to the difficulties in hiring talent in Silicon Valley and that companies such as Amazon and Microsoft have established offices in Vancouver. s.13,s.17

s.13,s.17

Roundtable participant, **Ryan Holmes**, Founder and CEO of Hootsuite, remarked upon a milestone for the 8-year-old company, which recently celebrated 15 million users on the platform. Hootsuite, which, according to Holmes, manages the "complexity of social media", first received its starting funds/capital in San Francisco and New York. s.13,s.16

s.13,s.16

s.13,s.16

Holmes pointed to several positive attributes to Vancouver: proximity to San Francisco, making for a short flight to Silicon Valley; the increasing number of companies that are investing in the city (e.g. Microsoft investing \$100 million for an office in Vancouver); alignment around building a technology ecosystem locally, provincially and federally; and s.13,s.17

Following Holmes, **Ali Tehrani** of Zymeworks, a biotechnology company, addressed the CEC. Tehrani stated that the company started 12 years ago and currently employs over 112 people and includes an office in Seattle. His company is currently engaged in cooperation initiatives in Japan and has focused on the digitization of drug developments, including for breast and gastric cancers. Mr. Tehrani described himself as an entrepreneur first and foremost and stated that he is able to compete with the best of the world from Vancouver. Tehrani pointed to the support of universities and angel investors and described Vancouver as the "place to be" and a place that is "starting to be exciting".

CEC member, **Jiang Xipei (蒋锡培)**, who is the Chairman of the Board and CEO of Far East Holdings International Limited, noted that Canada had some of the most livable cities in the world, that there was significant Chinese immigration to Vancouver, and that he hoped that people from China could come to contribute to the country. s.13,s.16

s.13,s.16

He noted lots of opportunities, however, to advance and reach greater potential in the relationship, but that he was not that familiar with how Canadian companies compare to those in other jurisdictions.

Following these statements, **Minister Virk** noted that Canada needs globally educated immigrants and that BC is working closely with the federal government on initiatives to this end. Minister Virk pointed to **Ben Sparrow** of Saltworks to discuss his company's efforts in cleantech. Sparrow noted his company's interest in working with China. Sparrow asked members of the CEC about the big technology needs in China.

CEC Member **Wang Chaoyong (汪潮涌)**, Founding Chairman and CEO of ChinaEquity Group Inc., mentioned that he had invested in clean tech and water projects, s.13,s.21

s.13,s.21

Discussion on sustainable development issues was led by **Paul Austin** of Sustainable Development Technology (SDTC) Canada. The not-for-profit organization, funded by the Government of Canada, provides funding to clean tech start-up companies and helps companies to scale up in order to be ready for venture capital investment. SDTC's portfolio was noted to include \$13B in cleantech funds.

Mr. Austin noted that BC is the most robust jurisdiction in Canada with regard to clean tech. Andrew Morden of Corvus Energy noted that his company had enabled the use of lithium ion battery technologies beyond electric vehicles, expanding use of the technology to marine/offshore ships and trains. He reiterated other roundtable participant comments about the fact that Vancouver had lots of talent. He noted that his company had suppliers in Korea and China and highlighted that clean tech is broad and covers all industries.

**Don Kayne** of Canfor noted that his company began 78 years ago with two entrepreneurs and that the company was now the 2nd largest lumber producer in Canada. Canfor was cited as participating in the construction of UBC's Tall Wood Building, the tallest in the world at 18 storeys, which has 432 suites for students. The structure reduces carbon emissions by 70%, is LEED gold certified, and was built in 62 days.

**Frank Wu (胡葆森)** of the CEC, and Chairman of the Board of Central China Real Estate Ltd, established his company in Henan province, stated his interest in housing development and that he was seeing fast growth in housing projects in China. Mr. Wu noted that the wood used in China for housing development was coming from Canada. Mr. Wu's company, established in 1992, was developing platforms to service clients and he invited Canadian businesses to visit Henan province.

**Peter Wang (王若雄)**, Chairman of the Board of Tentimes Group Co., Inc., also of the CEC, addressed the long history of collaboration between Canada and China and asked how both countries could elevate the golden era relationship to a higher level. s.13,s.16

s.13,s.16

s.13,s.16 Wang noted that many CEC members were interested in high tech and were interested in developing technology incubators in Canada for the China market.

CEC member **Xu Jinghong (徐井宏)**, Chairman of the Board of Tsinghua Holdings Co., Ltd., stated

s.13,s.16

s.13,s.16

Xu asked **William Li** of the Canada-China Cleantech Innovation Centre, an observer to the meeting, to speak to the Centre's work— a collaboration between China's Hanhai Holdings and Vancouver Economic Commission and SFU. Li pointed to six deals this year with companies in BC, including a project with SFU. Li noted that 15 Canadian technology and innovation companies would be visiting cities in China in November. Tsinghua Holdings is also setting up a larger investment fund and 168 incubators and accelerators all over the world. Following Li's remarks, s.16,s.21

s.16,s.21

BC participant, **Gerri Sinclair** noted that she would be the new managing director at Kensington Capital Partners, which would manage the new BC technology fund, in an announcement later that



day. Sinclair noted that she had been a startup founder and that she had sold her company to Microsoft prior to the bursting of the tech bubble. s.21  
s.21

**Ben Stewart**, BC's Special Representative in Asia and the discussion starter for agrifood and consumer products, asked BC participants working in the area of consumer goods to speak to the quality of Canadian agrifood and nutraceutical products and explain why agrifood was a good area for investment. **Catherine Zhang** of Rockcheck noted the demand for high quality products in China due to concerns about food safety. Ms. Zhang pointed to potential for collaboration with Canadian companies to bring high quality products to China. **Roland Gahler** of Natural Factors noted that his company was not seeking investment capital from China, but rather sales partnerships and/or joint ventures.

**Niu Ginsheng (牛根生)**, Founder of the Mengniu Dairy Group, also of the CEC, stated that the Canada-China relationship was severed due to the BSE outbreak, but that the ban on Canadian beef products was lifted following the signing of an agreement with Agriculture and Agrifood Canada. Mr. Niu noted that Chinese consumption habits were different from Canadians, but that Canada had a lot to offer, noting food and pharmaceutical safety challenges in China.

Additional final remarks by participants covered a broad spectrum of issues discussed during the roundtable meeting, including:

- s.16,s.21
- **Jiang Xipei** indicated that there was potential for increased opportunities in the environmental sector (water, air pollution) and that he looked forward to working with Canadian companies.
- **Jim Chu** of Aquilini Investment Group noted that his firm was one of the largest cranberry and blueberry providers. Chu stated that the firm had an interest in exporting fresh fruit to China and noted potential with controlled atmosphere technologies to keep food fresh.
- **Carol Lee** of Linacre Cosmethery discussed her participation in the Prime Minister's Advisory Council on Economic Growth, noting the Council's focus on such issues as infrastructure, innovation, trade, labour and productivity.
- **Randall MacEwan** of Ballard noted that his company had engaged in its 22nd trip to China in the last 24 months and that his company had a long history in China. 10% of the company's shareholder base was stated to be in China. MacEwan described Vancouver as a clean tech hub in Canada.

Roundtable chair and moderator, **Paul Lee**, invited CEC members to establish their headquarters in Vancouver, describing Vancouver as a neutral city and a convenient place for business negotiations involving North America and Asia.

**Chris Gimpel**, representing roundtable sponsor, AdvantageBC, summarized the discussion, stating that BC was a gateway to North America and was a great geographic location for business. Mr. Gimpel noted that trade deals should be actioned and that there was economic complementarity between Canada and China. Mr. Gimpel also pointed to the establishment of the BC technology fund and the presence of BC's Ministry of International Trade offices in China, which could facilitate cooperation.

**Mr. Ma** and **Minister Virk** concluded the discussion by pointing to prospects for future collaboration and room to accentuate the relationship between BC and the CEC.

## NEXT STEPS

Overall, the event presented a unique opportunity to showcase BC's welcoming business climate and innovative industry to some of China's leading private enterprises. A critical next step in advancing initial interest amongst the executives present will be to share full contact details between CEOs from BC with the CEC members to enable them to follow up privately and directly on potential business opportunities raised at the roundtable session.

