

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

**MEETING NOTE**

Cliff #: 16169

Date: October 31, 2016, revised Nov 22<sup>nd</sup>

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

**DATE AND TIME OF MEETING:** Wednesday, November 30, 2016

**ATTENDEE:** Mr. Xu Niansha (徐念沙), Chairman of China Poly Group (保利集团董事长)

**ISSUE:** Minister Wat is invited to attend and speak at several events related to the opening of Poly Culture Group's North American headquarters on November 30<sup>th</sup>.

**BACKGROUND:**

- Poly Culture Group Co., Ltd. is a subsidiary of China Poly Group, one of the largest conglomerates in China under the administration of the State-owned Assets Supervision and Administration Commission of the State Council (SASAC). Poly Group has interests in multiple sectors from real estate development and financial asset management to defence technology.
- Poly Culture Group was established in February 2000 by the name of Poly Culture and Arts Co., Ltd. It was restructured and renamed to Poly Culture Group Co., Ltd. in December 2010, and then listed on the Hong Kong Stock Exchange in March 2014. The three main business lines of Poly Culture Group include: Performance & Theatre Management, Art Business & Auction, and Cinema Investment & Mgmt.
- The company is the world's third largest auction house after Sotheby's and Christie's, with auction business related revenues of over USD \$1 billion.
- The company, through its subsidiary Poly Film, conducts business in cinema management and film and TV production. The company owns 70 movie theatres across China and actively produces TV and film content.
- The company was been awarded numerous accolades and awards in China. In 2012, it was accredited as one of China's Top 30 Cultural Enterprises.
- Facilitated by Bank of China in Vancouver, Minister Wat had the first meeting with Mr. Jiang Yingchun, General Manager of Poly Culture Group in Vancouver in August 2014 to start the discussion of Poly's business expansion to North America.
- Minister Wat visited Poly Art Museum in Shenzhen during her 2015 Spring Mission.
- At the invitation of General Manager Jiang Yingchun, Premier Clark and Minister Wat met with Poly Group during Premier's Mission to China in Nov. 2015. Premier Clark, Minister Wat and President XU Niansha of Poly Group witnessed the official signing of an MOU between Poly Culture Group and HQVancouver, regarding the establishment of Poly Culture North American in BC.
- The Poly North America Head Office currently has six full-time staff and is operating out of their current address in Richmond.

- A series of high-profile events on November 30<sup>th</sup> will mark the grand opening of Poly Culture North America, including the opening of an Art Gallery in downtown Vancouver as well as a performance by the China Philharmonic Orchestra at the UBC Chan Centre.
- The performance by the China Philharmonic Orchestra is organized by Poly Culture Group and the Vancouver Symphony Orchestra. The event will be a milestone celebration during the 2015/2016 China-Canada Cultural Exchange Year. The concert will be conducted by Maestro Long Yu, one of the most distinguished Chinese conductors with an established international reputation.
- The China Philharmonic Orchestra was founded in Beijing in May 2000, based on the previous China Broadcasting Symphony Orchestra. It is a division of the State Administration of Radio, Film, and Television (SARFT).

## **DISCUSSION:**

- Poly Group recognized the large population of Chinese people and BC's important role for Canada in terms of trade with China, and BC and Poly would like to seek collaboration in all major business areas so as to strengthen the collaboration between China and BC.
- The opening of Poly Culture's North American Headquarters in Vancouver signals Poly's determination to further expand its presence in the North American market.  
s.13,s.17,s.21
- The Poly Art Gallery in downtown Vancouver will be operated as a joint venture with an art professional team which has a long-term relationship with Poly. It will be in the business of exhibitions and sales of art products.
- The first artifacts on display at the gallery will include four of the 12 precious bronze animals' heads (tiger, monkey, ox, and pig) originally situated at the water clock fountain at Haiyantang in the Summer Palace in Beijing. This exhibition will be the first time these significant artifacts have left China since Poly Culture acquired the four heads and repatriated them to China after being looted during the Allied Forces attack in 1860.

