

Falk-Varcoe, Kyle C MIT:EX

From: Faddegon, Jessica MIT:EX
Sent: Wednesday, October 19, 2016 12:30 PM
To: Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Subject: FW: Union Mobile Pay
Attachments: Umpay Brief Introduction.pdf; ATT00001.htm

Making sure you ladies are aware; can you ensure MO is advised of the outcome of mtg with Ken Wu?

Thanks!

Jessica

From: Wat, Teresa MIT:EX
Sent: Wednesday, October 19, 2016 7:52 AM
To: Roberts, Clark MIT:EX
Cc: Denney, Jay MIT:EX; Faddegon, Jessica MIT:EX
Subject: Fwd: Union Mobile Pay

Hi Clark,
FYI and keep me posted on Ken's meeting. Thx.

Sent from my iPad

Begin forwarded message:

From: "Chan, Trix K" <Trix.Chan@leg.bc.ca>
To: "Wat, Teresa MIT:EX" <Teresa.Wat@gov.bc.ca>
Subject: Union Mobile Pay

Hi Minister,

Carrie Li with Union Mobile Pay(China) requested to have a meeting with you to^{s.21}
s.21 I had a meeting with her this afternoon, with her
company info attached. She is hoping that you will be able to meet with the Chairman when he
visits Vancouver late November to early December. FYI, Carrie will also have a meeting with
MIT manager Ken Wu.

Warm Regards,

Trix Chan

Constituency Assistant to Hon. Teresa Wat, MLA for Richmond Centre

Page 02 to/à Page 08

Withheld pursuant to/removed as

s.21

Falk-Varcoe, Kyle C MIT:EX

From: Tan, Alyson MIT:EX
Sent: Wednesday, October 19, 2016 1:10 PM
To: Faddegon, Jessica MIT:EX; Shatzko, Pam J MIT:EX
Subject: RE: Union Mobile Pay

Thanks for letting us know, Jessica.

I will make sure Ken sends notes after the meeting on what was discussed, outcome, next steps etc.

I am also finding out the date + time of the meeting. Will keep you updated!

Alyson

Alyson Tan

Documents Coordinator
Deputy Minister's Office

Ministry of International Trade
Suite 730 – 999 Canada Place
Vancouver, British Columbia
Canada V6C 3E1
P: 604-398-5255



From: Faddegon, Jessica MIT:EX
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Hi Clark,

Falk-Varcoe, Kyle C MIT:EX

From: Shatzko, Pam J MIT:EX
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To: Faddegon, Jessica MIT:EX; Tan, Alyson MIT:EX
Cc: Wu, Ken MIT:EX
Subject: MTW Request: Union Mobile Pay

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Trix Chan

Constituency Assistant to Hon. Teresa Wat, MLA for Richmond Centre

Falk-Varcoe, Kyle C MIT:EX

From: McDonald, John MIT:EX
Sent: Wednesday, October 19, 2016 2:05 PM
To: Wu, Ken MIT:EX
Cc: Mercado, Maria MIT:EX; Singh, Khris MIT:EX
Subject: FW: Bullet points CLIFF ID 16562
Attachments: fw union mobile pay.msg

Ken,

Please provide relevant content

I checked salesforce and there is no record in salesforce of you meeting Carrie Li and Union Mobile Pay that I could find. Please provide your salesforce report in addition to what is being requested -s.13
s.13

In addition please be explicit in defining "Union Mobile Pay" and its relationship – if there is any – with Union Pay.

John

From: Mercado, Maria MIT:EX
Sent: Wednesday, October 19, 2016 1:55 PM
To: McDonald, John MIT:EX
Subject: FW: Bullet points CLIFF ID 16562

Hello John,

Please assign. This CLIFF is due on October 28th. Cathi, forwarded the attachment of the email to Ken Wu.

Thank You,

Maria Mercado
604 398.3724

From: Catherine Delaney [<mailto:Catherine.Delaney@gov.bc.ca>]
Sent: Wednesday, October 19, 2016 1:51 PM
To: Mercado, Maria MIT:EX
Subject: Bullet points CLIFF ID 16562

DMO-Deputy Minister Referral Slip for ID:16562

2016/10/19

<i>Log Type:</i> MO request	<i>Action:</i> Bullet points	<i>Due:</i> 2016/11/08
<i>Batch:</i>	<i>Subaction:</i>	

Type: Provincial Government
Honourable Teresa WAT, Minister
International Trade
Ministry of International Trade

Written: *Resp Type:*
Received: 2016/10/19 *File No.:*
Due: 2016/11/08 *Entered* alta
By: n
Approved: *Approved*

Room 343 PO Box 9063, Parliament Buildings

Victoria, BC, Canada V8W 9E2

Phone: 250-953-0910

Email: MIT.Minister@gov.bc.ca

Signed:

Closed:

By:

Sign By:

Address To:

Copy To:

Div Rsp:

Issue:

X-Ref:

Subject

Carrie Li - Union Mobile Pay (China) meeting with Ken Wu (MIT). Requesting bullet points on what was discussed, outcomes, next steps etc. from meeting.

Date?

Time?

Log Notes

2016/10/19 Requesting bullet points on what was discussed, outcomes, next steps etc. from meeting/any other relevant info should MTW later meet with Carrie Li/members of Union Mobile Pay.

Referral DMO-Deputy Minister -> DMO-Deputy Minister

From:	DMO-Deputy Minister	Sent:	2016/10/19	Status:	Accepted	Ref Action:	Assign
To:	DMO-Deputy Minister	Received:	2016/10/19	Reason:		Subaction:	
Assign To:		Completed:		Due:	2016/10/26 (Pending (5))	File No.:	

Referral DMO-Deputy Minister -> DMO-Deputy Minister -> IBD - ADM

From:	DMO-Deputy Minister	Sent:	2016/10/19	Status:	Pending	Ref Action:	Bullet points
To:	IBD - ADM	Received:		Reason:		Subaction:	
Assign To:	cadelane	Completed:		Due:	2016/10/28 (Pending (7))	File No.:	

Referral DMO-Deputy Minister -> DMO-Deputy Minister -> IBD - ADM -> IBD - Natural Resources

From:	IBD - ADM	Sent:	2016/10/19	Status:	Pending	Ref Action:	Bullet points
To:	IBD - Natural Resources	Received:		Reason:		Subaction:	
Assign To:	mmercado	Completed:		Due:	2016/10/28 (Active (7))	File No.:	

Referral Comments

2016/10/19 IBD - ADM AS pre discussion, thank you.