### Action Items:

- APFC and BC's Ministry of International Trade officials have followed up with BC participants to gather direct contact information for BC participants, which will be shared with the CEC to foster future dialogue. Specific expressions of interest include:
  - s.16,s.17
  - 
  -
- BC MIT will engage directly with the CEC through the offices of the BCSRA and the Beijing TIR office to share

### **ATTACHMENT:**

Attachment 1 – China Entrepreneur Club (CEC) Visit to Canada Roundtable Meeting with British Columbia Government and Industry Representatives

Drafted: Yaa-Hemaa Obiri-Yeboah (APFC)

Consulted: Paul Irwin / Francis Acquarone (BC MIT)



## Attachment 1

### China Entrepreneur Club (CEC) Visit to Canada Roundtable Meeting with British Columbia Government and Industry Representatives

#### CEC Participants

Head Table Participants		
China Entrepreneur Club	Ma Weihua	President, China Entrepreneur Club President of Council, National Fund for Technology Transfer and Commercialization Former President, China Merchants Bank
Tentimes Group Co., Inc	Peter Wang	Chairman of the Board
Mengniu Dairy Group	Niu Gensheng	Founder Founder and Honorary President, LAO NIU FOUNDATION
Suntone Group	Ai Xin	Chairman
Eagle International Group Holdings (South Africa)	Liu Jun	Chairman
Founding Chairman and CEO	Wang Chaoyong	ChinaEquity Group Inc
Central China Real Estate Ltd	Frank Wu	Chairman of the Board
Tsinghua Holdings Co., Ltd.	Xu Jinghong	Chairman of the Board
Far East Holding Group Co., Ltd.	Jiang Xipei	Chairman of the Board and CEO

#### BC Participants

Government of British Columbia		
Government of BC	Amrik Virk	Minister of Technology, Innovation and Citizens' Services (TBC)
Government of BC	Ben Stewart	BC's Special Representative in Asia ( <i>Roundtable Session Lead for Consumer Goods</i> )
ICT/Digital Media		
Vanedge Capital/APF	Paul Lee	Managing Partner ( <i>Roundtable Moderator &amp; Session Lead</i> )
Kensington Capital Partners	Gerri Sinclair	Advisory Board
Zymeworks	Ali Tehrani	President and CEO
Hootsuite	Ryan Holmes	CEO (TBC)
Consumer Goods		
Organics to Home/Rockcheck	Catherine Zhang	CEO
Painted Rock Estate Winery	John Skinner	Founder
Aquilini Investment Group	Jim Chu	VP of Special Projects and Partnerships.
Linacare Cosmethrapy	Carol Lee	Founder/CEP
SunRype	Dave McAnerney	President
Natural Factors	Roland Gahler	Owner/Chairman
Sustainable Development		
Sustainable Development Technology Canada	Paul Austin	Regional Director ( <i>Roundtable Session Lead</i> )
Ballard	Randall MacEwan	President/CEO

Saltworks Technologies	Benjamin Sparrow	Founder &CEO
Canfor	Don Kayne	CEO
Semios	Michael Gilbert	President/CEO
Corvus	Andrew Morden	CEO
<b>Associations</b>		
AdvantageBC	Christopher Gimpel	Board of Directors/ Partner at Deloitte
<b>Observers</b>		
AdvantageBC	Andrew Parkinson	Vice-Chair
Asia Pacific Foundation of Canada	Eva Busza	VP
BLG	Lily Wang	Partner
Deloitte	Jamie Sawchuk	Partner
Dentons	Wei Shao	Partner
DS Lawyers Canada LLP	Victor Tsao	Managing Partner
Fasken Martineau	Edmond Luke	Partner
Global Affairs Canada - Vancouver	Christian Hansen	Regional Director
HQ Vancouver	Siobian Smith	Project Director
Kensington Capital Partners	Rick Nathan	Managing Director
Lawson Lundell	Michael Lee	Partner
Ministry of International Trade	James Hammond	A/Deputy Minister
Ministry of International Trade	John McDonald	A/Assistant Deputy Minister
Ministry of International Trade	Paul Irwin	Executive Director
Valuestone Advisors	Dickson Hall	Manager



On behalf of the Province of British Columbia, it gives me great pleasure to welcome China Entrepreneur Club members to B.C.

Your stature as China's leading private sector companies is well-known and highly regarded. During your visit to British Columbia, we look forward to introducing you to some of our province's most successful entrepreneurs and business leaders – and to opening up a fruitful dialogue on how we can forge new business ties between British Columbia, Canada and China.

We also look forward to highlighting the many competitive advantages our province has to offer to Asian companies seeking to expand trade and investment ties in Canada and across North America.

B.C.'s historical, cultural and economic ties with China run deep. China is British Columbia's largest trading partner in Asia - and our province is home to one of the largest Chinese communities in Canada, with diverse family and business connections to China.

British Columbia is committed to working with our business community to leverage our many strategic advantages to expand our business with China. That's why B.C. has opened four trade and investment representative offices in China – and I have appointed a Special Representative for Asia, Mr. Ben Stewart, based in Beijing.

B.C.'s economic ties with China go well beyond our abundant natural resources, with a focus on technology and innovation partnerships which will improve the quality of life for citizens in both China and Canada. Sectors ranging from information and communication technology, e-commerce, clean tech, agrifood and aerospace represent only a sample of areas where we can work together.

The executive roundtable conversation, organized by the Asia Pacific Foundation of Canada and the Ministry of International Trade provides an ideal occasion to explore new areas for economic cooperation.

Our hope is that this meeting will spark lively discussions, forge new business relations, and lay the foundation for future collaboration between entrepreneurs in British Columbia and China.

Sincerely,

**China Entrepreneur Club (CEC) Visit to Canada**  
**Roundtable Meeting with British Columbia Government and Industry Representatives**  
**Proposal**

**Time:** Friday, Oct. 21, 2016 9:30-11:30

**Venue:** s.15

**Language:** English-Chinese Simultaneous Translation

**Attire:** Business

**Supporting Organizations:** Asia Pacific Foundation of Canada

**Attendees:** See Attachment 1 for partial list

**Theme**

The final CEC business roundtable in Vancouver will provide an opportunity for informal dialogue between CEC members and British Columbia's government and industry leaders on a range of topics of mutual interest.

The focus of the BC roundtable will be on building relationships and receiving the views and perspectives of CEC members as part of a table-top discussion with BC industry leaders.

Proposed roundtable topics include: a) ICT/digital media; b) consumer goods; and c) sustainable development.

**Scenario**

The exclusive roundtable meeting will be held in the s.15  
s.15

is located in close proximity

s.15 to the CEC's hotel accommodation at the s.15

In addition, s.15

s.15 provides ample space for transportation parking, pick-up, or drop-off.

The roundtable session will begin with brief welcome remarks and presentations from the BC Government and the Asia Pacific Foundation of Canada (APFC) on the British Columbia economy and priorities for cooperation with China.

Following these opening remarks, the plenary session will feature an interactive discussion on our three industry themes of mutual interest. Predetermined BC "captains of the industry" will give a short presentation on their sectors, followed by Qs&As from the floor. A senior representative of the APFC will act as moderator to ensure we respect the event's timeline.

Following the three industry theme discussions, the CEC and event organizers will present concluding remarks and thanks. This will also include an official gift exchange between a senior representative of the APFC and CEC, as well as a group photo of the participants in the foyer outside the Executive Boardroom (exact timing of group photo in agenda TBD).

Before departure, refreshments and small snacks will be offered, giving the opportunity for all participants to network in the boardroom foyer.



It is anticipated that the 13 CEC members will be joined by an equivalent number of BC “captains of industry” and other key industry groups such as Advantage BC and HQ Vancouver.

We are aiming to have a roundtable consisting of no more than 30 participants.

