

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

MEETING NOTE

Cliff #: 14447

Date: May 1, 2015

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: May 4, 2015 at 10:00am

ATTENDEES: Professor Arvind Gupta, President and Vice-Chancellor, University of British Columbia

ISSUE: To discuss areas in which UBC can work with the ministry to foster greater trade relations with China as a follow up to Minister Wat's recent visit to China.

BACKGROUND:

- Minister Wat met with Alibaba Group in China in March 2015 and extended invitations for senior executives to visit Vancouver in the Autumn of 2015 with the goal of showcasing BC opportunities in technology innovation, research and development (R&D), talent acquisition, corporate and financial structuring.

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- While in China, President Gupta signed four strategic education partnerships regarding joint R&D and student/faculty exchange witnessed by Minister Wilkinson including:
 - UBC and Chongqing Municipal Education Commission - Partnership agreement that guides the scholarship program between both parties;
 - UBC and Southwest University - Letter of Intent for Joint Degree program in Food and Nutrition;
 - UBC and Chongqing University - MOU to develop joint lab in light materials for UBC Materials Engineering; and
 - UBC and Beijing University of Chemical Technology - MOU for the establishment of China-Canada Joint Center for Bioenergy Research and Innovation.
- Minister Wilkinson also announced four scholarships programs totalling nearly \$1.4M to support more than 300 scholarships for BC and Chinese students.

- UBC received \$40,000 from the Ministry of Advanced Education to support the Chongqing-UBC Higher Education Exchange Scholarship Program which was matched by UBC, Mitacs and the Chongqing Municipal Education Commission for a total of \$1,190,000 for the full three years of the program.

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- BC's Special Representative in Asia, Ben Stewart, met with President Gupta on December 8 to discuss UBC's China strategy and opportunities for cooperation.

DISCUSSION:

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KEY MESSAGING:

- The Ministry values close ties with UBC and opportunities to collaborate on promoting mutual interests in Asia.

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MINISTRY OF INTERNATIONAL TRADE AND
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MEETING NOTE

Cliff #: 14473

Date: May 12, 2015

PREPARED FOR: Honourable Teresa Wat, Minister of International Trade and
Minister Responsible for Asia Pacific Strategy and Multiculturalism

DATE AND TIME OF MEETING: May 15, 2015 at 6pm

ATTENDEES:

- Liu Fei, Consul General of the People's Republic of China in Vancouver
- Invited guests: Kenny Zhang (HQ Vancouver), Julia Yan (TMX), David Choi (National Congress of Chinese Canadians), Jimmy Mitchell (AdvantageBC), Bei Nie (F-Pacific)

ISSUE: A debrief on Minister Wat's recent trade mission to China along with discussion of next steps, and upcoming inbound and outbound missions.

BACKGROUND:

- Minister Wat's recent trade mission to Hangzhou, Nanjing, Shenzhen and Hong Kong of China (March 27 - April 9, 2015) was focussed on opening new markets for BC companies in China's second tier markets.
- During the mission, the Minister signed new partnership agreements with Zhejiang and Jiangsu Provinces and met with leading companies in both provinces
- The Minister's visit to Shenzhen was important in opening up new doors for BC companies. In addition to an Information Communication and Technology (ICT) seminar, the ICT delegates met with Huawei to present their products and services to this telecommunications leader.
- The mission also provided BC companies in the life sciences and design/construction sectors with important access to companies like genome leader BGI Group and culture and tourism companies such as OCT Group and Polyculture.
- Upon returning to BC, Minister Wat has met with the Party Secretary of the Communist Party of China in Shenzhen, Mr. MA Xingrui, to discuss how BC can continue to strengthen trade and investment ties with Shenzhen.
- In Hong Kong, Minister Wat met with representatives from the China Fiber Optic Group to discuss their BC operations s.13

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Subsequently, China Fiber Optic made an announcement regarding their corporate headquarters in BC on May 1, 2015.