Falk-Varcoe, Kyle C MIT:EX

From: Wu, Ken MIT:EX
Sent: Wednesday, October 19, 2016 2:40 PM
To: Singh, Khris MIT:EX
Subject: RE: Union Mobile Pay

Ok.^{s.21} She reached out to me last night. It is for^{s.21}
^{s.21} I will forward you the invitation.

From: Singh, Khris MIT:EX
Sent: Wednesday, October 19, 2016 2:38 PM
To: Wu, Ken MIT:EX
Subject: RE: Union Mobile Pay

keep the summary high level and please run it through me— tomorrow is the 20th. I would like to be at the meeting.

Khris

From: Wu, Ken MIT:EX
Sent: Wednesday, October 19, 2016 2:35 PM
To: Delaney, Catherine A MIT:EX
Cc: Mercado, Maria MIT:EX; Singh, Khris MIT:EX
Subject: RE: Union Mobile Pay

Hi Cathi,

It will be at our office at 3pm tomorrow Oct 19. The original purpose of the meeting is ^{s.21}
^{s.21} for China Union Mobile Pay. I was not aware that she is reaching out to the minister separately.

Cheers,
Ken

From: Delaney, Catherine A MIT:EX
Sent: Wednesday, October 19, 2016 1:15 PM
To: Wu, Ken MIT:EX
Cc: Mercado, Maria MIT:EX
Subject: FW: Union Mobile Pay

Hi Ken,

Please see the highlighted request below.

When will you be meeting this client?

MO requesting a summary after your meeting, please provide an overview of your discussion and any email correspondence that results from your meeting, your branch admin will be uploading to CLIFF.

Thank you,
Cathi

From: Tan, Alyson MIT:EX
Sent: Wednesday, October 19, 2016 1:09 PM
To: Delaney, Catherine A MIT:EX
Cc: Yap, Joyce MIT:EX
Subject: FW: Union Mobile Pay

Hi Cathi,

Can you please let me know when Ken will be meeting with Carrie Li at Union Mobile Pay (China) – time + date?

MO is requesting an update after Ken's meeting – some bullets of what was discussed, outcome, next steps etc.- if you can please let him know.

Thank you,

Alyson

Alyson Tan
Documents Coordinator
Deputy Minister's Office

Ministry of International Trade
Suite 730 – 999 Canada Place
Vancouver, British Columbia
Canada V6C 3E1
P: 604-398-5255



From: "Chan, Trix K" <Trix.Chan@leg.bc.ca>
To: "Wat, Teresa MIT:EX" <Teresa.Wat@gov.bc.ca>
Subject: Union Mobile Pay

Hi Minister,

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s.21 I had a meeting with her this afternoon, with her company info attached. She is hoping that you will be able to meet with the Chairman when he visits Vancouver late November to early December. FYI, Carrie will also have a meeting with MIT manager Ken Wu.

Warm Regards,

Trix Chan

Falk-Varcoe, Kyle C MIT:EX

From: Faddegon, Jessica MIT:EX
Sent: Tuesday, October 25, 2016 1:47 PM
To: Tan, Alyson MIT:EX; Shatzko, Pam J MIT:EX
Cc: Denney, Jay MIT:EX
Subject: RE: Union Mobile Pay

Looks great Alyson. Please keep us posted on the Chairman's visit at the end of November.

Thank you!

From: Tan, Alyson MIT:EX
Sent: Tuesday, October 25, 2016 9:19 AM
To: Faddegon, Jessica MIT:EX; Shatzko, Pam J MIT:EX
Cc: Denney, Jay MIT:EX; Roberts, Clark MIT:EX
Subject: RE: Union Mobile Pay

Hi Jessica,

Here is a summary of Ken's meeting on October 20th, for Minister:

Company Background:

Founded in 2003, China Union Mobile Pay (UMP) is a joint venture between China Mobile and China UnionPay, both of which are the one of the largest state owned enterprise in China in the telecom and payment industry respectively. UMP's core business is the mobile payment, third party global payment and financial information services in China. It operates independently from its parents and s.13,s.21

In July 2016, UMP International, one of its subsidiaries, visited Vancouver and HQ Vancouver received the delegation. MIT staff Francis Acquarone, Director of China, and Ken Wu, Manager in Financial Services, joined a meeting with UMP's VP Nicole Ni and North America Business Development Manager Carrie Li. Kenny Zhang is the lead on this account at HQ Vancouver.

Meeting Discussion:

- Meeting attendees include Carrie Li (UMP), Khris Singh (MIT) and Ken Wu (MIT)
- s.13,s.21

-

-

-

-

-

Next Step:

MIT will engage with UMP again^{s.13,s.21}
Vancouver.

when Nicole Ni is visiting

Please let me know if you require any follow-up.

Kind regards,

Alyson

From: Faddegan, Jessica MIT:EX
Sent: Wednesday, October 19, 2016 12:30 PM
To: Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Subject: FW: Union Mobile Pay

Making sure you ladies are aware; can you ensure MO is advised of the outcome of mtg with Ken Wu?

Thanks!

Jessica

From: Wat, Teresa MIT:EX
Sent: Wednesday, October 19, 2016 7:52 AM
To: Roberts, Clark MIT:EX
Cc: Denney, Jay MIT:EX; Faddegan, Jessica MIT:EX
Subject: Fwd: Union Mobile Pay

Hi Clark,
FYI and keep me posted on Ken's meeting. Thx.

Sent from my iPad

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From: "Chan, Trix K" <Trix.Chan@leg.bc.ca>
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company info attached. She is hoping that you will be able to meet with the Chairman when he
visits Vancouver late November to early December. FYI, Carrie will also have a meeting with
MIT manager Ken Wu.

