

Memorandum of Understanding

Parties	Date	Action by MTW Signed Witnessed Present	Follow-Up / Results Summary
China			
<p>Department of Education of Guangdong Province, China</p> <p>Ministry of Advanced Education of British Columbia, Canada</p>	<p>June 2011 (renewed May 2016)</p>	<p>Witnessed</p>	<p>Accomplishments under the Guangdong Education MOU:</p> <ul style="list-style-type: none"> The refreshed MOU expanded on previous MOUs (2010, 2011) to include opportunities for collaboration at the primary and secondary school levels as well as post-secondary education. The refreshed MOU also promotes two-way educational exchange in areas such as vocational education and training, and summer/winter camp cooperative programs, as well as teacher and student exchange. <p>The Ministry of Advanced Education is aware of more than 20 partnership agreements between BC public post-secondary institutions and institutions located in Guangdong, China.</p>
<p>Province of British Columbia of Canada the Consulate General of the People's Republic of China</p>	<p>April 2014</p>	<p>Signed</p>	<p>Since that time, the Strategic Dialogue provides a framework for regular exchanges between the BC Government and the Chinese Consulate in Vancouver. Ministry staff from the China team meets with Consulate staff on a quarterly basis to exchange information on major upcoming missions and trade events as well as inbound and outbound delegations between BC and China.</p> <p>Missions to BC:</p> <ul style="list-style-type: none"> Guangdong Governor Zhu in September 2014. Jiangsu Vice Governor Xu in October 2014. Guangdong Vice Secretary Ma in April 2015. Vice Minister of Culture Ding in April 2015. Sichuan Vice Governor Huang in June 2015. NEA Chairman Bekri in June 2015. CCCPC delegation in July 2015. Bank of China Chairman in September 2015. Guangdong Party Secretary Hu in May 2016. China Ministry of Land and Resources in June 2016. China Entrepreneur Club in October 2016. Poly Group in November 2016. Hebei Olympics Office/Beijing 2022 Olympic Games Organizing Committee in January 2017. <p>Missions to China (after signing the Action Plan):</p> <ul style="list-style-type: none"> Premier Clark Mission to HK in May 2015 Minister Thomson in October 2014. Minister Wat in November 2014. Minister Wat in March – April 2015. Minister Wilkinson in March-April 2015. Minister Fassbender in June 2015. Premier Clark and Minister Wat in November 2015. Minister Mike de Jong in January 2016.

			<ul style="list-style-type: none"> Minister Wat in November 2016. Minister Steve Thomson in November 2016
<p>Province of British Columbia of Canada</p> <p>National Energy Administration of the People's Republic of China</p>	July 2014	Witnessed	<p>Follow up government visits</p> <p>Administrator Nur Berkri visited BC and met with Minister Rich Coleman in June 2015. PCC visited NEA on her mission in October 2015</p> <p>Sinopec and Shanghai Sinooil investment deals in BC LNG projects</p>
<p>Government of British Columbia of Canada</p> <p>the People's Government of Guangdong Province of the People's Republic of China</p>	September 2014	Witnessed	<p>Guangdong opened its Economic and Trade Representative Office in Vancouver in September 2015.</p> <p>Premier Clark and Minister Wat visited Guangdong in November 2015 to celebrate the 20th Anniversary. The mission advanced BC trade and investment objectives with the priority market of China to generate economic benefits for the province. Over 100 business members joined the mission to pursue growing business opportunities in China's leading innovation centres in Beijing, Guangzhou, Shenzhen and Hong Kong. 115 Chinese community leaders joined the mission. The mission also served to strengthen the cultural ties between BC and China. Two BC exhibitions (BC Gold Mining and Canadian Chinese Paintings and Calligraphies) were held in Guangzhou in November 2015. In total, 45 events and signings took place across a variety of sectors, demonstrating the diversification that is taking place in BC's relationship with China. Value of these agreements exceed \$ 1.4 Billion.</p> <p>During Guangdong Party Secretary Hu's visit in May 2016, over 200 BC companies and over 100 Chinese companies from the natural resources, agrifood, clean tech, education, innovation, transportation and tourism sectors attended four sector workshops (e-commerce, innovation, environment, one belt one road). Eleven agreements valued more than US\$2.3 billion were signed between B.C. and Guangdong companies, including: Woodfibre's one million tonnes of LNG exported to Guangzhou for the next 25 years</p>
<p>BC Ministry of International Trade</p> <p>Guangdong Sub-Council China Council for the Promotion of International Trade</p>	September 2014	Signed	<p>Activities</p> <ul style="list-style-type: none"> Guangdong –Hong Kong-Macao Joint Forum in November 2014. Guangdong –BC Business Seminar in April 2015. BC Seminars during PCC mission to China in November 2015. BC-Guangdong Economic and Trade Cooperation Conference in May 2016. Canada – China Trade and Investment Summit in September 2016. <p>Selected Success Stories</p> <ul style="list-style-type: none"> On July 26, 2016, Ballard announced that Zhongshan Broad-Ocean Motor Co., Ltd. has entered into a strategic collaboration with Ballard which includes a \$28.3 million equity investment in Ballard. 37 Games Guangzhou signed an investment MOU with Vancouver based virtual reality studio - Archiact Interactive Ltd., during Guangdong Party Secretary Hu's Mission to BC in May 2016. 37 Games acquired 10% of Archiact's shares s.17,s.21

