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

INFORMATION NOTE

Cliff #: 16349

Date: October 19, 2016

PREPARED FOR: Honourable Amrik Virk, Minister of Technology, Innovation and
Citizens' Services

ISSUE:

- The China Entrepreneur Club (CEC) has confirmed its intention to visit Canada from October 16 to 22, 2016. The mission will include stops in Montreal, Ottawa, and Toronto before concluding in Vancouver on October 21st and 22nd, some members of the delegation will depart on the 23rd.
- An original Global Affairs Canada initiative, provinces are now working to develop and implement their respective local programs. In Toronto, the Canada China Business Council will host a national business symposium. In Vancouver, MIT is liaising with the CEC and Asia Pacific Foundation (APF) to ensure a successful and exclusive roundtable meeting for the CEC's members, BC Government representatives, and BC business leaders.
- Representing the leading private enterprises in China, CEC members have the means to make direct investment decisions and are interested in seeing first-hand the best of what Canada has to offer. Nine members of the CEC have confirmed their attendance (list attached). The delegation size will be 25 people, including staff and family members.

BACKGROUND:

- Established as a non-profit organization in 2006, the China Entrepreneur Club has grown into the most influential business leader's organization in China. The CEC brings together China's top private entrepreneurs, with its 49 members representing almost three trillion RMB in gross annual income in 2015 (about CAN\$600 billion).
- Prime Minister Trudeau along with Canada's Minister of International Trade met with the CEC during the Prime Minister's visit to China on August 31st to highlight Canada's attractiveness as an investment destination and set expectations for the CEC's upcoming visit to Canada. This meeting was hosted by Jack Ma, Chairman of the CEC and President of Alibaba.
- CEC has made previous international visits to France, Germany, Italy, the United Kingdom, the United States and Australia.
- Topics of discussion and interest during the CEC's visits to Montreal on October 17th, and Ottawa on October 18th (Prime Minister Trudeau attended) included the following:

○ s.16,s.21

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DISCUSSION:

- BC Senior Government Official participation in meeting with the CEC will demonstrate the importance that British Columbia places on building stronger linkages between our respective business communities and attracting foreign investment from China.
- For their program in Vancouver on Friday, October 21st,^{s.15}
^{s.15}, the CEC has expressed a preference for morning business networking activities, featuring dialogue with business and government leaders, followed by a lunch cruise hosted by RBC, and an afternoon visit to Canada's National Laboratory for Particle and Nuclear Physics at UBC to learn about cutting-edge scientific research that shapes the industry.
- The proposed BC program, currently in development and review by MIT, APF, and the CEC, includes:
 - 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.
 - Such a session will be organized in partnership with the Asia Pacific Foundation, along with Advantage BC and HQ Vancouver – and feature networking with their peers, BC “captains of the industry” such as Paul Lee (ICT), Randall MacEwan (Sustainable / Clean Tech) and BC's dynamic up-and-coming companies.
 - The focus of the BC roundtable will be on building relationships and in receiving the views and perspectives of CEC members as part of a table-top discussion with BC industry leaders.
 - Proposed roundtable discussion topics include:

- a) ICT/Digital Media:
 - China's Embrace of Mobile Technology: Opportunities for Collaboration
- b) Consumer Goods:
 - Competitive Opportunities for Canada-China Trade
- c) Sustainable Development:
 - Partnership for Smarter Growth
- The CEC members will have their own private dinner on Friday evening hosted by CEC member Peter Wang and friends.
- On Saturday, October 22nd, the group will round off the visit with 'cultural activities' including a First Nations visit and lunch, followed by an outdoor experience hiking through BC's natural playground intended to provide a more informal setting to get to know Canada better. The visit will conclude with a farewell dinner.

CONCLUSION:

- The visit of the China Entrepreneur Club's members present a unique opportunity to showcase BC's welcoming business climate and innovative industry to some of China's leading private enterprises.
- Given the considerable resources of the CEC members and their interest in business-to-business networking, the Ministry's role is best summarized as providing opportunities to connect CEC members to BC industry partners, rather than as host of the delegation.