Warm Regards,

Trix Chan

Falk-Varcoe, Kyle C MIT:EX

From: Wu, Ken MIT:EX
Sent: Tuesday, October 25, 2016 2:57 PM
To: Singh, Khris MIT:EX
Subject: FW: 16562: Follow-Up

FYI

From: Tan, Alyson MIT:EX
Sent: Tuesday, October 25, 2016 1:54 PM
To: Wu, Ken MIT:EX
Cc: Delaney, Catherine A MIT:EX; Mercado, Maria MIT:EX
Subject: 16562: Follow-Up

Thank you for the meeting summary (UMP), Ken.

Feedback from MO – They really like the format of your summary so perhaps, we can keep your submission in mind as an example for future meeting report backs. Great job on it being easy to follow and succinct.

MO would also like you to please provide feedback/updates on the chairman's visit in November.

Thanks so much for pulling this together!

Kind regards,

Alyson

Falk-Varcoe, Kyle C MIT:EX

From: Jones, Angela MIT:EX
Sent: Wednesday, October 26, 2016 11:41 AM
To: Tan, Alyson MIT:EX; Shatzko, Pam J MIT:EX; Hay, Lorna CSCD:EX
Subject: RE: MTW mtg: Union Mobile Pay

Let's add pre-brief to Nov 24th Minister's Council Meeting agenda.

From: Jones, Angela MIT:EX
Sent: Wednesday, October 26, 2016 11:23 AM
To: Tan, Alyson MIT:EX; Shatzko, Pam J MIT:EX; Hay, Lorna MIT:EX
Subject: RE: MTW mtg: Union Mobile Pay

Looks like Trix is organizing this one ^{s.22}, she will advise once a time has been determined, I'll let you know status as soon as possible.

Thanks,

Angela

From: Tan, Alyson MIT:EX
Sent: Wednesday, October 26, 2016 9:12 AM
To: Shatzko, Pam J MIT:EX; Jones, Angela MIT:EX; Hay, Lorna MIT:EX
Subject: RE: MTW mtg: Union Mobile Pay

Good morning!

Cliff 16600 for materials. Please let me know when meeting + pre-brief are scheduled so I can update cliff/staff.

Thank you,

Alyson

From: Shatzko, Pam J MIT:EX
Sent: Tuesday, October 25, 2016 7:42 PM
To: Tan, Alyson MIT:EX; Jones, Angela MIT:EX; Hay, Lorna MIT:EX
Cc: Delaney, Catherine A MIT:EX; Faddegan, Jessica MIT:EX
Subject: MTW mtg: Union Mobile Pay

Hi, Angela and Lorna: Clark was copied on a note from MTW, advising of her interest to meet the Chairman on Nov 30.

May we also sched a prebriefing, ^{s.21}
_{s.21}

Material: yes - as noted below.

Thanks everyone!

Pam Shatzko
Director, Operations
Ministry of International Trade
Cell: (250) 213-7299

Begin forwarded message:

From: "Wat, Teresa MIT:EX" <Teresa.Wat@gov.bc.ca>
Date: October 25, 2016 at 6:18:30 PM PDT
To: "Chan, Trix K LASS:EX" <Trix.Chan@leg.bc.ca>
Cc: "Faddegon, Jessica MIT:EX" <Jessica.Faddegon@gov.bc.ca>, "Denney, Jay MIT:EX" <Jay.Denney@gov.bc.ca>, "Roberts, Clark MIT:EX" <Clark.Roberts@gov.bc.ca>
Subject: Re: Union Mobile Pay

Great. Thx Trix. Should confirm the meeting if my schedule allows.

Sent from my iPad

On Oct 26, 2016, at 9:14 AM, "Chan, Trix K" <Trix.Chan@leg.bc.ca> wrote:

Hi Minister,

I wish to let you know that the Chairman would like to meet you on Nov 30.

Trix

From: Wat, Teresa MIT:EX <Teresa.Wat@gov.bc.ca>
Sent: October 25, 2016 5:51:44 PM
To: Faddegon, Jessica MIT:EX
Cc: Denney, Jay MIT:EX; Chan, Trix K
Subject: Re: Union Mobile Pay

Thx Jessica.

I noticed in the email that Ken has provided the background and landscape^{s.21}
s.21

Please ask staff to forward his report to me as the Chairman has asked to meet with me. I need to be fully briefed.^{s.21}

Sent from my iPad

> On Oct 26, 2016, at 5:04 AM, "Faddegon, Jessica MIT:EX" <Jessica.Faddegon@gov.bc.ca>
wrote:
>
> Ken has provided the background and landscape^{s.21}
s.21

Falk-Varcoe, Kyle C MIT:EX

From: McDonald, John MIT:EX
Sent: Monday, November 7, 2016 2:10 PM
To: Mercado, Maria MIT:EX
Cc: Wu, Ken MIT:EX; Singh, Khris MIT:EX
Subject: FW: FINALIZED MN CLIFF# 16600
Attachments: BN 16600 - UMF Chairman Visit FINAL.docx

Pls enter into Cliff and send up

From: Wu, Ken MIT:EX
Sent: Friday, November 4, 2016 10:59 AM
To: Singh, Khris MIT:EX; McDonald, John MIT:EX
Subject: FINALIZED MN CLIFF# 16600

I have incorporated all Khris' edits and re-read the note for formatting. I also inserted Attachment 3 into the note, making the submission one single doc.

One update I want to bring your attention to is the following addition in the DISCUSSION section:

The two major areas of their focus are the following:

s.21

Cheers,

Ken Wu CFA
Manager, Financial, Infrastructure and Professional Services

International Business Development Division
Ministry of International Trade

+1 (604) 218-6373 | ken.wu@gov.bc.ca
Suite 730 - 999 Canada Place, Vancouver, British Columbia
Canada V6C 3E1



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

Falk-Varcoe, Kyle C MIT:EX

From: Faddegon, Jessica MIT:EX
Sent: Wednesday, November 9, 2016 6:12 PM
To: Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Cc: Denney, Jay MIT:EX
Subject: RE: MTW Request: Union Mobile Pay

Hi Ken—checking back on this one; do we have any further details of the Chairman's visit in Early Dec?