			<ul style="list-style-type: none"> On October 17, 2017, Quark Venture Inc., a Vancouver-based venture capital company, and GF Securities Company Limited, a leading investment bank in China, announced they are jointly establishing a new US\$500 million global health sciences venture fund to be based in Vancouver. The Center for Drug Research and Development (CDRD) China Center will be built on the Biotech Island of Guangzhou. This center will focus on early stage research of pharmaceuticals. CDRD visited Guangzhou a couple of times in year 2016 and had finalized an agreement with Guangzhou Gov.
BC Ministry of International Trade Qingdao City, Shandong Province	November 2014	Witnessed	<p>Follow up government visits - Qingdao Municipal Government delegation follow up visit to Vancouver and hosted a Trade and Investment Seminar at Richmond Oval</p> <p>Ongoing BC and Qingdao collaboration in the area of Ocean Technology</p>
BC Ministry of International Trade the Jiangsu Economic Informatization Technology Commission	April 2015	Witnessed	<p>Follow up government visits and events – Jiangsu Foreign Affairs Office visited Victoria and had round table discussion with 7 BC Ministries representatives. 2016 Action Plan was signed with MTW on Feb. 24th 2016 in Victoria</p> <p>BCSRA and TIRSH had round table discussion with 10 Jiangsu provincial government offices to identify the opportunity between BC and Jiangsu province.</p> <p>Jiangsu Department of Commerce led a cleantech delegation to visit BC in and hosted a Trade and Investment Seminar in Vancouver in September 2016</p> <p>Ongoing trade and investment collaborations between BC and Jiangsu – New air route between Nanjing and Vancouver was launched in 2016</p>
BC Ministry of International Trade Zhejiang Department of Commerce	April 2015	Witnessed	<p>Follow up government visits and events – BC Trade and Investment Seminar was held in Ningbo on Jan.22nd 2016</p> <p>Zhejiang Department of Commerce led a delegation of 18 Zhejiang businesses visited Vancouver on May 6th, 2016 and a MOU was signed by Brian Krieger, acting ADM of BC Ministry of International Trade and Hongtao MA, Deputy Director General of Zhejiang Department of Commerce.</p> <p>Ongoing trade and investment collaborations between BC and Zhejiang</p>
Province of British Columbia Guangdong Province of the People's Republic of China	November 2015	Signed	<p>Activities</p> <ul style="list-style-type: none"> BC-Guangdong Action Plan on Fighting Climate Change. Currently being developed by CAS. We have had a few exchanges of ideas for specific activities to include in the BC-GD climate change and low carbon development action plan pursuant to the MOU. CAS is waiting direction from ENV executive on proposed approach to working with the Carbon Capture and Conversion Institute as part of the MOU. Once this direction is received we will be in a position to continue engagement with GD on the action plan. BC TIR and MIT continue to facilitate clean energy cooperation between Ballard, and other BC hydrogen companies specializing in the up and down stream