## **KEY MESSAGING:**

- BC's attractive fiscal climate, business incentives and diversified economy offer excellent investment and partnership opportunities in the media and cultural sector for Poly Culture Group. Vancouver is an ideal destination for film and other creative industry investment.
- The BC Government congratulates Poly Culture on the establishment of their North American headquarters and looks forward to seeing their success in bringing more Chinese cultural industries partnerships to BC.
- Besides the cultural business that Poly Culture is currently focusing on, BC welcomes Poly Group's business interest in other areas and sectors ranging from technology and innovation to financial asset management etc.
- The BC Government and HQ Vancouver are pleased to continue to provide support to Poly's business ventures here in British Columbia.

**ATTACHMENTS:**

Attachment 1 – Poly Culture program in Vancouver, Nov 29-30

Attachment 2 – Poly Culture delegation and Mr. Xu Niansha's bio

Prepared by: Jason Si, Senior Manager, China,

Telephone: (604-660-5911) (Cell: s.17)

Reviewed by				
Dir: FA	ED: PI	A/ADM: BK	DM:	MIN:

## **Attachment 1 – Poly Culture Program in Vancouver, Nov 29-30, 2016**

### **November 29<sup>th</sup>, 2016**

5:30 – 6:15 pm - RBC Private Meeting

*Location: RBC Building*

6:15 – 8:00 pm - RBC/HQV Welcome Reception

*Location: Rosewood Hotel Georgia*

- Remarks: HQV and RBC, Chairman Xu is expected to speak for 3-5 min.
- Proposed Attendees from MIT: MTW (tbc), DM Roberts, A/ADM Krieger + 50 business leaders

### **November 30<sup>th</sup>, 2016**

10:00 – 11:30 am – Meeting with AdvantageBC

*Location: Faskens Boardroom*

- Proposed Attendees from MIT: DM Roberts + Colin Hansen and Jimmy Mitchell

12:00 – 12:45 pm – Meeting with Premier and Minister Wat

*Location: Premier's Vancouver Office*

- Proposed Attendees from MIT: MTW, DM Roberts + CG Liu, Yuen Pau Woo, HQV

1:00 – 2:30 pm – BCBC / EY hosted luncheon

*Location: Shangri-La Hotel, Georgia Room*

- Proposed Attendees from MIT: MTW (tbc) + Greg D'Avignon BCBC, Fiona Macfarlane E&Y + BCBC invitees (20 to 30 people).

4:30 – 6:30 pm – Poly Grand Opening Ceremony and Reception

*Location: Poly Art Gallery*

- Proposed Attendees from MIT: MTW + 1
- Remarks: Lisa Wu (MC); Poly Chairman Xu Niansha; Federal representative (TBC) Minister Wat; CG Liu Fei; MP (TBC); HQV: Yuen Pau Woo (80-100 people).
- Media: Private showing from 3:30pm to 4:30pm.

6:30 – 7:15 pm – Transit to Chan Centre to the Poly Night Philharmonic Orchestra Performance.

- Transportation will be arranged for VIPs only.

7:30 – 9:00 pm – Poly Night: China Philharmonic Orchestra Performance at Chan Centre for the Performing Arts at UBC.

- Proposed Attendees from MIT: MTW (tbc), DM Roberts, A/ADM Krieger, E-D Irwin
- Details of CPO's performance can be found at <http://chancentre.com/events/poly-night-china-philharmonic/>
- Holding room will be organized for VIPs

*Notes:*

- s.21
- 
-

## Attachment 2 – Poly Culture Delegation

### Mr. Xu Niansha's Bio

Mr. Xu Niansha began his career in Chinese Navy after graduating from Guangzhou Navy Commandment College, serving as a navigator and captain. After his military service, he received a Ph.D. in Economics from Peking University and a Ph.D. in Commercial and Civil Law from China University of Politics and Law. He served as CEO of Huahai Real Estate Development Company, then as chairman and CEO of China Ocean Aviation Group Inc. In addition, chairman Xu is a member of the 12th CPPCC (National Committee of the Chinese People's Political Consultative Conference) and its Foreign Affairs Committee. Before taking his position as the chairman of China Poly Group Corporation, he served as vice chairman of China National Machinery Inc.