From: Faddegon, Jessica MIT:EX
Sent: Wednesday, October 19, 2016 3:07 PM
To: Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Subject: RE: MTW Request: Union Mobile Pay

Sounds great, thanks Ken!

From: Wu, Ken MIT:EX
Sent: Wednesday, October 19, 2016 3:06 PM
To: Shatzko, Pam J MIT:EX; Faddegon, Jessica MIT:EX; Tan, Alyson MIT:EX
Subject: RE: MTW Request: Union Mobile Pay

Hello all,

Just want to provide you a quick background on China Union Mobile Pav.

s.13,s.17

s.13,s.17

. My meeting with Carrie Li tomorrow was around s.21

s.17

s.17 . But now, I will inquire more details regarding the executive visit in early December.

Cheers,

Ken

Ken Wu CFA

Manager, Financial and Infrastructure Services
International Business Development Division
Ministry of International Trade and Invest

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Warm Regards,

Trix Chan

Constituency Assistant to Hon. Teresa Wat, MLA for Richmond Centre

Falk-Varcoe, Kyle C MIT:EX

From: Wu, Ken MIT:EX
Sent: Thursday, November 10, 2016 10:28 AM
To: Faddegon, Jessica MIT:EX; Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Cc: Denney, Jay MIT:EX; Mercado, Maria MIT:EX
Subject: RE: MTW Request: Union Mobile Pay

I have sent up a meeting note under cliff #16600. You should see it soon.

In terms of the meeting itself, we have not yet received the finalized date and time request. We expect an update in mid November, and most likely it will be proposed on Nov 30.

FYI I am heading to market for next two weeks. But I will still check emails. For urgent matters, Khris Singh will be able to assist.

Cheers,
Ken

From: Faddegon, Jessica MIT:EX
Sent: Wednesday, November 9, 2016 6:12 PM
To: Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Cc: Denney, Jay MIT:EX
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Ken Wu CFA
Manager, Financial and Infrastructure Services
International Business Development Division
Ministry of International Trade and Invest

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Warm Regards,

Trix Chan

Constituency Assistant to Hon. Teresa Wat, MLA for Richmond Centre

Falk-Varcoe, Kyle C MIT:EX

From: li carrie <s.22
Sent: Wednesday, November 16, 2016 10:49 PM
To: Wu, Ken MIT:EX
Cc: Singh, Khri MIT:EX
Subject: Re: Communicaiton between MIT and UMF

Hi Ken,

Thanks for your email, and hope everything goes well in your business trip.

The Minister's assistant, Trix, has arranged the meeting time between Teresa and my boss at 1:30pm on Nov.30, but I don't know the specific meeting place yet.

Look forward to meeting you and Khri again. :)

Best regards,
Carrie

On 9 November 2016 at 09:54, Wu, Ken MIT:EX <Ken.Wu@gov.bc.ca> wrote:

Hi Carrie,

Hope this email finds you well. As you may know I am leaving for a business trip this Friday and back to office in the week of Nov 28. While I am away, please communicate with Khri (and cc-me), who you met before at our office.

We understand the tentative date for your Chairman/CEO's visit is Nov 30. We also understand by mid-November you will be able to provide us with more detailed date and time proposal. I believe Khri will help you in finalizing the time and location for the meeting.

Thank you very much in advance.

Cheers,

Ken Wu CFA

Manager, Financial, Infrastructure and Professional Services

International Business Development Division

Ministry of International Trade

+1 (604) 218-6373 | ken.wu@gov.bc.ca

Suite 730 - 999 Canada Place, Vancouver, British Columbia

Canada V6C 3E1

Falk-Varcoe, Kyle C MIT:EX

From: Wu, Ken MIT:EX
Sent: Thursday, November 17, 2016 12:11 AM
To: li carrie
Cc: Singh, Khris MIT:EX; McDonald, John MIT:EX; Mercado, Maria MIT:EX
Subject: Re: Communicaiton between MIT and UMF

Great!

I just finished my trip in Singapore and will head for Malaysia tmr.

In terms of our meeting, I will take note of the time. Thanks for letting us know. For location, it should be at our office at 999 Canada Place. Room is to be determined.

I look forward to meeting you as well. So it will be two of you right?

On our side, John McDonald, executive director, and I will accompany our Minister.

Cheers,

Ken

Sent from my iPhone

On Nov 17, 2016, at 2:49 PM, li carrie <li.carrie@bc.ca> wrote:

Hi Ken,

Thanks for your email, and hope everything goes well in your business trip.

The Minister's assistant, Trix, has arranged the meeting time between Teresa and my boss at 1:30pm on Nov.30, but I don't know the specific meeting place yet.

Look forward to meeting you and Khris again. :)

Best regards,
Carrie

On 9 November 2016 at 09:54, Wu, Ken MIT:EX <Ken.Wu@gov.bc.ca> wrote:

Hi Carrie,

Hope this email finds you well. As you may know I am leaving for a business trip this Friday and back to office in the week of Nov 28. While I am away, please communicate with Khris (and cc-me), who you met before at our office.

We understand the tentative date for your Chairman/CEO's visit is Nov 30. We also understand by mid-November you will be able to provide us with more detailed date and time proposal. I believe Khris will help you in finalizing the time and location for the meeting.

Thank you very much in advance.

Cheers,

Ken Wu CFA

Manager, Financial, Infrastructure and Professional Services

International Business Development Division

Ministry of International Trade

+1 (604) 218-6373 | ken.wu@gov.bc.ca

Suite 730 - 999 Canada Place, Vancouver, British Columbia

Canada V6C 3E1

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

--

Best regards,
Carrie Li

Falk-Varcoe, Kyle C MIT:EX

From: Singh, Khris MIT:EX
Sent: Monday, November 21, 2016 2:16 PM
To: Mercado, Maria MIT:EX
Cc: McDonald, John MIT:EX; Wu, Ken MIT:EX; Irwin, Paul MIT:EX; Si, Jianye MIT:EX
Subject: FW: Communicaiton between MIT and UMF

Hi Maria

Can you please check with the DMO where this meeting will be? We sent up a Ministers meeting note for UMF 2 weeks ago with the location as TBC. If the DMO is not aware of the location they can confirm with the MO on the meeting location and if they want MIT staff at this meeting. It is not common for MIT staff to be meeting at the Ministers constituency office, if they want us there it should be flagged to them .