			<p>production of hydrogen with Guangdong Nation-Synergy.</p> <p>Selected success stories</p> <ul style="list-style-type: none"> Two key clean energy agreements served to further strengthen market opportunities for BC in southern China, including Ballard's agreement on fuel cell production and an MOU on smart-grid technology between BC Hydro and Guangdong Power Grid.
<p>BC Ministry of International Trade</p> <p>Development and Reform Commission of Shenzhen City of Guangdong Province of the People's Republic of China</p>	November 2015	Signed	<p>BC's Special Representative in Asia keynote engagement at the Low Carbon Summit in Shenzhen on June 16th</p>
<p>Government of British Columbia</p> <p>Guangdong Government</p>	May 2016	Signed	<p>Expanding two-way investment: see the Two-Way Investment and Trade Promotion MOU (above)</p> <p>Leveraging new and existing transportation system partnerships:</p> <ul style="list-style-type: none"> China Airshow 2016, Zhuhai. MTW led a BC aerospace delegation to attend the China Airshow in Zhuhai in November 2016. During the show, Viking Air acted on a strategic partnership signed in 2015 by delivering its second Series 400 Twin Otter Aircraft to China's Reignwood Aviation Group. <p>Expanding cooperation in natural gas:</p> <ul style="list-style-type: none"> Woodfibre - Guangzhou Gas Group. <u>s.17,s.21</u> s.17,s.21 <p>Enhancing cooperation on marine scientific research and environmental practices, maritime transportation, shipbuilding and repair, and fisheries and seafood:</p> <ul style="list-style-type: none"> BC organized a Seafood Promotion Event in Guangzhou on October 31, 2016. About 100 people participated, including BC companies and local seafood buyers. <p>Jointly pursuing opportunities for collaboration in the field of low carbon development and clean technology see Climate Change and Low Carbon Development (above)</p> <p>Exploring opportunities for greater connectivity in the areas of E-commerce and information and communication technology:</p> <ul style="list-style-type: none"> Telus and Huawei continue to work together to expand the R&D 5G lab at Telus Gardens <u>s.17,s.21</u> s.17,s.21 VIP.com, a leading online retail platform in China with over 200+ million registered customers, visited BC with Party Sectary Hu in May 2016 and signed MOUs

			<p>with 4 BC food companies, s.17 s.17 The executives from VIP will visit BC again in Feb 2017 to explore more business opportunities.</p> <p>Fostering deeper people-to-people connections:</p> <ul style="list-style-type: none"> • MIT facilitated the visit and performance by Guangdong National Orchestra in Vancouver in September 2016. • BC TIR office in Guangzhou supported a total of 20 BC educational executive visits to Guangdong in 2016. • Guangdong Productivity Centre delegation visited BC and met with MIT in November 2016. • Zhuhai delegation visited Surrey and MIT in January 2017.
<p>Pelesys Learning Systems</p> <p>Sichuan Haite High Technologies Co., Ltd</p>	November 1, 2016	Witnessed	<p>Both sides have agreed to set up strategic partnership in order to realize greater benefit and value enhancement by utilizing and sharing respective complementary resources. As the exclusive partner, Pelesys promises to provide Tianjin Aviation Safety with the most favourable prices for its clients in China and assist it to establish a world leading aviation training platform through the provision of Pelesys aviation training software package and training courseware products.</p>
<p>Langley Flying School</p> <p>Yunnan Xiang'ao Aviation Technology Inc</p>	November 2, 2016	Witnessed	<p>Langley Flying School's Chinese partner is responsible for providing the Cessna simulation devices and equipment to the Vancouver base, s.17</p> <p>The aim is to train youngsters to establish flight interest, provide basic entry flight training for young people, foster and select talent students, and give them opportunity to study in Langley flying school in Canada.</p>
<p>Delivery of Twin Otter Aircraft to Reignwood Aviation</p>	November 1, 2016	Witnessed	<p>June 17th, 2015: Viking Air Limited of Victoria, BC, Canada and Reignwood Aviation Group of Beijing, China, entered into an agreement forming a strategic partnership to develop the Chinese market with commercial commitment to purchase up to 50 aircraft to be delivered over the next five years. Minister Wat witnessed the delivery of the second aircraft from the contract.</p>
<p>British Columbia</p> <p>Department of Education of Guangdong Province of People's Republic of China</p>	May 9, 2016	<p>Signed by Minister Wilkinson – Minister would have been present</p>	<p>The Ministries of Advanced Education and Education (AVED and EDUC) continue to work with colleagues at the Education Office, Consulate General of the PRC in Vancouver, and at the Guangdong Provincial Department of Education to facilitate educational collaboration between British Columbia and Guangdong Province under the auspices of the renewed education MOU between the two jurisdictions.</p> <p>s.13,s.16</p> <p>The Ministry of Advanced Education is aware of more than 20 partnership agreements between BC public post-secondary institutions and institutions located in Guangdong, China.</p> <p>The Ministry of Education recently signed a pre-certification agreement to establish a new school in Guangdong Province.</p>