### Proposed Roundtable

Theme	Potential Participants	Topics for Discussion
A) ICT / Digital Media	<ul style="list-style-type: none"> <li>Paul Lee (Managing Partner, Vanedge Capital)</li> <li>Josh Blair (Chair, Telus International)</li> <li>Ryan Holmes (CEO, Hootsuite)</li> <li>Jason Cohenour, Sierra Wireless</li> </ul>	Session 1: <ul style="list-style-type: none"> <li>China's Embrace of Mobile Technology: Opportunities for Collaboration</li> </ul>
B) Consumer Goods	<ul style="list-style-type: none"> <li>Roberto Aquilini (Aquilini Investment Group)</li> <li>Jim Pattison (CEO and Chairman, Jim Pattison Group)</li> <li>Catherine Zhang (Founder and Managing Partner, Rockcheck)</li> <li>Ben Stewart (BC Special Representative to Asia)</li> </ul>	Session 2: <ul style="list-style-type: none"> <li>Consumer Goods: Competitive Opportunities for Canada-China Trade</li> </ul>
C) Sustainable Development	<ul style="list-style-type: none"> <li>Randall MacEwan (President and CEO, Ballard)</li> <li>Don Kayne (CEO, Canfor)</li> <li>Benjamin Sparrow (Founder &amp; CEO, Saltworks Technologies)</li> </ul>	Session 3: <ul style="list-style-type: none"> <li>Sustainable Development: Partnership for Smarter Growth</li> </ul>

### Proposed Agenda

Introduction	9:30-9:45	Welcome and Opening Remarks: <ul style="list-style-type: none"> <li>BC government representative (TBD)</li> <li>Paul Lee, Board of Directors, Asia Pacific Foundation, and meeting moderator</li> <li>Ma Weihua, President, China Entrepreneur Club</li> </ul>
Plenary Session	9:45-11:15	Interactive Industry Discussion with APFC Moderator <ul style="list-style-type: none"> <li>A) ICT / Digital Media (30 min)               <ul style="list-style-type: none"> <li>Moderator: Paul Lee</li> </ul> </li> <li>B) Consumer Goods (30 min)               <ul style="list-style-type: none"> <li>Moderator: Ben Stewart</li> </ul> </li> <li>C) Sustainable Development (30 min)               <ul style="list-style-type: none"> <li>Moderator: TBD</li> </ul> </li> </ul>

Closure and Thanks	11:15-11:30	Summary and Closure: <ul style="list-style-type: none"> <li>• Thanks from CEC</li> <li>• Summary by AdvantageBC</li> <li>• Gift Exchange between APFC and CEC</li> <li>• Group Photo and Closure</li> </ul>
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### **Attachment 1: Proposed BC Participants**

#### **Asia Pacific Foundation of Canada (APFC)**

- Organization profile:
  - Created by an Act of Parliament in 1984, APFC is an independent, not-for-profit think-tank on Canada's relations with Asia. By partnering with both the private and public sector, APFC functions as a knowledge broker, providing current and comprehensive research, analysis and information on Canada's transpacific relations.
- Paul Lee, Board of Directors, see ICT

#### **BC Ministry of International Trade**

- Ministry profile:
  - The ministry pursues strategic opportunities to promote British Columbia internationally as a preferred place to invest and do business.
- Ben Stewart, British Columbia's Special Representative in Asia
  - Ben Stewart was appointed British Columbia's Special Representative in Asia on October 28, 2013 by Premier Christy Clark. As B.C.'s Special Representative in Asia, Mr. Stewart acts as the Government's official on-the-ground representative in Asia, based in Beijing. Special Representative Stewart works to further strengthen British Columbia's government-to-government relationships in China, Japan, Korea and Southeast Asia. Special Representative Stewart previously served as BC Minister of Citizens' Services and Open Government, Minister of Agriculture, Minister of Community and Rural Development, Minister of Citizens' Services and Minister Responsible for Multiculturalism and the Public Affairs Bureau. He was the MLA for Westside-Kelowna from 2009 until 2013.

#### **AdvantageBC**

- Organization profile:
  - AdvantageBC is a non-profit Society promoting British Columbia as a favorable location for international business.
  - AdvantageBC communicates the tax incentive program as well as the many advantages British Columbia offers as a location for corporate investment, including an educated and multilingual workforce, an outstanding telecommunications infrastructure, clean and competitive energy, and a high quality of living.
- Christopher Gimpel, Board of Directors
  - Bio to come



## **HQ Vancouver (HQV)**

- Organization profile:
  - HQ Vancouver is an investment partnership between the Government of Canada, through Western Economic Diversification Canada (WD), the Province of BC, through the Ministry of International Trade, and the Business Council of British Columbia. HQV is also supported by business leaders with influence in key Asian markets.

## **Themes:**

### **A) ICT / Digital Media**

#### **Vanedge Capital Partners, Ltd**

- Organization profile:
  - Vanedge Capital is an early stage technology venture capital fund with an investment focus in cloud infrastructure software, cyber security, big data analytics, machine learning applications and software as a service in markets undergoing technology disruption.
- Paul Lee, Managing Partner
  - Mr. Lee is Founder and Managing Partner of Vanedge Capital Partners Ltd. Mr. Lee was the former President of Electronic Arts, Inc, responsible for all product development. Mr. Lee has been an active investor in many successful technology companies including: Distinctive Software, sold to Electronics Arts; ALI Technologies, sold to McKesson; Blast Radius, sold to WPP Group; Bycast, sold to NetApp; Wurldtech, sold to General Electric; Recon Instruments, sold to Intel and Privacy Analytics, sold to IMS Health. Mr. Lee has served as one of Canada's representatives to the APEC Business Advisory Council from 2010 - 2014 and as a member of the 2016 B20 SME Taskforce delegation. Mr. Lee serves on the Premier's Technology Council, the UBC Sauder School Faculty Advisory Board and the Vancouver Public Library Foundation's Campaign Cabinet. Mr. Lee also chairs D-Wave Systems and is involved with the boards of Canalyst, Control Mobile, Pacific BioEnergy and Vendasta.

### **B) Consumer Goods**

#### **Organics to Home/ Rockcheck Group**

- Organization profile:
  - Rockcheck Group is a Fortune 500 company in China with 5 offices internationally, and world headquarters in Tianjin, China. Since its inception in 2001, corporation has invested in over 50 companies, has over 8,000 employees, and has developed a portfolio of managed assets exceeding \$2B USD. The Rockcheck Group has built a significant competitive advantage in the Chinese market. Rockcheck provide companies both capital and unique access to the Chinese market, also bring value-added services (partnerships, talent, operations, finance, strategy, etc.) to help grow North American business in China.

- Catherine Zhang, President of Rockcheck, CEO of Fancy-Go-Ecommerce and Organics to Home
  - Ms.Zhang is the President of Rockcheck Group International; She manages the strategic plans and business development while identifying investment opportunities to the Board of Directors. She evaluates prospective investments and conducts due diligence to determine the validity and strategic fit of a potential investment with the firm's investment criteria. Ms. Zhang also founded Fancy-Go-Ecommerce, a cross-border ecommerce platform under The Rockcheck Group, which is based in Richmond, British Columbia. It has become a leading e-commerce company for sourcing, savouring, and sharing of North American organic and natural food with Greater Vancouver and China.

## **C) Sustainable Development**

### **Ballard Power Systems**

- Organization profile:
  - Ballard Power Systems provides clean energy products
  - Global leader in proton exchange membrane (PEM) technology and technology solutions
  - Use our extensive fuel cell and systems know-how to profitably deliver innovative clean energy solutions to our customers, create rewarding opportunities for our team, and provide extraordinary value to our shareholders.
- Randall MacEwen, President and CEO
  - Mr. MacEwen has extensive executive-level experience leading a range of clean energy organizations, including involvement in the hydrogen and fuel cell sector. He possesses strengths in a broad range of key areas, including: corporate governance, international B-to-B sales, product development, manufacturing, engineering services, M&A and corporate finance. Mr. MacEwen previously served as President & CEO of Solar Integrated Technologies, Inc., a commercial rooftop solar company, and was Executive Vice President, Corporate Development of Stuart Energy Systems Corporation, a supplier of hydrogen generation systems. Mr. MacEwen began his career as an associate at Torys LLP, a leading business law firm, specializing in corporate finance and M&A.