ATTACHMENTS:

Attachment 1: CEC Roundtable Program

Attachment 2: CEC Delegation and their Interests

Attachment 3: BC Participant List at the Roundtable – October 21st

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Reviewed by				
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ATTACHMENT 1: CEC Roundtable Program

9:00-9:15 Registration and networking

9:15-9:30 Group Photo

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

Hon. 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 from BC Government

Thanks from CEC

Gift Exchange between APFC and CEC

ATTACHMENT 2: CEC Delegation and Their Interests

Gender	Name	Name CHN	Job Title	Company/Organization Name	Sector	Canadian Linkages/Other Notes
M	Weihua MA	马蔚华	President	China Entrepreneur Club	Non-profit organization	s.13,s.21
			President of Council	National Fund for Technology Transfer and Commercialization	Fund	
			Former President	China Merchants Bank	Commercial bank	
M	Peter WANG	王若雄	Chairman of the Board	Tentimes Group Co., Inc.	Real estate	s.21,s.22
M	Gensheng NIU	牛根生	Founder	Mengniu Dairy Group	Diary	s.13,s.21,s.22
			Founder and Honorary President	LAONIU Foundation	Philanthropic sector focusing on environmental protection, cultural education	
M	Xin AI	艾欣	Chairman	Suntone Group	Decoration and renovation, architectural design, tourism development	s.13,s.21,s.22

M	Jun LIU	刘君	Chairman	Eagle International Group Holdings (South Africa)	Investment and development in real estate, finance, minerals and energy in South Africa	s.13,s.21
M	Chaoyong WANG	汪潮涌	Founding Chairman and CEO	ChinaEquity Group Inc.	Finance: venture capital investment and private equity investment, TMT, healthcare, cleantech	s.13,s.21
M	Frank WU	胡葆森	Chairman of the Board	Central China Real Estate Ltd.	Real estate development company based in Hong Kong	s.13,s.21,s.22
			Member	11 th CPPCC Standing Committee	Chinese Government	
M	Jinghong XU	徐井宏	Chairman of the Board	Tsinghua Holdings Co., Ltd.	Diversified: high-tech, investment, finance, TMT, cleantech, life sciences	s.13,s.21
M	Xipei JIANG	蒋锡培	Chairman of the Board and CEO	Far East Holding Group Co., Ltd.	Wire cable, pharmaceutical, real estate, biochemical and investment	s.13

ATTACHMENT 3: BC Participants List at the Morning Roundtable – October 21st

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

ICT/Digital Media

4	Vanedge Capital Partners, Ltd./APF	Paul Lee	Managing Partner (<i>Roundtable Moderator & Session Lead</i>)
5	Telus	Darren Entwistle	CEO (TBC)
6	Kensington Capital Partners	Gerri Sinclair	Advisory Board
7	Zymeworks Inc.	Ali Tehrani	President and CEO
8	Hootsuite	Ryan Holmes	CEO
9	Slack Technologies	Stewart Butterfield	CEO/Co-founder (TBC)

Consumer Goods

10	Organics to Home/Rockcheck	Catherine Zhang	CEO
11	Painted Rock Estate Winery	John Skinner	Founder
12	Aquilini Investment Group	Jim Chu	VP of Special Projects and Partnerships.
13	Linacare Cosmethery	Carol Lee	Founder/CEP
14	SunRype	Dave McAnerney	President
15	Natural Factors	Roland Gahler	Owner/Chairman

Sustainable Development

16	Sustainable Development Technology Canada	Paul Austin	Regional Director (<i>Roundtable Session Lead</i>)
17	Ballard	Randall MacEwan	President/CEO
18	Saltworks Technologies	Benjamin Sparrow	Founder & CEO
19	MGA	Michael Green	Principle Architect (TBC)
20	Semios	Michael Gilbert	President and CEO
21	Corvus Energy	Andrew Morden	CEO

Associations

22	AdvantageBC	Christopher Gimpel	Board of Directors/ Partner at Deloitte
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CEC Observers

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

BC Observers

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	Assistant Deputy Minister
13	Ministry of International Trade	John McDonald	Executive Director
14	Valuestone Advisors	Dickson Hall	Manager
15	Ministry of Technology, Innovation and Citizens Services	John Jacobson	Deputy Minister
16	Ministry of Technology, Innovation and Citizens Services	Nick Facey	Chief of Staff