			<p>Majestic BC International School will open in September 2017 and will be the first B.C. offshore school in Guangdong Province.</p> <p>AVED and EDUC also continue to work with the Education Office and the Guangdong Provincial Department of Education to promote existing programs and explore options for new scholarship programs for B.C. students to study in Guangdong Province, and for students from Guangdong to study in B.C.</p>
Royal Roads University	2013	Witnessed	
Beijing University of Post and Telecommunications			
UBC	2013	Witnessed	
Kailuan Energy Chemical Group			
Corvus Energy	2013	Witnessed	
Dunhuang Libio			
BC Centre of Excellence in HIV/AIDS	2013	Witnessed	
China Centre for Disease Control and Prevention			
Camosun College	2013	Witnessed	
Beijing Vocational College of Finance and Commerce			
Ocean Networks Canada	2013	Witnessed	
University of Victoria			
National Ocean Technology Center and State Oceanic Administration			
Wen Lian Aquaculture Company	2013	Witnessed	
Junebee Real Properties Inc.			
Da Lin Enterprises Ltd to			
Sunwell Technologies	2013	Witnessed	
Shandong Quinchi			
Montair Aviation Inc.	2015	Witnessed	
Civil Aviation Flight University of China			
Bradley Pacific Enterprises Ltd.	2015	Witnessed	
Wuxi City Embellish Source Environmental Protection Equipment			

Ltd.			
Canada Berries Enterprises Ltd. Beijing North America Elsa International Trading Ltd.	2015	Witnessed	
Cassier Mount Jade Store Ltd. Beijing Xin Yuan Yu Cheng Trading Ltd.	2015	Witnessed	
Northern Capital Enterprises Inc. Yun Capital	2015	Witnessed	
JAC	2015	Witnessed	
Response Biomedical Hangzhou Joinstar	2015	Witnessed	
Plusmos	2015	Witnessed	
Star Solutions Nanjing Runzhong Science and Technology Co. Ltd.	2015	Witnessed	
Istuary Nanjing Software Valley	2015	Witnessed	
Pelesys Eastern China Airline	2015	Witnessed	
Weird Jones Engineering Group Nanjing Zhixing	2015	Witnessed	
China Fiber Optic	2015	Witnessed	
Edvisor Fresco Capital	2015	Witnessed	
WhiteWater West Hong Kong Ocean Park	2015	Witnessed	
Bremner	2015	Witnessed	
GF Investments	2015	Witnessed	
Huawei TELUS	2015	Witnessed	