### **Saltworks Technologies Inc**

- Organization profile:
  - Saltworks has over forty patents and successfully took new water technologies from concept to full scale implementation with global clients. Saltworks' first plant was built in founder Benjamin Sparrow's East Vancouver apartment. Today Saltworks operates two factories in British Columbia where they build commercial scale plants that are installed globally. Customers include a long list of Fortune 500 industrial companies, including exciting projects with Nasa and the Navy.
- Benjamin Sparrow, Founder and CEO
  - Mr. Benjamin Sparrow is a clean tech inventor-entrepreneur. He is the CEO and co-founder of Saltworks Technologies – an advanced desalination system developer. Ben



was honoured with the Queen's Diamond Jubilee medal for his contribution to clean technology, and identified as one of Vancouver's Top 40 under 40 in 2012

### **Canfor Corporation and Canfor Pulp**

- Organization profile:
  - Canfor Corporation is a Canadian integrated forest products company based in Vancouver, and it is one of the world's largest producers of sustainable lumber, pulp and paper.
- Don Kayne, President and CEO
  - Don has spent his entire career at Canfor, starting out as a regional sales representative in 1979. Prior to being appointed CEO, Don spent 10 years as Canfor's Vice President of Sales and Marketing, and is one of the lead architects of the market for British Columbia lumber in China.
  - Don is currently a Director and Past Chairman of the Forest Products Association of Canada and a Director of the Council of Forest Industries, Alberta Forest Products Association and the BC Lumber Trade Council. In 2014, Don was appointed to the bi-national Softwood Lumber Board and currently serves as Vice Chairman and Chairman of the Programs Committee. He is also a Director of Cameco, one of the world's largest uranium producers and Chairman of the charitable organization Educating Girls of Rural China Foundation, which works to transform the lives of women and communities in rural areas of western China by providing access to education.

### **Attachment 2: CEC Delegation List**

## **China Entrepreneur Club**

October 14, 2016

### **KEY MESSAGES:**

- Promoting trade and investment with Asia is critical to growing our economy in B.C. and creating the jobs that British Columbians depend on.
- The B.C. government is committed to building on our strong relationships with Asia using our international trade and investment networks to connect export-ready B.C. businesses with new markets.
- Further, B.C.'s historical, cultural and economic connections with China run deep.
- Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone; our province is also home to the second largest Chinese community in Canada.
- That's one of the many reasons we are delighted to welcome the China Entrepreneur Club (CEC) to British Columbia.



- During their annual international visits, this group of economic powerhouses and entrepreneurial visionaries use their respected business platform to forge ties and collaborate with businesses and government officials in countries around the world.
- Given that CEC is committed to nurturing entrepreneurship and contributing to future sustainable economic and social development, there are many areas where BC and China can work together.
- This includes clean tech and sustainability, ICT and digital media, agrifood and consumer products.
- CEC members will be meeting with BC business leaders to discuss these opportunities at an executive dialogue organized by the Asia Pacific Foundation.
- In the spirit of cooperation, this important visit to British Columbia offers a wonderful opportunity for cultural exchange, meaningful discussions, and the building of a solid foundation for future collaboration between entrepreneurs in BC and China.

### B.C. Advantages:

- Government is committed to attracting more investment to B.C. by marketing the province's competitive advantages such as:
  - B.C.'s ports are closer to Asia than anywhere else in North America;
  - B.C. has a competitive business environment;
  - B.C. has a skilled and diverse workforce; and
  - A quality of life that is recognized worldwide.
- B.C. will continue to remain a highly competitive, attractive place for new investment. This is demonstrated by:
  - Our strong presence in Asia with 10 Trade and Investment Representative Offices (4 in China, 1 in Japan, 1 in South Korea, 3 in India, 1 in the Philippines)
  - Our dedicated Special Representative in Asia, Ben Stewart, who is based in Beijing;



- And, our continued focus on making important in-person connections with government officials and business representatives in Asia.

Last updated: October 14, 2016

Communications contact: Shawna Cadieux 250-746-7958

## **Scenario Note**

### **China Entrepreneur Club (CEC) Visit to Canada**

#### **Roundtable Meeting with British Columbia Government and Industry Representatives**

**Time:** Friday, Oct. 21, 2016; 9:00-11:30

**Venue:** s.15

**Language:** English-Chinese Simultaneous Translation

**Attire:** Business

#### **Background**

The China Entrepreneur Club (CEC) is a premier business leader network in China composed of the largest leading Chinese private companies in their respective market sectors. Established by 31 of China's most influential entrepreneurs, and chaired by Jack Ma, Executive Chairman of the Alibaba Group, the CEC is a hub for Chinese entrepreneurial exchange, cooperation and international cooperation.

During his official visit to China, Prime Minister Justin Trudeau met with members of the CEC. An invitation to visit Canada was extended during this meeting, which precipitated the CEC's week-long visit to Canada.

Following events in Montreal, Ottawa and Toronto, the CEC visit will conclude with a business roundtable in Vancouver. The roundtable will provide an opportunity for informal dialogue between CEC members and British Columbia's government and industry leaders on a range of topics of mutual interest.

The focus of the BC roundtable will be on building relationships and receiving the views and perspectives of CEC members as part of a table-top discussion with BC industry leaders.

Roundtable topics are as follows: a) ICT/digital media; b) consumer goods; and c) sustainable development.

#### **Scenario**

The exclusive roundtable meeting will be held in the s.15  
s.15

Refreshments and small snacks will be offered during the registration period, giving the opportunity for participants to network prior to the official program. Following this, a group photo will be taken with participants in the foyer outside of the s.15

The roundtable session will begin with brief welcoming remarks from Minister Amrik Virk, Minister of Technology, Innovation and Citizens Services and the Asia Pacific Foundation of



Canada (APFC) on the British Columbia economy and priorities for cooperation with China. Paul Lee, Asia Pacific Foundation of Canada board member and president of Vanedge, will act as overall event chair/moderator to facilitate the discussion and ensure timeliness.

Following these opening remarks, the plenary session will feature an interactive discussion on the three discussion themes. Each of the three discussion topics will be led by a "session lead" who will provide brief opening comments on the sector and who will guide discussion with industry representatives.

The meeting will close with concluding remarks and thanks by AdvantageBC (event sponsor), Minister Virk, the CEC, and the APFC. Lastly, an official gift exchange will take place between the APFC and CEC.

### **FULL PROGRAM**

**9:00-9:15      Registration and networking**

**9:15-9:30      Group Photo**

**9:30-9:45      Welcome and Opening Remarks:**

Minister Amrik Virk, Minister of Technology, Innovation and Citizens Services

Paul Lee, Board of Directors, Asia Pacific Foundation, and meeting moderator

Ma Weihua, President, China Entrepreneur Club

**9:45-10:15    Session 1: China's Embrace of Mobile Technology: Opportunities for Collaboration**

China boasts more than 668 million internet users, of which 594 million go online via their mobile phones, according to the China Internet Network Information Centre. British Columbia offers a highly developed ICT and digital media industry cluster and research infrastructure, a strong investor community, and close ties to both United States and Asian markets. Are there new opportunities for ICT collaboration between BC, Canada and China?

Lead Discussant: Paul Lee, Managing Partner, Vanedge Capital

Questions to facilitate discussion include:

- What disruptive technology trends in China's mobile technology market can BC's ICT and digital media industry respond to?
- What do BC companies need to know about China's increasingly

fluent users of mobile technology?

- Where is China heading on 5G networks, digital media platforms and mobile payment – and how can BC's ICT and digital media industry partner?

**10:15-10:45 Session 2: Consumer Goods: Competitive Opportunities for Canada-China Trade**

Canada has a strong reputation as a safe and reliable source for consumer goods and products ranging from performance apparel to seafood, wine and agrifood products. China is now the world's largest e-commerce market, accounting for 40% of estimated global e-commerce sales, with an increasing demand for high quality consumer products, including those from a wide range of international markets.

Lead Discussant: Ben Stewart, British Columbia's Special Representative

in Asia

Questions to facilitate discussion include:

- What emerging trends in China's e-commerce market will make it easier for Chinese consumers to access Canadian products?
- What to BC consumer goods and agrifood exporters need to know about marketing their products in China?
- What can Canada learn from other countries marketing their products in China, such as Norwegian Farmed Salmon, Australian Beef, New Zealand Dairy?