Ken will likely staff the meeting when he is back , Jason our other mandarin speaker is our back up.

Thank-you

Khris

From: li carrie [<mailto:s.22>]
Sent: Monday, November 21, 2016 2:02 PM
To: Wu, Ken MIT:EX
Cc: Singh, Khris MIT:EX; McDonald, John MIT:EX; Mercado, Maria MIT:EX
Subject: Re: Communicaiton between MIT and UMF

Hi Ken,

Thanks for your email. Nice to know that everything goes well in your business trip.

Regarding the meeting location, can you double confirm with the Minister's assistant, as the place that she told me is in Minister's Richmond office.

In terms of the attendees, there are three people from our side, The president, Bin zhang, One independent investor of our company, Zhen Sun, and me.

Look forward to the meeting. Thank you.

Best regards,
Carrie

On 17 November 2016 at 00:11, Wu, Ken MIT:EX <Ken.Wu@gov.bc.ca> wrote:
Great!

I just finished my trip in Singapore and will head for Malaysia tmr.

In terms of our meeting, I will take note of the time. Thanks for letting us know. For location, it should be at our office at 999 Canada Place. Room is to be determined.

I look forward to meeting you as well. So it will be two of you right?

On our side, John McDonald, executive director, and I will accompany our Minister.

Cheers,

Ken

Sent from my iPhone

On Nov 17, 2016, at 2:49 PM, li carrie <s.22 wrote:

>>

Hi Ken,

Thanks for your email, and hope everything goes well in your business trip.

The Minister's assistant, Trix, has arranged the meeting time between Teresa and my boss at 1:30pm on Nov.30, but I don't know the specific meeting place yet.

Look forward to meeting you and Khri again. :)

Best regards,
Carrie

On 9 November 2016 at 09:54, Wu, Ken MIT:EX <Ken.Wu@gov.bc.ca<mailto:Ken.Wu@gov.bc.ca>> wrote:
Hi Carrie,

Hope this email finds you well. As you may know I am leaving for a business trip this Friday and back to office in the week of Nov 28. While I am away, please communicate with Khri (and cc-me), who you met before at our office.

We understand the tentative date for your Chairman/CEO's visit is Nov 30. We also understand by mid-November you will be able to provide us with more detailed date and time proposal. I believe Khri will help you in finalizing the time and location for the meeting.

Thank you very much in advance.

Cheers,

Ken Wu CFA
Manager, Financial, Infrastructure and Professional Services

International Business Development Division
Ministry of International Trade

+1 (604) 218-6373<tel:%2B1%20%28604%29%20218-6373> |
ken.wu@gov.bc.ca<mailto:ken.wu@gov.bc.ca>
Suite 730 - 999 Canada Place, Vancouver, British Columbia
Canada V6C 3E1

www.britishcolumbia.ca<http://www.britishcolumbia.ca/> |
@BCTradeInvest<https://twitter.com/BCTradeInvest>
|LinkedIn<http://www.linkedin.com/company/597402?trk=NUS_CMPY_TWIT> |
YouTube<http://www.youtube.com/user/BCTradeInvest>

Falk-Varcoe, Kyle C MIT:EX

From: McDonald, John MIT:EX
Sent: Wednesday, November 23, 2016 8:55 AM
To: Singh, Khri MIT:EX
Subject: FW: Communicaiton between MIT and UMF

From: Tan, Alyson MIT:EX
Sent: Wednesday, November 23, 2016 8:44 AM
To: McDonald, John MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Irwin, Paul MIT:EX
Subject: RE: Communicaiton between MIT and UMF

Hi John,

Thanks for flagging this. Minister will now meet UMF at 1:45pm^{s.15}.

Kind regards,

Alyson

From: McDonald, John MIT:EX
Sent: Monday, November 21, 2016 1:53 PM
To: Tan, Alyson MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Irwin, Paul MIT:EX
Subject: Re: Communicaiton between MIT and UMF

Alyson,

Thanks, Ken Wu will staff.

Can you double check with MO on timing and location as we understand from China team MTW is scheduled to meet PolyCulture with PCC from 12-12:30 at Canada Place with a corporate lunch with EY following this meeting. We understand Minister has been invited to this lunch.

JM

From: Tan, Alyson MIT:EX
Sent: Monday, November 21, 2016 10:08 AM
To: McDonald, John MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX
Subject: RE: Communicaiton between MIT and UMF

Hi John,

For this UMP meeting Nov 30, it will be at the Minister's constituency office in Richmond, 1:30pm - 2pm. Can you please advise which staff will attend in person or via phone?

Pre-brief Nov 24th at Minister's Council Meeting.

Thank you,

Alyson

From: McDonald, John MIT:EX
Sent: Thursday, November 17, 2016 7:07 AM
To: Tan, Alyson MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX
Subject: Fw: Communicaiton between MIT and UMF

Alyson,

The following is in reference to a meeting between Minister and Chairman of Union Mobile Pay on Nov. 30.

It appears that time/date with MTW has been confirmed by Min constituency office for Nov. 30 at 1:30 - can you confirm with MO as well as location - I'm assuming CanadaPlace - but dont want to assume anything.

Thanks,

John

From: Wu, Ken MIT:EX
Sent: November-17-16 12:11 AM
To: li carrie
Cc: Singh, Khris MIT:EX; McDonald, John MIT:EX; Mercado, Maria MIT:EX
Subject: Re: Communicaiton between MIT and UMF

Great!

I just finished my trip in Singapore and will head for Malaysia tmr.