Poly Culture Group Vancouver	2015	Witnessed	
Woodfibre LNG Export Ltd. Guangdong Yudean	2015	Witnessed	
Pelesys Learning Systems Inc. China Southern Airlines	2015	Witnessed	
Oriental Bonanza Enterprise Foshan Zhong Xin Chuang Ye International Transportation Service Co., Ltd	2015	Witnessed	
Guangzhou Academy of Fine Arts Vancouver Film School	2015	Witnessed	
Vancouver Film School Guangzhou Nanhu Ivy Achieve Education Consulting	2015	Witnessed	
Ironwood Clay Company Guangzhou Yuemu Cosmetics Co. Ltd	2015	Witnessed	
W.K. Peninsula Holdings Guangzhou Peninsula Investment Co.	2015	Witnessed	
Kryton International Inc. Dongguan Caili	2015	Witnessed	
Vancouver Airport Authority Shenzhen Airport	2015	Witnessed	
Prince George Airport Yunnan Xin Zheng Chang Agri-Food Ltd	2015	Witnessed	
Costal Pacific Aviation Guangxi Railway Investment Group.	2015	Witnessed	
Prince George Education Inc. Shenzhen GTA Education Inc.	2015	Witnessed	
Whitewater West the OCT Group	2015	Witnessed	

Longevity International Enterprises Shenzhen Tianhua Media Corporation	2015	Witnessed	
Longevity Shenzhen The Art of War Production Inc.	2015	Witnessed	
Canada Berries Enterprises Ltd Lanxin Trading Shenzhen	2015	Witnessed	
Beijing Performance and Arts Group (BPA) HQ Vancouver	2015	Witnessed	

International Markets

British Columbia Council for International Education (BCCIE) Southeast Asian Ministers of Education Organization Regional Training Center (SEAMEO RETRAC)	November 10, 2015	Witnessed	<p>July 2016. BCCIE co-hosted SEAMEO RETRAC's Annual International Conference and provided a day of training to 30 participants from Vietnam, Laos and Cambodia. BCCIE arranged for the presidents of University of Victoria and Thompson Rivers University to be keynote speakers. Representatives of 8 BC universities and colleges participated this conference.</p> <p>October 2016. BCCIE hosted a visit to Vancouver and Victoria by a delegation from SEAMEO RETRAC during which a refreshed Memorandum of Understanding (MOU) was signed between the BCCIE Executive Director and the Director of SEAMEO RETRAC.</p> <p>April 2017. The BCCIE Executive Director expects to join SEAMEO RETRAC in offering a training program to participants in Vientiane, Laos.</p> <p>July 2017. BCCIE will co-host for the second time SEAMEO RETRAC's Annual International Conference in Ho Chi Minh City. BCCIE is responsible for arranging keynote speakers and encouraging participation from British Columbia and Canada.</p>
British Columbia Council for International Education (BCCIE) Vietnam Association of Community Colleges (VACC)	November 10, 2015	Witnessed	<p>October 2015. This MOU immediately followed a 50-guest roundtable event in Hanoi on the theme of skills development organized with the support of VACC and the participation of the Canadian Ambassador to Vietnam and representatives of 6 BC universities and colleges.</p> <p>July 2016. VACC members were invited to a networking reception hosted by BCCIE and the Consulate General of Canada in Ho Chi Minh City on the margins of the SEAMEO RETRAC Annual International Conference.</p> <p>October 2016. BCCIE met with VACC representatives during a visit to Ho Chi Minh City in support of partnership development opportunities.</p>
Consulate General of Boston BC Ministry of	March 17, 2014	Signed	<p>Established a formal working relationship between parties to ensure the CTA in Boston is fully utilized by qualified candidates from BC.</p> <p>4 companies from BC were accepted into the CTA program in</p>