**10:45-11:15 Session 3: Sustainable Development: Partnership for Smarter Growth**

China's 13th Five Year Plan, has reaffirmed a commitment to a low carbon future, including stricter controls on air, water and soil pollution and an ongoing focus on renewable energy technology. British Columbia's clean technology industry features world-leading companies in hydrogen and fuel cells, clean transportation, green buildings, water and wastewater management, and renewable energy technology. How can BC, Canada and China's clean tech industries build on a shared commitment to low carbon development to realize smarter sustainable growth in the future?

Lead Discussant: Paul Austin, Regional Director, Sustainable Development Technology Canada

Questions to facilitate discussion include:

- What are China's immediate low carbon development priorities –



- and how can BC technologies contribute to achieving these goals?
- How can the venture capital community in both China and British Columbia work together to bring innovative clean technologies to market?
  - Where are their opportunities to forge new research partnerships between BC, Canada and China on specific low carbon solutions, related to transportation, industrial process and the built environment?

**11:15-11:30 Summary and Closure**

**Summary by AdvantageBC**

**Closing Remark by Minister Virk**

**Thanks from CEC**

**Gift Exchange between APFC and CEC**

*Attachments:*

*Participants List*

*CEC Biographies*

## ROUNDTABLE PARTICIPANTS LIST

### CEC Participants

Head Table Participants			
1	China Entrepreneur Club	Ma Weihua 马蔚华	President, China Entrepreneur Club President of Council, National Fund for Technology Transfer and Commercialization Former President, China Merchants Bank
2	Tentimes Group Co., Inc	Peter Wang 王若 雄	Chairman of the Board
3	Mengniu Dairy Group	Niu Gensheng 牛根生	Founder  Founder and Honorary President, Lao Niu Foundation
4	Suntone Group	Ai Xin 艾 欣	Chairman
5	Eagle International Group Holdings (South Africa)	Liu Jun 刘 君	Chairman
6	Founding Chairman and CEO	Wang Chaoyong 汪潮涌	ChinaEquity Group Inc
7	Central China Real Estate Ltd	Frank Wu 胡葆森	Chairman of the Board
8	Tsinghua Holdings Co., Ltd.	Xu Jinghong 徐井 宏	Chairman of the Board
9	Far East Holding Group Co., Ltd.	Jiang Xipei 蒋锡 培	Chairman of the Board and CEO

### BC Participants

Government of British Columbia			
1	Government of BC	Amrik Virk	Minister of Technology, Innovation and Citizens' Services
2	Government of BC	Ben Stewart	BC's Special Representative in Asia ( <i>Roundtable Session Lead for Consumer Goods</i> )



	<b>ICT/Digital Media</b>		
3	Vanedge Capital Partners, Ltd./APF	Paul Lee	Managing Partner ( <i>Roundtable Moderator &amp; Session Lead</i> )
4	Telus	Darren Entwistle	President/CEO (TBC)
5	Kensington Capital Partners	Gerri Sinclair	Advisory Board
6	Zymeworks Inc.	Ali Tehrani	President and CEO
7	Hootsuite	Ryan Holmes	CEO
	<b>Consumer Goods</b>		
8	Organics to Home/Rockcheck	Catherine Zhang	CEO
9	Painted Rock Estate Winery	John Skinner	Founder
10	Aquilini Investment Group	Jim Chu	VP of Special Projects and Partnerships.
11	Linacare Cosmethery	Carol Lee	Founder/CEP
12	SunRype	Dave McAnerney	President
13	Natural Factors	Roland Gahler	Owner/Chairman
	<b>Sustainable Development</b>		
14	Sustainable Development Technology Canada	Paul Austin	Regional Director ( <i>Roundtable Session Lead</i> )
15	Ballard	Randall MacEwan	President/CEO
16	Saltworks Technologies	Benjamin Sparrow	Founder & CEO
17	Canfor	Don Kayne	CEO
18	Semios	Michael Gilbert	President/CEO
19	Corvus	Andrew Morden	CEO
	<b>Associations</b>		
20	AdvantageBC	Christopher Gimpel	Board of Directors/ Partner at Deloitte
	<b>CEC Observers</b>		
1	Far East Holding Group Co., Ltd.	Chen Xiaofen 陈晓芬	Senior Adviser
2	Central China Premier Hotel Management(HENAN)CO. LTD.	Wu Lam Li 李琳	Director & General Manager

3	Lao Niu Foundation	Zhao Junxia 赵俊霞	Project Minister
4	GIC, Ilium Capital Corp.	Tony Chen 陈伟杰	Board of Directors of GIC , Founding partner of Ilium Capital Corp.
5	GIC, Ilium Capital Corp.	Ray Mao 毛瑞卿	Board of Director of Ilium Capital Corp , Partner of GIC
6	China Merchants Bank	Zhong Xiangzhou 钟响洲	Manager
7	CEC Membership & Global Engagement	Fanny Hu 胡芸	Director
<b>BC Observers</b>			
1	AdvantageBC	Andrew Parkinson	Vice-Chair
2	Asia Pacific Foundation of Canada	Eva Busza	VP
3	Borden Ladner Gervais LLP (BLG)	Lily Wang	Partner
4	Deloitte	Jamie Sawchuk	Partner
5	Dentons	Wei Shao	Partner
6	DS Lawyers Canada LLP	Victor Tsao	Managing Partner
7	Fasken Martineau	Edmond Luke	Partner
8	Global Affairs Canada - Vancouver	Christian Hansen	Regional Director
9	Kensington Capital Partners	Rick Nathan	Managing Director
10	Lawson Lundell	Michael Lee	Partner
11	McKinsey & Company	Mingyu Guan	Partner
12	Ministry of International Trade	James Hammond	A/Deputy Minister
13	Ministry of International Trade	John McDonald	A/Assistant Deputy Minister
14	Valuestone Advisors	Dickson Hall	Manager
15	Ministry of Technology, Innovation and Citizens' Services	John Jacobson	Deputy Minister for Min.Virk
16	Ministry of Technology, Innovation and Citizens' Services	Nick Facey	Chief of Staff for Min. Virk



## **China Entrepreneur Club Biographies**

### **Ma Weihua: President, China Entrepreneur Club**

After finishing university, Dr. Ma WeiHua was sent to work for the Liaoning Government in the 1980s. Ma has served multiple government positions, including Deputy Director and later Deputy Secretary General of the Economic Planning Committee of Liaoning Province, Director of the Party Office for the Liaoning and Anhui Provincial Committees, as well as Governor of the People's Bank of China Hainan Branch.

Ma was formerly President and CEO of China Merchants Bank from 1999 to 2013, concurrently serving as the Chairman of the Board of Directors for Wing Lung Bank and China Merchants Fund Management. During his 14-year term as President, Ma grew China Merchant Bank from 1 business location of 30 employees to over 900 outlets and nearly 50,000 employees across China. Total assets, deposits, loans and net operating income expand rapidly with a compound annual growth rate of 25%, allowing China Merchants Bank to become China's 6th largest bank and the 44th largest bank worldwide.

#### **Recognition**

Ma holds a PhD in economics from the South-western University of Finance (China), and an Honorary PhD from the University of Southern California. He is a member of the Advisory Council of London City, member of the New York Financial Consulting Committee Advisory Board, and a member of the VISA Asia-Pacific Senior Advisory Committee.

Ma has received numerous awards and recognitions for his contributions to the private sector. He was named "China Economic Person of Year 2001" by China Central Television (CCTV), one of the "Rising Stars of Banking" by The Banker in 2005, "Asia's Best CEO", "Asia's Banking Industry Leader" and "Asia's Best Banking President" by Institutional Investor in 2007, 2008, and 2009. He was also named Ernst and Young "Entrepreneur of the Year China" in 2012.

### **Niu Gensheng: Founder, Mengniu Dairy Group; Founder, Honorary President, Lao Niu Foundation**

Mr. Niu began his dairy career in 1978 by taking care of cows and washing milk bottles. He rose from these humble beginnings to become a board trustee of Yili Group, and served as Vice Chairman of Production. In 1999, Niu resigned from Yili, while proceeding to launch Mengniu the same year with limited access to market, factories, or sources of milk.