DISCUSSION:

- In the coming months, BC is expected to receive a number of high ranking government delegations from China. In June, we are anticipating delegations led by the Vice Governors Shaanxi and Sichuan. Also in June, the City of Vancouver is welcoming the Mayor of Guangzhou, CHEN Jianhua, to celebrate the cities 30th anniversary sister-city relationship.
- In July, delegations from the Central Committee of the Communist Party of China will arrive along with the Liaoning Vice Governor.
- In August, BC will host the Teochew International Business Conference, bringing together 3,000 participants, providing an opportunity to highlight BC's trade and investment ties with Southern China. The BC Government will be organizing seminars on investment opportunities in natural resources and the City of Vancouver will be leading a technology showcase session.
- Two BC Ministers will be planning to visit China in the near future: Minister of Education, Honourable Peter Fassbender, will be visiting Beijing from May 30 to June 2; Minister of Natural Gas Development, Honourable Rich Coleman, may also be visiting Beijing at this same time, leaving on May 27.
- Premier Clark is planning to visit China in November 2015. The mission will highlight a visit to Guangzhou to celebrate the 20th anniversary of the twinning between BC and Guangdong Province. We look forward to Consul General Liu's support for this important mission.

SUGGESTED RESPONSE/KEY MESSAGING:

- BC is appreciative of Consul General Liu Fei and her team's efforts to strengthen the relations between BC and China and the support of her team on this recent mission.
- We appreciate the Strategic Dialogue that we have built with the Chinese Consulate in Vancouver as a means of providing a regular mechanism for exchange of information on business priorities.
- We are grateful for the support that the BC business delegation provided to the recent mission, including some of the invited guests here this evening, and look forward to any updates on their business activities resulting from the mission.

ATTACHMENTS: Attachment 1 – Suggested Speaking Points
Attachment 2 – Q & A
Attachment 3 – Key Achievements
Attachment 4 – Upcoming Inbound Delegations from China

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**HONOURABLE TERESA WAT
SUGGESTED SPEAKING POINTS
CONSUL GENERAL OF CHINA DINNER
MAY 15, 2015**

General Remarks:



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Attachment 2

Questions and Answers
Meeting with the Consul General of China
May 15, 2015

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Mission to China and Indonesia
March 27 – April 9, 2015
Key Achievements and Outcomes

Minister Teresa Wat's trade mission to China and Indonesia was focussed on opening new markets for BC companies in China's second tier cities and in the rapidly growing market of Indonesia in Southeast Asia. During the mission, the Minister also met with a range of prospective investors and companies interested in establishing a head office presence in British Columbia. The mission provided an opportunity to promote BC's expertise and resources to a diverse range of stakeholders in BC's priority sectors, including Information and Communications Technology (ICT)/digital media, life sciences, LNG, forestry, transportation and infrastructure.

Key Achievements include:

Advanced relations with key second tier cities in China

- In Hangzhou, Minister Wat witnessed the signing of a **Letter of Intent (LOI)** with the Zhejiang Department of Commerce to advance trade and investment ties between British Columbia and Zhejiang Province, one of China's most prosperous provinces with a strong private enterprise sector.
- In Nanjing, Minister Wat signed a **Memorandum of Understanding (MOU)** with the Jiangsu Economic Informatization Technology Commission to expand two-way economic collaboration promotion between the two provinces related to ICT and digital media. This MOU will build on an LOI on two-way trade and investment cooperation between the provinces, as well as sector specific agreements in forest products and education.

Led a delegation of 10 BC ICT/digital media companies

- **BC ICT seminars** were held in both Nanjing and Shenzhen as part of the mission – each attended by over 70 local Chinese ICT companies, investors and associations. A number of the BC companies that participated in the session have already begun business negotiations with Chinese companies on prospective partnerships.
- Minister Wat led a tour of **Nanjing Software Valley**, one of the largest telecommunications and software research and development centres in China, providing an opportunity for BC ICT companies to network and identify areas of commercial collaboration.
- In Shenzhen, Minister Wat's meeting with telecommunications giant **Huawei**, was also attended by the BC ICT delegates, providing these BC companies a unique opportunity to present their products and services to Huawei executives. s.13,s.17

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Held Investment Roundtables

- Minister Wat opened **investment roundtables** in Hangzhou and Nanjing, presenting BC's unique advantages to an audience of over 40 leading companies interested in overseas expansion. The seminar featured presentations by HQ Vancouver on the value proposition of establishing a head office presence in BC.
- In Shenzhen, Minister Wat participated in a **Destination Canada Seminar** in Shenzhen to promote BC's investment climate and attract Chinese companies to set up head offices in Vancouver. The seminar was an information session on the Canadian capital markets and TMX Group, the advantages of setting up corporate headquarters in Vancouver, as well as legal advice on entering the Canadian market.