International Trade British Columbia Innovation Council (BCIC)/BC Acceleration Network			Boston.
Ho Chi Minh City Department of Industry and Trade BC Ministry of International Trade	November 9, 2015	Witnessed	Following the LOI, BC activity in Ho Chi Minh has increased and includes: BC ICT delegation visit, EduCanada/Study in BC fairs led by BCCIE, BC Aerospace Mission, and visits from the BC TIR responsible for Vietnam. Upcoming visits to Ho Chi Minh City include a Forestry Innovation Investment ("FII") Mission, and the TIR's BC Agrifood promotion events in-market.
UK Trade and Investment BC Ministry of International Trade	March 2014	Signed	Quarterly Meetings between MIT and UKTI (now Department of International Trade) to discuss and set action items for joint trade and investment initiatives. Joint trade and investment work between BC and UK.
Brussels Capital Region Ministry of International Trade	October 2015	Signed	Regular meetings between Brussels Invest and Export and support of business delegations both inbound and outbound. 4 Belgian companies in process of making investments into the province.
MADD Virgin Drinks (BC) Neobulles (Belgium)	October 2015	Witnessed	
Odyssey Media (BC) Living Stone, Flanders Film Funding (Belgium)	October 2015	Witnessed	This co-production and financing agreement enables Odyssey and Living Stone to co-produce 4 feature films in Belgium and Canada

Other International MOUs

Consulate General of San Francisco/Silicon Valley BC Ministry of International Trade British Columbia Innovation Council (BCIC)/BC Acceleration Network	July 1, 2014 - March 31, 2015	Note: signed at MIT staff level (ED and ADM)	Establish a formal working relationship to optimize the potential of qualified BC start-up companies to utilize CTA program services at CTA@PNP, CTA@RS, and CTA@MissionBay. 4 companies from BC were accepted into the CTA program in San Francisco/Silicon Valley.
Consulate General of San Francisco/Silicon Valley BC Ministry of International Trade British Columbia Innovation Council (BCIC)/BC Acceleration Network	April 1, 2013 - March 31, 2014	Note: signed at MIT staff level (ED)	Established a formal working relationship between parties to ensure CTA program services at CTA@PNP, CTA@RS, and CTA@MissionBay are utilized by qualified candidates from BC. 20 companies from BC were accepted into the CTA program in San Francisco/Silicon Valley.
Government of British Columbia Ministry of Economy, Trade and Industry (METI)	December 2, 2013	Premier Christy Clark	

Government of British Columbia Japan Oil, Gas and Metals National Corporation (JOGMEC)	May 16, 2012 Renewed in December 2013 and May 2016	Premier Christy Clark	
Ministry of Education, Culture, Sports, and Science and Technology (MEXT) BC Council for International Education (BCCIE)	2015		MOU was signed with the Ministry of Education, Culture, Sports, and Science and Technology (MEXT) to identify areas of cooperation in educational exchange, and support economic growth through educational cooperation. An MOU was signed with the Tokyo Metropolitan Government in 2015. The MOU promotes information sharing on student exchanges, teacher training and academic curriculum. BC Council for International Education (BCCIE) has a Letter of Intent with Hiroshima Board of Education for educational exchanges.
Government of British Columbia The Government of Gyeonggi Province	November 2013		Sister Province Agreement three-year action plan Includes to encourage cooperative links between companies and organizations in the technology sector
Canada Wood Gyeonggi Urban Innovation Corporation	April 2013		Technical support on wood frame construction residential development project
UBC KOGAS	November 2013		Collaborative Research on Clean Energy Technologies
Canadian Hydrogen Fuel Cell Association (CHFCA) Korea Hydrogen Industry Association (KHIA)	June 2014		Collaboration on Hydrogen Fuel Cell
Emily Carr University of Art & Design Hongik University	October 2014		Joint teaching and research collaboration Broadly concerns joint teaching and research collaboration, which potentially includes digital media/ digital design
University of Fraser Valley Canada Wood Korea	May 2015		Academic Co-operation “partners will cooperate to meet the needs for cultivating international professionals in design and construction technology”

MTW Metro Vancouver Office Deals			
Fiscal Year	Approved CWO*	Value	Jobs
2016/17	13		
2015/16	23	s.13,s	s.13,s
2014/15	16		
2013/14**	17	.17,s.	.17,s.
Total	69 deals with 69 companies	21	21

NOTE:
All company information is commercially confidential and we would need company permission and verification for disclosure

The statistics for the current fiscal year are not finalized and may differ from the final report-out that is completed in May.