#### **Lao Niu Foundation and Recognition**

Following his resignation as CEO and Chairman of Mengniu Dairy in 2006, Mr. Niu has completely devoted himself to philanthropic endeavors. As of the end of 2014, the Lao Niu Foundation has cooperated

with 129 domestic and international organizations, institutions, and individuals. It has launched 153 philanthropic projects in 29 Chinese provinces (including autonomous regions and municipalities) as well as in various regions in the US, Canada, France and Africa. Mr. Niu has received wide recognition both as an entrepreneur and philanthropist. CCTV honored him as the “China Economic Person of the Year” and “China’s Most Influential Business Leader” five years in a row. The Chinese Ministry of Civil Affairs has twice awarded Mr. Niu the China Charity Award. Mr. Niu’s leadership in environmental protection was recognized by The Nature Conservancy, which presented him with their prestigious OakLeaf Award in 2014.

China Mengniu Dairy

After two initial years of rapid growth, Morgan Stanley and Dinghui invested in Mengniu in 2002, giving Mengniu the ability to expand rapidly. Within the first seven years, Mengniu grew at an annual average rate of 158%. Niu grew Mengniu Dairy Company into a leading global milk supplier, and a top dairy producer in China. Mengniu products include, milk, yogurt, cheese, ice cream and milk powder.

### **Wang Ruoxiong(Peter): Chairman of the Board, Tentimes Group Co., Ltd.**

After finishing university, Wang Ruoxiong worked as a director for the Qingdao City Economic Cooperation Bureau, and later as an Investment Director for the Shandong Peninsula Economic Development Company. Wang Ruoxiong left to found Tentimes Group in 1994.

#### **Tentimes Group**

Tentimes Group is one of the most influential real estate enterprises in Shandong today. With current assets over RMB 2.5 billion, Tentimes Group has developed into a competitive real estate company over the past two decades, foreseeing greatest future potential in China by committing itself to developing green housing projects.

#### **Recognition**

Along with corporate responsibility, Wang’s motto of “reciprocating the benefits of trade to serve the country” has served as the core value of Tentimes Group. He contributed significant donations to support the 2008 Olympic Program in Qingdao, and has established a number of Hope Primary Schools in rural areas of Guizhou and Tibet.



## **Ai Xin: Chairman, Suntone Group**

After finishing university, Ai Xin went to work for ten years at China Overseas Holdings Limited as an interior and exterior designer. In 1989, Ai left to start his own business called Suntone Group.

### **Suntone Group**

Ai established Suntone Group in 1989, operating integrated businesses in planning design, tourist real estate, consumer technology and financial investment. In 1998, Suntone Group acquired Jinlu Group, and in doing so became its largest shareholder. Currently Suntone is focusing on businesses related to architectural design and decoration, tourism development, club management and financial investment. Ai is a designer who firmly believes that technology and design bring convenience. Founded in 2006, Suntone's Smart Aijia redefines technology, focusing on efficiency and structural optimization in ecological chains and lifestyles that are low carbon and environmental friendly.

### **Recognition**

Listed as one of China's top 50 companies in the decoration and renovation industry, Suntone Group has created a number of masterpieces, including the representative Hong Kong Hall in the Great Hall of the People.

## **Liu Jun: Chairman, Eagle International Group Holdings**

Liu Jun is a pioneer of Chinese investment in Africa. In 1995, Liu founded Eagle International Group Holdings (South Africa), and later established Qingdao Eagle Canyon Real Estate Co., Ltd. in China.

### **Eagle International Group Holdings**

Eagle International Group Holdings (EIGH) is a large-scale comprehensive private enterprise group. Business operations cover real estate, finance, minerals and energy. In recent years, Eagle International Group has established all-round cooperation with several Chinese enterprises including China Railway Group and CITIC in African countries like South Africa and Zimbabwe. At the same time, EIGH has brought business back to Mainland China, establishing Qingdao Eagle Canyon Real Estate Company Limited. With investment from EIGH, the Qingdao Four Seasons Hotel currently under construction is set to be one of the most luxurious hotels in China.

## **Wang Chaoyang: Founding Chairman and CEO, ChinaEquity Group**

Wang Chaoyong obtained a Bachelor of Engineering from Huazhong University of Science and Technology, a masters degree from Tsinghua University and MBA degree from Rutgers Business School. Before founding ChinaEquity Group, Wang worked for major financial institutions for 12 years. He started

his banking career with J.P. Morgan in 1987 in New York. In 1993, Wang joined Morgan Stanley as a founding member of the investment banking team and became the head of Beijing office. From 1998 to 1999, Mr. Wang was a Deputy Director-General of the Investment Department of China Development Bank.

#### **ChinaEquity Group**

In 1999, Wang founded ChinaEquity Group one of the leading venture capital and private equity firms in China. ChinaEquity Group manages multi-billion US dollar and RMB funds, investing in sectors such as TMT, Financial Services, Healthcare and Clean Tech. With 28 years of financial and investment working experience, Wang has led over 80 investment projects including Baidu, Sohu, Huayi Brothers and Aston Martin.

#### **Recognition**

Wang has received numerous accolades and recognitions including the Hurun Report's "Top 10 Most Successful Returning Entrepreneurs to China." Wang is also a board member of the Carnegie Endowment for International Peace, Vice-President of Center for China and Globalization (CCG), Director of China Venture Capital Association (CVCA), and Inaugural Member of Yale Asia Development Council.

#### **Frank Wu: Chairman of the Board, Central China Real Estate**

Frank Wu graduated from Zhengzhou University in 1979, and proceeded to work in China's early import/export businesses in the 1980's. Wu traveled frequently to Hong Kong, and eventually decided to establish his own business as a real estate development company based out of Hong Kong.

#### **Central China Real Estate**

Wu established Central China Real Estate (CCRE) with an initial capital of RMB 8 million in 1992. CCRE has significant presence in central and western China, particularly in China's most populous province of Henan. CCRE currently has over \$3 billion in assets and two thousand employees. Apart from numerous properties, the company has funded several professional football clubs in China.

#### **Recognition**

Wu is Vice-President of the China Real Estate Industry Association, and member of the 11th CPPCC Standing Committee.

#### **Jiang Xipei: Chairman of the Board and CEO, Far East Holdings Group**

Jiang Xipei went into business after high school, starting Far East Holding Group with a group of 28 friends and 3 million RMB in capital.

### **Far East Holding Group**

Far East Holding Group has developed into a large-scale private joint-stock enterprise group, with business covering smart energy, real estate and investment. With a current core focus on smart city technology, Far East covers operations in R&D, manufacturing and marketing, the Internet of Things, planning and design, investment, construction, and efficiency management services. Far East sales of energy cable have been among the top in China for 18 years running, with over 200 sale fronts in China.

### **Recognition**

Jiang has been recognized as one of ten “China Business Reform and Innovation Leaders” in 2007, and one of “Asia’s Most Socially Responsible Business Leaders” in 2008. Jiang is currently vice president of the Jiangsu Federation of Industry and Commerce, Chairman of Jiangsu Promotion of Private Enterprise Development Association, Principal of Far East University and Honorary Chairman of Far East Charitable Foundation.

### **Xu Jinghong, Chairman of the Board, Tsinghua Holdings Co., Ltd.**

Xu Jinghong has worked at Tsinghua University since 1988, holding roles including Deputy Director of President’s Office, Director of Administration, and Vice Dean of General Affairs. Xu was President and Vice Chairman of Tuspark Holdings from 2000 to 2012, when he became Chairman of the Board of Tsinghua Holdings Co., Ltd.

### **Tsinghua Holdings**

With the approval from the State Council of the People’s Republic of China, Tsinghua Holdings Co., Ltd. (hereinafter referred to as Tsinghua Holdings) was created as a state-owned limited liability corporation integrating the enterprises under Tsinghua University, and funded by Tsinghua University with registered capital of 2.5 billion RMB. Tsinghua Holdings focuses on high-tech incubation, investment management, asset/capital operations, innovative construction and sustainable economic development. Enterprises invested by Tsinghua Holdings cover information technology, sustainable energy, environmental protection, life sciences, and education.