徐念沙，现任中国保利集团公司董事长，第十二届全国政协委员及全国政协外委会委员。北京大学经济学博士和中国政法大学民商法博士。

自广州海军指挥学院毕业后服役于中国海军，历任领航员、舰长等职。服役结束后，任华海房地产开发有限公司总经理，中国海洋航空集团公司总经理和董事长，此后任中国机械工业集团有限公司副董事长。

### Delegation List

Chinese Names	English Names	Chinese Positions	English Positions
徐念沙	Niansha Xu	中国保利集团董事长（兼任保利文化集团董事长）	Chairman of China Poly Group
张曦	Xi Zhang	中国保利集团副总经理	Deputy General Manager of China Poly Group
孟庆姝	Qingshu Meng	中国保利集团高级经理（徐董事长翻译）	Senior Manager of China Poly Group
蒋迎春	Yingchun Jiang	保利文化集团总经理	CEO of Poly Culture Group
王蔚	Wei Wang	保利文化集团总会计师	CFO of Poly Culture Group



## China Mission – November 2015

### Meeting / Event Note

**CLIFF: 14944**

**TITLE:** Corporate Meeting with Poly Culture Group

**WHO:** Honourable Christy Clark, Premier  
Mr. Jiang Yingchun (蔣迎春, 總經理), CEO of Poly Culture Group Co., Ltd. (保利文化集团有限公司)  
Mr. Xu Tingbiao (徐廷彪, 辦公室主任), Director of Administrative Office, Poly Culture Group Co., Ltd. (保利文化集团有限公司)  
Honourable Teresa Wat, Minister  
Ben Stewart, BC Special Representative in Asia  
Shannon Baskerville, Deputy Minister  
Jay Denny, Chief of Staff  
Fazil Mihar, Assistant Deputy Minister  
Clark Roberts, Assistant Deputy Minister  
Kevin Tsui, Managing Director, BC Trade and Investment Office

Executives from Poly Group and Poly Culture Group (TBC)  
Mr. Xu Tingbiao, Director of Administrative Office, Poly Culture Group  
Poly Group Executives  
Poly Culture North America Executives

**WHERE:** New Poly Plaza  
No. 1, Chaoyangmen Beidajie, Dongcheng District, Beijing

**WHY:**

- PCC visit of Poly Culture Museum.
- Meeting with Poly Group Executives.
- Witnessing MOU Signing Ceremony.

**GIFT:** Yes - A-level gift



## China Mission – November 2015

### ISSUE/DISCUSSION:

- Poly Culture is China's largest art auctioneer. Its parent, state-owned conglomerate Poly Group, was founded three decades ago by several leading figures of the Communist party.
- In early 2015, Poly Culture Group registered their subsidiary in Richmond, B.C. – Poly Culture North America Investment Corporation Limited, <sup>s.13,s.17</sup>  
s.13,s.17
- The Richmond subsidiary will establish a professional operations platform in North America. It intends to leverage the culture industry resources in B.C. and North America and provide outbound support for the development of the Company's three business segments: (i) performance and theatre management, (ii) art business and auction, (iii) cinema investment and management).

### KEY MESSAGES:

- To witness the signing of MOU on Poly Culture North America's establishment and to address warm welcome to Poly Group to BC.
- To discuss with Poly Group Executives regarding its business plans in BC.

### BACKGROUND:

- Poly Culture Group Co., Ltd. is a subsidiary of its parent, state-owned conglomerate China Poly Group Corporation founded three decades ago by several leading figures of the Communist party. China Poly Group is one of the 166 entities under the supervision and administration of the State-owned Assets Supervision and Administration Commission of the State Council (SASAC). Over the past 29 years, Poly Group has established and developed five pillar industries: military and civilian trade and business, real estate development, culture and arts business, investment and exploitation in mineral resource field, civilian explosive materials and blasting service. By 2012, the total assets of the Group have reached RMB 382.9 billion Yuan (over \$60 billion USD).
- Subsidiary Poly Culture Group Co., Ltd. established in February 2000 is China's largest art auctioneer and arts, performance group. Poly Culture is focused on performances and large-scale activities organization and planning, creative design production, theatre management and construction consultation, cultural relics collections, artwork business and auction, cinema circuit and cinema investment operations. It has become one of the leading cultural enterprise groups in China. In 2012, it was accredited as one of China's Top 30 Cultural Enterprises for four years successively.