Account Name	Opportunity Name	Sector	Description	Opportunity Value	Jobs	Opportunity Owner: Department
Actual Close Date: FY 2016/17			13 Records	s.17,s.21		
Playyon	Playyon-Software Development Center	Digital Entertainment & Interactive Media	s.13,s.17,s.21			s.13
AppoTech Ltd	AppoTech establishment of R&D Facility	ICT	to establish a Canadian research and development (R&D) centre for its integrated circuit design in Richmond, BC. s.13,s.17,s.21 Founded in 2003, AppoTech has grown into an industry leader for integrated circuits (IC) design, and represents over 60% of China's IC chips for end-user applications such as internet of things (IoT), Bluetooth, WiFi, power bank, USB memory cards, and so on. With a growing global demand for IC chips, AppoTech is expanding rapidly and saw the need to recruit engineering talents for their R&D team. BC's exceptional talent base, leading innovation community, and world-class ICT research facilities led to Appotech's decision to establish their first North American R&D centre in BC.			
Xiamen Airlines	Xiamen Airlines Direct Flight to Vancouver	Infrastructure and Transport	On July 25, 2016, Xiamen Airlines launched its first flight service to Vancouver. Operating Dreamliner Boeing 787 on this route with three flights per week (Mondays, Thursdays and Saturdays). Before Xiamen Airlines launched its first flight route to North America – from Xiamen to Vancouver, the company set up the representative office in Vancouver to provide support to this flight route and develop the local market. Mr. CHEN Min was appointed as General Manager of Xiamen Airlines Vancouver Office. s.13,s.17,s.21 YVR announced that the new service would add 158 jobs to the B.C. economy and 59 million in Gross Domestic Product for the province.			
Netmarble Games Corp.	Netmarble Acquisition of BC Game Studio Kabam	Digital Entertainment & Interactive Media	Netmarble acquired BC gaming studio Kabam, backed by Warner Bros and Marvel for an estimated \$60 million. Kabam moved into a new office in October 2016 with 200 staff. Anticipation of launching Transformers 2 in Q2 of 2017 and thereafter increasing staffing.			
Beijing Match-light Interactive Entertainment Technology Corp	Match-Light Interactive Invests in BC (in setting up North American Headquarter)	Digital Entertainment & Interactive Media	Beijing based gaming company, Match-light Interactive established an R&D Centre in BC as its North American Headquarter for The Burnaby-based studio will focus on Virtual Reality (VR) Games. s.13,s.17,s.21			
Sengled	Sengled opens a R&D Center and Sales Office (with online platforms) in Vancouver	ICT	Sengled, Shanghai based intelligent LED manufacturer opened an R&D lab for Sales Portal in Vancouver with s.13,s.17,s.21			
Hickey-McCoy Productions	Hickey-McCoy Productions Vancouver	Digital Entertainment & Interactive Media	s.13,s.17,s.21			
Umedia	Plans for opening a new VFX and finishing house in Vancouver	Digital Entertainment & Interactive Media	Belgium-based Umedia opened a Vancouver based 45,000 sq. foot VFX office with s.13,s.17,s.21 Total investment is s.13,s.17,s.21			
Zijin International Mine Industry Co., Ltd.	Zijin's Further Investment in Pretium 2016	Mining	s.13,s.17,s.21			
CJ Korea Express	CJ Korea Express Investment in BC Operation	Financial & Professional Services	CJ Korea Express is one of the world's largest logistics companies and is aggressively expanding in the global market. It established an operation in BC's Lower Mainland to provide logistics and warehousing services for Korean companies looking to distribute their products in Western Canada. s.13,s.17,s.21 In 2016, it established a BC operation. CJ HQ in Seoul expects the BC operation to obtain strong results and will be working to develop new business in line with the Company's global networks, especially in Asia and businesses affiliates of CJ Group. The CJ Group is the nineteenth largest group in Korea, comprising numerous businesses in various industries of food and food service, pharmaceuticals and biotechnology, entertainment and media, home shopping and logistics. CJ Group was originally a branch of Samsung Group until it separated in the 1990s. The Delta BC warehouse was set up under the control of CJ Korea Express' US subsidiary in LA. The official name of the Canadian subsidiary is "CJ Korea Express Canada Corporation" ("CKECC"). CKECC was established in Vancouver on Sept. 8, 2016. s.13,s.17,s.21			
Kailuan Energy Chemical Co., Ltd.	Kailuan sets up Canadian trading branch in BC	Mining	Kailuan Coal Chemical Group, China's major coal producer with prior investments in BC, has set up a trading company in BC focusing on import of BC forestry products, metallurgical coal and agri-food products. It is a new business subsidiary under Kailuan Guohai Investment. Kailuan's main trading arm in China and will keep an office operation in Vancouver. The company's initial goals are BC forestry products which will be tested for underground mining, as well as procurement of BC coking coals used for Kailuan's high-end coal products in China. Kailuan Group has confirmed they've finished the registration of Kailuan Canada Investment Corporation and the setup of their Vancouver office.			