### **Recognition**

Xu is Executive Vice-President of Tsinghua University Tuspark Research Institute for Innovation, Director General of Zhongguancun University Science Park Alliance, Vice Chairman of Zhongguancun National Innovation Demonstration Zone Consultative Committee, and Executive President of Zhongguancun 100 Entrepreneurs Club.



## **China Entrepreneur Club**

October 14, 2016

### **KEY MESSAGES:**

- Promoting trade and investment with Asia is critical to growing our economy in B.C. and creating the jobs that British Columbians depend on.
- The B.C. government is committed to building on our strong relationships with Asia using our international trade and investment networks to connect export-ready B.C. businesses with new markets.
- Further, B.C.'s historical, cultural and economic connections with China run deep.
- Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone; our province is also home to the second-largest Chinese community in Canada.
- That's one of the many reasons we are delighted to welcome the China Entrepreneur Club (CEC) to British Columbia.

- During their annual international visits, this group of economic powerhouses and entrepreneurial visionaries use their respected business platform to forge ties and collaborate with businesses and government officials in countries around the world.
- Given that the China Entrepreneurs Club is committed to nurturing entrepreneurship and contributing to future sustainable economic and social development, there are many areas where BC and China can work together.
- This includes clean tech and sustainability, ICT and digital media, agrifoods and consumer products.
- Club members will be meeting with B.C. business leaders to discuss these opportunities at an executive dialogue organized by the Asia Pacific Foundation.
- In the spirit of cooperation, this important visit to British Columbia offers a wonderful opportunity for cultural exchange, meaningful discussions, and the building of a solid foundation for future collaboration between entrepreneurs in BC and China.

## B.C. Advantages:

- Government is committed to attracting more investment to B.C. by marketing the province's competitive advantages such as:
  - B.C.'s ports are closer to Asia than anywhere else in North America;
  - B.C. has a competitive business environment;
  - B.C. has a skilled and diverse workforce; and
  - A quality of life that is recognized worldwide.
- B.C. will continue to remain a highly competitive, attractive place for new investment. This is demonstrated by:
  - Our strong presence in Asia with 10 Trade and Investment Representative Offices (4 in China, 1 in Japan, 1 in South Korea, 3 in India, 1 in the Philippines)
  - Our dedicated Special Representative in Asia, Ben Stewart, who is based in Beijing;



- And, our continued focus on making important in-person connections with government officials and business representatives in Asia.

Last updated: October 14, 2016

Communications contact: Shawna Cadieux 250-746-7958

On behalf of the Province of British Columbia, it gives me great pleasure to welcome the China Entrepreneur Club to B.C.

Your stature in the business community is well-known and highly regarded. We look forward to learning from each other during your visit here.

I know your group of entrepreneurial visionaries will have many opportunities to meet with B.C.'s leading entrepreneurs and business leaders, and learn more about our province's numerous competitive advantages concerning trade and investment.

B.C.'s historical, cultural and economic connections with China run deep. Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone; our province is also home to the second largest Chinese community in Canada.

Many British Columbia entrepreneurs have made tremendous strides in the Chinese market thanks to their family ties and business connections to China. With that in mind, the provincial government works hard to help even more B.C. businesses to leverage those connections and fulfil their potential.

By diversifying our trade with China into areas like clean technology, information and communications technology, aerospace and agrifoods, and with the help of a team of trade and investment representatives located in four offices throughout China, B.C. continues to forge new relationships with China.

As these relationships continue to strengthen and evolve, the executive roundtable conversation organized by the Asia Pacific Foundation and the Ministry of International Trade reflects the B.C. government's commitment to promoting trade and investment with markets in Asia.

Our hope is this meeting will spark lively discussions, foster cultural exchange, and lay the foundation for future collaboration between entrepreneurs in British Columbia and China.

Sincerely,

## **China Entrepreneur Club**

October 14, 2016

### **KEY MESSAGES:**

- Promoting trade and investment with Asia is critical to growing our economy in B.C. and creating the jobs that British Columbians depend on.
- The B.C. government is committed to building on our strong relationships with Asia using our international trade and investment networks to connect export-ready B.C. businesses with new markets.
- Further, B.C.'s historical, cultural and economic connections with China run deep.
- Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone; our province is also home to the second largest Chinese community in Canada.
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- During their annual international visits, this group of economic powerhouses and entrepreneurial visionaries use their respected business platform to forge ties and collaborate with businesses and government officials in countries around the world.
- Given that CEC is committed to nurturing entrepreneurship and contributing to future sustainable economic and social development, there are many areas where BC and China can work together.
- This includes clean tech and sustainability, ICT and digital media, agrifood and consumer products.
- CEC members will be meeting with BC business leaders to discuss these opportunities at an executive dialogue organized by the Asia Pacific Foundation.
- In the spirit of cooperation, this important visit to British Columbia offers a wonderful opportunity for cultural exchange, meaningful discussions, and the building of a solid foundation for future collaboration between entrepreneurs in BC and China.

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  - A quality of life that is recognized worldwide.
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  - Our strong presence in Asia with 10 Trade and Investment Representative Offices (4 in China, 1 in Japan, 1 in South Korea, 3 in India, 1 in the Philippines)
  - Our dedicated Special Representative in Asia, Ben Stewart, who is based in Beijing;

- And, our continued focus on making important in-person connections with government officials and business representatives in Asia.

Last updated: October 14, 2016

Communications contact: Shawna Cadieux 250-746-7958



## **TWITTER**

Thanks to the @AsiaPacificFdn for helping #BC to host delegates of the China Entrepreneur Club in Vancouver Oct. 21 during roundtable event.

#BC and @AsiaPacificFdn welcome members of the China Entrepreneur Club to roundtable event in Vancouver Oct. 21.

## **FACEBOOK (with event photo)**

The Ministry of International Trade worked closely with the China Entrepreneur Club (CEC) and the Asia Pacific Foundation of Canada to ensure a successful and exclusive roundtable meeting for the CEC's visiting members, provincial government representatives, and BC business leaders in Vancouver on October 21, 2016. CEC members represent leading private enterprises in China and were keen to learn more about what Canada and BC have to offer international investors.

On behalf of the Province of British Columbia, it gives me great pleasure to welcome the China Entrepreneur Club to B.C. During the visit, I know your group of entrepreneurial visionaries will have many opportunities to meet with fellow British Columbia entrepreneurs and business leaders and learn more about our province's numerous competitive advantages regarding international trade and investment.

B.C.'s historical, cultural and economic connections with China run deep. Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone; our province is also home to the second largest Chinese community in Canada. Many British Columbia entrepreneurs have made tremendous strides in the Chinese market thanks to their family ties and business connections to China. With that in mind, the provincial government works hard to help even more B.C. businesses to leverage those connections and fulfil their potential.

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As these relationships continue to strengthen and evolve, the executive roundtable conversation organized by the Asia Pacific Foundation and the Ministry of International Trade reflects the B.C. government's commitment to promoting trade and investment with markets in Asia. Our hope is this meeting will spark lively discussions, foster cultural exchange, and lay the foundation for future collaboration between entrepreneurs in British Columbia and China.

Sincerely,



**SPEAKING POINTS FOR**

**Hon. Amrik Virk on behalf of**

**Hon. Teresa Wat**

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

**China Entrepreneur Club Roundtable**

s.15

**October 21, 2016  
9:30am to 11:30am**

Please check against delivery



### Event Profile:

The China Entrepreneur Club (CEC) is visiting Canada from October 16-22, 2016 with stops in Montreal, Ottawa, Toronto and Vancouver. In Vancouver, the Asia Pacific Foundation has organized an executive roundtable meeting for CEC members, B.C. government representatives and B.C. business leaders.

The China Entrepreneur Club (CEC) is the premier business leader platform in China. Established as a non-profit organization by 31 of China's most influential entrepreneurs, economists and diplomats in 2006, the CEC has become a hub for Chinese business leader exchange, cooperation, and international collaboration.