## China Mission – November 2015

- Significant businesses divisions of Poly Culture include performance and theatre management, museum and artwork auctioning and management, film production and distribution and real estate. During initial meetings between BC Trade and Investment Office and Poly Culture in 2014, Poly Culture expressed its interests in setting up North American HQ in Vancouver and to expand its multiple business areas into the North American market.
- In July 24, Poly Culture Group CEO Jiang Yingchun sent an invitation letter to Minister Wat to extend an invitation to Premier Clark and Minister Wat to participate in the Poly Culture North American head office announcement event and tour the Poly Art Museum in Beijing during the upcoming PCC trade mission to China.

### **SPEAKING NOTES:** *TBC*

### **ADDITIONAL INFORMATION:**

#### Appendix 1: Biography of Mr. JIANG Yingchun

##### Scenario

Time	Details
11:45	Premier leaves SNOOC (or Beijing Municipal Government) meeting for New Poly Plaza
12:30	Premier Christy Clark welcomed by Poly Executives at Poly Plaza lobby, and transfer Poly Art Museum, 9/F
12:35	Poly Art Museum visit and tour with guide (notable items: 4 authentic animal bronze heads from the old Summer Palace, Bronze ware collections and Ancient Buddha stone carving)
12:50	Premier Christy Clark video blog recording at Poly Art Museum
13:00	Transfer to Poly Plaza Hanging Platform for introduction of building architecture, 15/F
13:05	Transfer to the Ceremony room, 29/F (via elevator to 28/F followed by a short walk up flight of stairs)
13:10	Premier Christy Clark welcomed by Poly Group Executives and enter mini theatre for Poly Group video introduction, 29/F adjacent to the bilateral & ceremony room
13:20	Bilateral meeting with Poly Group Executives, 29/F Ceremony Room (U-shaped set up)





## China Mission – November 2015

13:50	Signing Ceremony, 29/F Ceremony Room (Signing table set up) Signing: HQ Vancouver President Yuen Pau Woo & Poly Culture CEO Jiang Yingchun Witnesses: Premier Christy Clark, Minister Teresa Wat, Poly Group and/or Poly Culture Executives
14:00	Refreshment & Cold Lunch prepared by Poly Group prior to departure to the airport
14:20	Depart for Beijing Capital International Airport.
16:00	Depart Beijing for Guangzhou (CA1365 ETA: 7:15 pm)

### CONTACT:

Mr. Kevin Tsui, Managing Director / Representative Director, British Columbia International Trade and Investment Office in North & East China

Tel: +8610 8535.7788

Mobile: s.17

Email: [ktsui@britishcolumbia.ca](mailto:ktsui@britishcolumbia.ca)

Mr. XU Tingbiao, Director, Administrative Office, Poly Culture Group, Co., Ltd.

Tel: +8610 6408 2656

Mobile: s.17

Email: [13801251269@139.com](mailto:13801251269@139.com)



## China Mission – November 2015

### APPENDIX 1

Biography of Mr. JIANG Yingchun  
Chairman of Poly Culture Group Co. Ltd.



Mr. JIANG Yingchun was born in February 1969. Mr. JIANG holds a bachelor's degree from Peking University majoring in archeology. Mr. Jiang holds Chinese citizenship and has no overseas residency status.

JIANG is currently the Director and General Manager of Poly Culture Group Co., Ltd., as well as Chairman of Beijing Poly Art Center Co., Ltd, Chairman of Beijing Poly International Auction Co., Ltd, Director of Guangdong Poly Auction Co., Ltd, and Director of Beijing Poly Art Investment Management Co., LTD.

Prior to his current position, Mr. JIANG has previously worked as editor and journalist at Cultural Heritage News Agency under the administration of State Cultural Relics Bureau, journalist at Beijing Evening News Agency, Curator of Poly Art Museum, Assistant to the General Manager of Poly Culture Art Co., Ltd, and Deputy General Manager of Poly Culture Group Co., Ltd.