In terms of our meeting, I will take note of the time. Thanks for letting us know. For location, it should be at our office at 999 Canada Place. Room is to be determined.

I look forward to meeting you as well. So it will be two of you right?

On our side, John McDonald, executive director, and I will accompany our Minister.

Cheers,

Ken

Sent from my iPhone

On Nov 17, 2016, at 2:49 PM, li carrie <li.carrie@bc.ca> wrote:

· wrote:

Hi Ken,

Thanks for your email, and hope everything goes well in your business trip.

The Minister's assistant, Trix, has arranged the meeting time between Teresa and my boss at 1:30pm on Nov.30, but I don't know the specific meeting place yet.

Look forward to meeting you and Khris again. :)

Best regards,
Carrie

On 9 November 2016 at 09:54, Wu, Ken MIT:EX <Ken.Wu@gov.bc.ca> wrote:

Hi Carrie,

Hope this email finds you well. As you may know I am leaving for a business trip this Friday and back to office in the week of Nov 28. While I am away, please communicate with Khris (and cc-me), who you met before at our office.

We understand the tentative date for your Chairman/CEO's visit is Nov 30. We also understand by mid-November you will be able to provide us with more detailed date and time proposal. I believe Khris will help you in finalizing the time and location for the meeting.

Thank you very much in advance.

Cheers,

Ken Wu CFA

Manager, Financial, Infrastructure and Professional Services

International Business Development Division
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--

Best regards,
Carrie Li

Falk-Varcoe, Kyle C MIT:EX

From: Jones, Angela MIT:EX
Sent: Wednesday, November 23, 2016 2:35 PM
To: Tan, Alyson MIT:EX
Subject: RE: UMP Chairman Meeting

3 separate cliffed please ☺

From: Tan, Alyson MIT:EX
Sent: Wednesday, November 23, 2016 2:18 PM
To: Jones, Angela MIT:EX
Subject: RE: UMP Chairman Meeting

No problem. As well, 3 meeting requests have come through for MTW. Shall I send them up to you in 3 separate emails? Is that okay, or do you have a preference?

Thank you!

Alyson

From: Jones, Angela MIT:EX
Sent: Wednesday, November 23, 2016 2:17 PM
To: Tan, Alyson MIT:EX
Subject: RE: UMP Chairman Meeting

thanks

From: Tan, Alyson MIT:EX
Sent: Wednesday, November 23, 2016 2:06 PM
To: Jones, Angela MIT:EX
Subject: RE: UMP Chairman Meeting

Ken Wu + John McDonald to staff, in person.

Thanks!

Alyson

From: Jones, Angela MIT:EX
Sent: Tuesday, November 22, 2016 6:33 PM
To: Shatzko, Pam J MIT:EX
Cc: Tan, Alyson MIT:EX; Yap, Joyce MIT:EX
Subject: Fwd: UMP Chairman Meeting

FYI

Sent from my Samsung Galaxy smartphone.

----- Original message -----

From: "Chan, Trix K" <Trix.Chan@leg.bc.ca>
Date: 2016-11-22 6:13 PM (GMT-08:00)
To: "Jones, Angela MIT:EX" <Angela.Jones@gov.bc.ca>
Subject: Re: UMP Chairman Meeting

Hi Angela,

The meeting will now be held at 1:45pm for half an hour. Please book^{s.15}

Minister can have lunch in between the meetings with Poly Culture and UMP.

Thanks.

Warm Regards,

Trix Chan

Constituency Assistant to Hon. Teresa Wat, MLA for Richmond Centre

From: Jones, Angela MIT:EX <Angela.Jones@gov.bc.ca>
Sent: November 18, 2016 4:10 PM
To: Chan, Trix K
Subject: RE: UMP Chairman Meeting

At the constituency office?

From: Chan, Trix K [<mailto:Trix.Chan@leg.bc.ca>]
Sent: Thursday, November 17, 2016 1:38 PM
To: Jones, Angela MIT:EX
Subject: RE: UMP Chairman Meeting

Yes, in Richmond. I will connect with Carrie.

From: Jones, Angela MIT:EX
Sent: November 17, 2016 1:16:44 PM
To: Chan, Trix K
Subject: FW: UMP Chairman Meeting
Hi Trix, do you have info on this?
Thanks
Angela

From: Jones, Angela MIT:EX
Sent: Thursday, November 17, 2016 9:33 AM
To: Tan, Alyson MIT:EX
Cc: Shatzko, Pam J MIT:EX; Hay, Lorna MIT:EX
Subject: Re: UMP Chairman Meeting
thanks, I'll follow up with Trix.
Sent from my Samsung Galaxy smartphone.
----- Original message -----

From: "Tan, Alyson MIT:EX" <Alyson.Tan@gov.bc.ca>

Date: 2016-11-17 8:50 AM (GMT-08:00)

To: "Jones, Angela MIT:EX" <Angela.Jones@gov.bc.ca>

Cc: "Shatzko, Pam J MIT:EX" <Pam.Shatzko@gov.bc.ca>, "Hay, Lorna MIT:EX" <Lorna.Hay@gov.bc.ca>

Subject: UMP Chairman Meeting

Hi Angela,

Staff received a msg from Carrie Li (Union Mobile Pay) that Trix had confirmed the meeting with MTW + the Chairman of UMP for 1:30pm, November 30.

Can you please kindly confirm? Looks like they are just waiting to hear back on location.

Thank you!

Alyson

Alyson Tan

Documents Coordinator

Deputy Minister's Office

Ministry of International Trade

Suite 730 – 999 Canada Place

Vancouver, British Columbia

Canada V6C 3E1

P: 604-398-5255



Falk-Varcoe, Kyle C MIT:EX

From: McDonald, John MIT:EX
Sent: Wednesday, November 23, 2016 2:00 PM
To: Tan, Alyson MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Irwin, Paul MIT:EX
Subject: RE: Communicaiton between MIT and UMF

Alyson, also in addition to Ken Wu, John McDonald will attend as well

From: Tan, Alyson MIT:EX
Sent: Wednesday, November 23, 2016 8:44 AM
To: McDonald, John MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Irwin, Paul MIT:EX
Subject: RE: Communicaiton between MIT and UMF

Hi John,

Thanks for flagging this. Minister will now meet UMF at **1:45pm** in ^{s.15}

Kind regards,

Alyson

From: McDonald, John MIT:EX
Sent: Monday, November 21, 2016 1:53 PM
To: Tan, Alyson MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX; Irwin, Paul MIT:EX
Subject: Re: Communicaiton between MIT and UMF

Alyson,

Thanks, Ken Wu will staff.