**Speaking Time:** 2-3 minutes

**Event Contact:** Paul Irwin 604-561-0549 cell

**Parking:** On site

**Style of dress:** Business

**Logistics:** Podium and microphone

### Attendees include:

CEC Participants		
China Entrepreneur Club	Ma Weihua	President, China Entrepreneur Club President of Council, National Fund for Technology Transfer and Commercialization Former President, China Merchants Bank
Tentimes Group Co., Inc	Peter Wang	Chairman of the Board
Mengniu Dairy Group	Niu Gensheng	Founder Founder and Honorary President, LAO NIU FOUNDATION
Suntone Group	Ai Xin	Chairman
Eagle International Group Holdings (South Africa)	Liu Jun	Chairman
Founding Chairman and CEO	Wang Chaoyong	ChinaEquity Group Inc
Central China Real Estate Ltd	Frank Wu	Chairman of the Board
Tsinghua Holdings Co., Ltd.	Xu Jinghong	Chairman of the Board
Far East Holding Group	Jiang Xipei	Chairman of the Board and CEO
BC Participants		
Government of BC	Amrik Virk	Minister of Technology, Innovation and Citizens' Services
Government of BC	Ben Stewart	BC's Special Representative in Asia ( <i>Roundtable Session Lead for Consumer Goods</i> )

<b>ICT/Digital Media</b>		
Vanedge Capital/APF	Paul Lee	Managing Partner ( <i>Roundtable Moderator &amp; Session Lead</i> )
Telus	Darren Entwistle	CEO (TBC)
Kensington Capital Partners	Gerri Sinclair	Advisory Board
Zymeworks	Ali Tehrani	President and CEO
Hootsuite	Ryan Holmes	CEO
<b>Consumer Goods</b>		
Organics to Home/Rockcheck	Catherine Zhang	CEO
Painted Rock Estate Winery	John Skinner	Founder
Aquilini Investment Group	Jim Chu	VP of Special Projects and Partnerships.
Linacare Cosmethery	Carol Lee	Founder/CEP
SunRype	Dave McAnerney	President
Natural Factors	Roland Gahler	Owner/Chairman
<b>Sustainable Development</b>		
Sustainable Development Technology Canada	Paul Austin	Regional Director ( <i>Roundtable Session Lead</i> )
Ballard	Randall MacEwan	President/CEO
Saltworks Technologies	Benjamin Sparrow	Founder & CEO
Canfor	Don Kayne	CEO
Semios	Michael Gilbert	President/CEO
Corvus	Andrew Morden	CEO (TBC)
<b>Associations</b>		
AdvantageBC	Christopher Gimpel	Board of Directors/ Partner at Deloitte
<b>Observers</b>		
AdvantageBC	Andrew Parkinson	Vice-Chair
Asia Pacific Foundation of Canada	Eva Busza	VP
BLG	Lily Wang	Partner
Deloitte	Jamie Sawchuk	Partner
Dentons	Wei Shao	Partner
DS Lawyers Canada LLP	Victor Tsao	Managing Partner
Fasken Martineau	Edmond Luke	Partner
Global Affairs Canada - Vancouver	Christian Hansen	Regional Director
HQ Vancouver	Siobian Smith	Project Director
Kensington Capital Partners	Rick Nathan	Managing Director

Lawson Lundell	Michael Lee	Partner
Ministry of International Trade	James Hammond	A/Deputy Minister
Ministry of International Trade	John McDonald	A/Assistant Deputy Minister
Ministry of International Trade	Paul Irwin	Executive Director
Valuestone Advisors	Dickson Hall	Manager

### Key Messages:

- Promoting trade and investment with Asia is critical to growing our economy in B.C. and creating the jobs that British Columbians depend on.
- The B.C. government is committed to building on our strong relationships with Asia using our international trade and investment networks to connect export-ready B.C. businesses with new markets.
- Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone; our province is also home to the second-largest Chinese community in Canada.
- That's one of the many reasons we are delighted to welcome the China Entrepreneur Club (CEC) to British Columbia.
- The CEC's visit offers a wonderful opportunity for cultural exchange, meaningful discussions, and the building of a solid foundation for future collaboration between entrepreneurs in BC and China.



# Agenda:

Time	Event Itinerary
9:00-9:15	Registration and networking
9:15-9:30	Group Photo
9:30-9:45	<p>Welcome and Opening Remarks:</p> <p><b>Hon. Amrik Virk, Minister of Technology, Innovation and Citizens' Services</b></p> <p>Paul Lee, Board of Directors, Asia Pacific Foundation, and meeting moderator</p> <p>Mr. Ma Weihua, President, China Entrepreneur Club</p>
9:45-10:15am	Session 1: China's Embrace of Mobile Technology: Opportunities for Collaboration
10:15-10:45am	Session 2: Consumer Goods – Competitive Opportunities for Canada-China Trade
10:45-11:15am	Session 3: Sustainable Development – Partnership for Smarter Growth
11:15-11:30am	<p>Summary and Closure:</p> <p>Summary by AdvantageBC</p> <p>Closing Remark from BC Government</p> <p>Thanks from CEC</p> <p>Gift Exchange between APFC and CEC</p>

## **INTRODUCTION:**

- Thank you, Paul [Paul Lee Vanedge Capital]
- It's a pleasure to join you this morning.
- My name is Amrik Virk and I am British Columbia's Minister of Technology, Innovation and Citizens' Services.
- I'd like to thank the Asia Pacific Foundation of Canada for organizing this event.

- I'm also pleased to be here this morning with Mr. Ben Stewart, British Columbia's Special Representative in Asia, based in Beijing.
- Ben represents Premier Christy Clark and the Province of BC in East Asia and is committed to advancing our business ties with East Asia to strengthen our respective economies.



- I would also like to welcome Mr. Ma, President of the China Entrepreneur Club, and other club members to our beautiful city and province.
- It's a pleasure to have you visit us.
- Many of you know British Columbia very well – so let me also offer you a warm welcome back!

- The spirit of entrepreneurship, innovation, corporate citizenship, and collaboration is well represented in this room.

[PAUSE]

- B.C's historical, cultural and economic connections with China run deep.
- Not only is China one of our most important trade partners with \$6.1 billion in exports last year alone...

- British Columbia is also home to the second-largest Chinese community in Canada.
- Thanks to those cultural connections, B.C. enjoys a unique competitive advantage over other jurisdictions.
- As the Asia Pacific Gateway and business hub for trade with Asia, those family and business connections have provided opportunities for our province to forge new relationships like never



before with investors and trade partners across the Pacific ...

[PAUSE]

- I trust that your visit to Canada has been productive thus far – and good to know that you have saved the best for last!
- We in B.C. applaud the CEC's commitment to nurturing entrepreneurship...
- and your contributions to future sustainable economic and social development.

- This tells us that there are many areas where BC and China can work together.
- Today we are going to focus on just a few of those areas: ICT and digital media, agrifoods and consumer products, and clean tech and sustainability.
- In fact, the tech sector has become a major engine of economic growth in British Columbia, growing faster than the overall B.C. economy.

- There are currently 92,700 jobs in this sector –the highest level ever recorded.
- Our government wants to support the tech sector to grow to the next level. It's why the Province created the BC Tech Strategy.
- A key component of the strategy is the \$100-million BC Tech Fund.
- BC Tech Fund investments will help B.C. businesses grow to the next level, spur innovation, attract new investment and substantially



increase B.C.'s technology footprint.

- And, later today, you may be interested to hear that I'll be making an important announcement regarding investments in British Columbia's tech sector.

[PAUSE]

- As many of you already know British Columbia is a fantastic jurisdiction to do business, featuring:

- Location between North American and Asian markets,
  - A business-friendly environment,
  - A skilled labour force, and
  - Vibrant and diverse communities of creative professionals that investors need...
- ...to establish and expand their North American operations.

[PAUSE]

- I'm really looking forward to this morning's dialogue.
- We have brought together some of the most successful and innovative entrepreneurs that B.C. has to offer for the roundtable discussion.
- Let's harness this creative brainpower to develop new and innovative partnerships to take BC-China business relations to the next level.



- Once again, welcome to British Columbia and I look forward to our discussions.

-30-