Opened doors for BC companies in China

- Minister Wat's corporate calls on key life sciences companies in both Nanjing and Shenzhen provided an opportunity to support and advance their partnerships with BC biotech companies. The Minister met with **Joinstar** and their BC partner, Response Biomedical, as well as genome leader, **BGI Group** in Shenzhen, providing introductions of two BC biotech companies to the company's top executives.
- Similar meetings in Shenzhen with arts and culture company, **Polyculture** and resort and tourism leader, **OCT Group**, provided an opportunity for BC architecture, design and building materials companies to present their products directly to executives.
- Upon returning to BC, Minister Wat has met with the incoming Party Secretary of the Communist Party of China in Shenzhen, Mr MA Xingrui to discuss how BC can continue to strengthen trade and investment ties with Shenzhen.

Met with existing and prospective investors

- Minister Wat met with **Fulida Group** to discuss a range of measures related to recommencement of operations at their wholly owned Canadian subsidiary Neucel Specialty Cellulose Ltd in Port Alice. Since returning to BC, MIT staff has followed up with Ministry of Jobs, Tourism and Skills Training staff to share results from this meeting and discuss.
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- In Jakarta, Minister Wat toured the Pindo Deli pulp and paper mill owned by Asia Pulp and Paper and met with executives of subsidiary **Paper Excellence Group** to discuss potential additional investment opportunities in BC Paper Excellence operates four pulp mills in BC and in 2013, moved its headquarters from Europe to Richmond.

- Ministers Wat and Wilkinson met with **Alibaba** to discuss their North American business strategies and opportunities for more BC and Canadian content on Alibaba's e-commerce platforms, including agrifood products and tourism packages. The Ministers invited Alibaba executives to visit British Columbia to showcase opportunities for research & development collaboration, talent acquisition, and technology partnerships.
- Minister Wat met with **Zhejiang Energy** in Hangzhou and Indonesia's national energy company **Pertamina** to discuss LNG opportunities in BC and invited the companies to participate in the *LNG in BC* conference this October in Vancouver.

Advanced Head Office attraction efforts

- In Hong Kong, Minister Wat met with representatives from the **China Fiber Optic Group**, which has a BC subsidiary, F-Pacific. Minister Wat encouraged them to expand their BC operations, including establishing a head office presence. China Fiber Optic subsequently made an announcement regarding their corporate headquarters in BC on May 1, 2015.
- As part of corporate calls with **Poly Culture Group**, **Huawei** and with **HK Trade Development Council**, Minister Wat was also able to directly present the advantages of having an expanded corporate presence in BC.

Explored new markets for BC in Southeast Asia

- With 250 million people and a rapidly expanding middle class, Indonesia is the largest market within ASEAN and provides tremendous opportunities for expanding British Columbia exports and attracting investment.
- Minister Wat's visit to Jakarta provided an opportunity to hear first-hand from successful Canadian companies such as BC's **Hatfield Consultants** on the advantages of having an on-the-ground presence in Indonesia.
- Minister Wat had corporate calls with leading Indonesian conglomerates, including **Sinar Mas**, **Salim Group** and **Baramulti**, encouraging them to look at new opportunities for investment in BC.

Upcoming Incoming Major Delegations – China

May

- Guangdong CCIPT delegation – May 4
- Jinan Bureau of Commerce – Mr. Wang Xidong, Deputy General Director – May 19
- Liaoning FAO – Mr. Gong Hongbo, FAO's Director of Inspection & Disciplinary (DDG Level) – May 27th

June

- Think Asia, Think Hong Kong – June 4-6
- Liaoning Provincial CPPCC Vice Chairman LIU Guoqiang – early/mid June
- South China delegation to attend CaGBC National Conference (green building conference) - early June
- Guangzhou Mayor Chen's delegation and business delegation to Vancouver – June 14-16
- Shaanxi Vice Governor WANG Lixia – June (TBC)
- Liaoning BOFCOM DDG Advance Visit to BC – mid-June
- Sichuan Vice Governor Huang's delegation – June 24-26
- China Eastern Yunnan Airlines delegation (launch of the new route Kunming-Shanghai-Vancouver) - June 26
- Zhuhai Government delegation to visit its sister city Surrey - late June

July

- Central Committee of the Communist Party of China Delegation – July 2
- Liaoning Vice Governor LIU Qiang (portfolio includes industrial manufacturing, technology, finance) – tbc

August

- Teochew International Business conference - August 20

September