Can you double check with MO on timing and location as we understand from China team MTW is scheduled to meet PolyCulture with PCC from 12-12:30 at Canada Place with a corporate lunch with EY following this meeting. We understand Minister has been invited to this lunch.

JM

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Sent: Monday, November 21, 2016 10:08 AM
To: McDonald, John MIT:EX
Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX; Shatzko, Pam J MIT:EX
Subject: RE: Communicaiton between MIT and UMF

Hi John,

For this UMP meeting Nov 30, it will be at the Minister's constituency office in Richmond, 1:30pm - 2pm. Can you please advise which staff will attend in person or via phone?

Pre-brief Nov 24th at Minister's Council Meeting.

Thank you,

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Cc: Delaney, Catherine A MIT:EX; Wu, Ken MIT:EX
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Thanks,

John

From: Wu, Ken MIT:EX
Sent: November-17-16 12:11 AM
To: li carrie
Cc: Singh, Khris MIT:EX; McDonald, John MIT:EX; Mercado, Maria MIT:EX
Subject: Re: Communicaiton between MIT and UMF

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I look forward to meeting you as well. So it will be two of you right?

On our side, John McDonald, executive director, and I will accompany our Minister.

Cheers,

Ken

Sent from my iPhone

On Nov 17, 2016, at 2:49 PM, li carrie ^{s.22}

· wrote:

Hi Ken,

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The Minister's assistant, Trix, has arranged the meeting time between Teresa and my boss at 1:30pm on Nov.30, but I don't know the specific meeting place yet.

Look forward to meeting you and Khris again. :)

Best regards,
Carrie

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Hi Carrie,

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We understand the tentative date for your Chairman/CEO's visit is Nov 30. We also understand by mid-November you will be able to provide us with more detailed date and time proposal. I believe Khris will help you in finalizing the time and location for the meeting.

Thank you very much in advance.

Cheers,

Ken Wu ^{CFA}

Manager, Financial, Infrastructure and Professional Services

International Business Development Division
Ministry of International Trade

+1 (604) 218-6373 | ken.wu@gov.bc.ca

Suite 730 - 999 Canada Place, Vancouver, British Columbia
Canada V6C 3E1

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

--

Best regards,
Carrie Li

FYI and keep me posted on Ken's meeting. Thx.

Sent from my iPad

Begin forwarded message:

From: "Chan, Trix K" <Trix.Chan@leg.bc.ca>
To: "Wat, Teresa MIT:EX" <Teresa.Wat@gov.bc.ca>
Subject: Union Mobile Pay

Hi Minister,

Carrie Li with Union Mobile Pay(China) requested to have a meeting with you to ^{s.21}
^{s.21} . I had a meeting with her this afternoon, with her
company info attached. She is hoping that you will be able to meet with the Chairman when he
visits Vancouver late November to early December. FYI, Carrie will also have a meeting with
MIT manager Ken Wu.

Warm Regards,

Trix Chan

Constituency Assistant to Hon. Teresa Wat, MLA for Richmond Centre

Falk-Varcoe, Kyle C MIT:EX

From: Jones, Angela MIT:EX
Sent: Wednesday, November 30, 2016 6:37 AM
To: Tan, Alyson MIT:EX
Cc: Jay Denney
Subject: Fwd: Umpay Brief Introduction.pdf
Attachments: Umpay Brief Introduction.pdf; ATT00001.txt

good morning Alyson. please print the attached and give to the Minister, she will be there for Cabinet at PVO .

thanks,

Angela

Sent from my Samsung Galaxy smartphone.

----- Original message -----

From: "Wat, Teresa MIT:EX"
Date: 2016-11-29 11:03 PM (GMT-08:00)
To: "Denney, Jay MIT:EX" , "Jones, Angela MIT:EX"
Subject: Umpay Brief Introduction.pdf

Pls print tomorrow.

Falk-Varcoe, Kyle C MIT:EX

From: Tan, Alyson MIT:EX
Sent: Wednesday, November 30, 2016 8:01 AM
To: Denney, Jay MIT:EX; Jones, Angela MIT:EX; Shatzko, Pam J MIT:EX
Subject: RE: Union pay meeting note
Attachments: A6. UMP.pdf

Attached!

Alyson

From: Denney, Jay MIT:EX
Sent: Wednesday, November 30, 2016 7:00 AM
To: Jones, Angela MIT:EX; Shatzko, Pam J MIT:EX; Tan, Alyson MIT:EX
Subject: Union pay meeting note
Importance: High

Anyone have access to this document? Please email to me if so.

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

MEETING NOTE

Cliff #: 16600

Date: November 8, 2016

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

DATE AND TIME OF MEETING: Wednesday, November 30, 2016 (TBC)

ATTENDEES: Union Mobile Financial Technology:

- Mr. Bin ZHANG (张斌), Co- founder and CEO (TBC)
- Ms. Nicole NI (倪敏), VP International Operations (TBC)
- Ms. Carrie LI (李慧敏), North America Business Development Manager (TBC)

ISSUE: ^{s.21}

s.21

BACKGROUND: Union Mobile Financial Technology Co. Ltd. (UMF) was founded by Bin ZHANG in August 2003 and is headquartered in Beijing, China. The company is branded as Union Mobile Pay, UMF started as a joint venture between China Mobile and China UnionPay, both of which are leading telecom and payment services companies respectively in China. Haili Metal One became its major shareholder in July 2016. Haili Metal One is a publicly listed company on the Shenzhen Stock Exchange and headquartered in Qingdao, Shandong province, their focus is primarily on manufacturing for the automobile and electrical appliance industry.

Business Model:

UMF's core business is the mobile payment, third party global payment and financial information services in China. It also provides payment information and merchant solutions as complementary services to its clients. ^{s.16,s.21}

s.16,s.21

s.16,s.21

s.21

s.21

s.21

. Nicole Ni is based in Beijing ^{s.21}

s.21

DISCUSSION: s.13,s.17,s.21
s.13,s.17,s.21

SUGGESTED RESPONSE:
s.13

ATTACHMENTS:
Attachment 1 – UMF Senior Executive Bios
Attachment 2 – UMF Company Profile
Attachment 3 – s.17,s.21

Prepared by: Ken Wu, Manager, International Business Development Division
Telephone (office): (604) 398 3129

Reviewed by				
Dir: KS	ED: JM	A/ADM: BK	DM:	MIN:

UMF Senior Executive Bios



Mr. Bin ZHANG, CEO and Co-founder

Mr. Zhang had previously served in several well known international companies, such as Microsoft and accumulated rich managerial experience before starting UMF. He graduated from Beijing Institute of Technology with bachelor of engineering degree in 1994, and obtained MBA from Illinois State University in 1996. His Canadian experience including previously working at Nortel.



Ms. Min NI, VP

After working in China International Intellectual Corporation for 8 years, managing advanced business, she joined UMF in 2003. From then on, she was appointed Chief Human Resource Officer, Director of Business Management, and Deputy General Manager of Channel and Cooperation Department, accumulating rich experience in internal operations management. She earned her MBA from Illinois State University.

Attachment 2

UMF Company Profile

Established in August 2003, Union Mobile Financial Technology Co., Ltd. (UMF) has grown into an internet hi-tech enterprise providing Fintech services for industrial upgrading. It ranks No. 36 on the list of China 100 Internet Enterprises of 2016 published by the Information Center of Ministry of Industry and Information Technology. It serves on the board of National Internet Finance Association of China and is a standing director of Payment & Clearing Association of China. In July 2016, UMF became the wholly-owned subsidiary of Haili Metal One (ticker: 002537), a listed company on the Shenzhen Stock Exchange. UMF owns two wholly-owned subsidiaries: Union Mobile Pay E-Commerce Co., Ltd. and Umpire International (U.S.) LLC.

s.21

s.21

UMF has reached cooperation with over 110 financing institutions and more than 3,000 large enterprises. UMF has also provided payment, Fintech, information, Merchant on Demand Service Solution and cross-border services for 700 thousand small & medium-sized enterprises and 450 million individual users.

Page 48 to/à Page 50

Withheld pursuant to/removed as

s.21;s.17

Falk-Varcoe, Kyle C MIT:EX

From: Wu, Ken MIT:EX
Sent: Wednesday, November 30, 2016 12:44 PM
To: Tan, Alyson MIT:EX
Cc: McDonald, John MIT:EX; Singh, Khris MIT:EX
Subject: URGENT: UMF / MTW Meeting Cancelled

Importance: High

Please note that the meeting is cancelled by UMF as the CEO was delayed by his morning commitment and is not able to arrive for the MTW meeting. Carrie our contact at UMF has communicated with Trix. I also understand that UMF is looking at Dec 6th for another potential meeting with MTW. However, it is premature to assume anything.
Cheers,

Ken Wu CFA
Manager, Financial, Infrastructure and Professional Services

International Business Development Division
Ministry of International Trade

+1 (604) 218-6373 | ken.wu@gov.bc.ca
Suite 730 - 999 Canada Place, Vancouver, British Columbia
Canada V6C 3E1



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Falk-Varcoe, Kyle C MIT:EX

From: Jones, Angela MIT:EX
Sent: Wednesday, November 30, 2016 12:44 PM
To: Denney, Jay MIT:EX
Cc: Shatzko, Pam J MIT:EX; Yap, Joyce MIT:EX; Tan, Alyson MIT:EX
Subject: CANCELLED / Union Mobile Pay

Phone call from Trix a few minutes ago, the meeting with Union Mobile today is cancelled.

Thank you.



Angela Jones
Administrative Coordinator
Office of the Minister
Ministry of International Trade for Asia Pacific Strategy and Multiculturalism
PO Box 9063 Stn Prov Govt
Victoria, BC V8W 9E2

☎ 250-953-0910 | ✉ Angela.Jones@gov.bc.ca

Falk-Varcoe, Kyle C MIT:EX

From: Singh, Khris MIT:EX
Sent: Wednesday, January 25, 2017 10:29 AM
To: Wu, Ken MIT:EX
Cc: Mercado, Maria MIT:EX
Subject: UMF Information Note

Morning Ken

As per today's meeting with UMF – could you please prepare an information note for the Minister s.13,s.17,s.21
s.13,s.17,s.21 please include relevant items in the decision making process in the discussion
section s.13,s.17,s.21 as well as touch on their 3 business lines.

s.13

Thank-you

Khris Singh CPA, CMA
Director, Transportation, Infrastructure & Financial Services
International Business Development Division
Ministry of International Trade
Suite 730-999 Canada Place, Vancouver, British Columbia
Canada V6C 3E1
1 (604) 561-4046



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Falk-Varcoe, Kyle C MIT:EX

From: Wu, Ken MIT:EX
Sent: Wednesday, January 25, 2017 11:19 AM
To: Singh, Khris MIT:EX
Cc: Mercado, Maria MIT:EX
Subject: Re: UMF Information Note

Understood.

Sent from my iPhone

On Jan 25, 2017, at 10:28 AM, Singh, Khris MIT:EX <Khris.Singh@gov.bc.ca> wrote:

Morning Ken

As per today's meeting with UMF – could you please prepare an information note for the Minister^{s.21}
s.21 please include relevant items in the decision
making process in the discussion section | s.13, s.17, s.21 as well as touch on their 3
business lines.
s.13

Thank-you

Khris Singh CPA, CMA

Director, Transportation, Infrastructure & Financial Services

International Business Development Division

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Suite 730-999 Canada Place, Vancouver, British Columbia

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