			s.13,s.17,s.21	s.17,s.21	s.13
Segment	Segment Vancouver engineering office	ICT			
Ipsotek Ltd	Setting up an office in BC	ICT	<p>Ipsotek founded in 2001 and based in London, UK is a leader in Scenario based Video Analytics and provides a wide range of applications in both the commercial and public sectors. Ipsotek's solutions are used for perimeter protection, intrusion detection, crowd and traffic management, and investigation and forensics. Clients include the London Eye, Australian Parliament, arenas, airports and public transit stations.</p> <p>Ipsotek set-up a subsidiary office in Vancouver in 2016 focused on developing sales and providing support. The company intends to grow the office and eventual develop some of their software in Vancouver. They chose Vancouver because of increasing business in Canada. A Business Development Manager relocated to Vancouver to lead the Ipsotek Vancouver office.</p> <p>s.13,s.17,s.21</p>		
Actual Close Date: FY 2015/16			23 Records	s.17,s.21	
Gopala Emporium	Hat-making facility/retail outlet	Consumer Goods	<p>Gopala Emporium is a family owned business based in Siena, Italy which manufactures and designs hats. The hats are popular among tourists.</p> <p>In 2015, following a visit to BC the previous year, the son of the owner relocated to Vancouver to open the first Canadian store in Gastown.</p> <p>s.13,s.17,s.21</p>		
Wuxi Invogue Technology Co., Ltd.	Setting Up North America Branch in Vancouver	Consumer Goods	<p>Wuxi Invogue Technology Co. Ltd. is running an online fashion platform www.choies.com. The platform sells fashion goods from China to 350 countries all around world. They are recently opened a subsidiary company in Vancouver, serving as marketing office for North America market as well as accounts receivable office.</p> <p>s.13,s.17,s.21</p> <p>Besides Vancouver's unique position to connect China and Canada, and gateway to the United States, low tax rates are another attractiveness which convinced them to choose Vancouver to open its subsidiary in Vancouver.</p>		
STS Innovation	R&D Center Establishment in BC	ICT	<p>STS Innovation, Inc. is a US-based system engineering company, whose parent company (System Support Inc.) is Japanese. The company established an R&D (data) centre in BC to deal with customers in the North American market, as well as to provide systems engineering services to Japanese companies in North America.</p> <p>STS Innovation, Inc. successfully established its Canadian subsidiary in Vancouver, BC in 2015.</p> <p>An official company press release (Japanese only) regarding the establishment of the Canadian subsidiary was released by STS Innovation, Inc.</p> <p>s.13,s.17,s.21</p>		
Postalong Technology Inc.	Postalong Technology opens an office in Vancouver and launches O2O app	ICT	<p>Postalong Technology Inc. has developed an O2O app to deliver packages, letter, parcel. The app anticipates 200,000 users within 3 months of launching the app. The company has an offices in Chongqing, Shanghai, Beijing, Guangzhou and has recently open a main office in Vancouver for North American market.</p> <p>Postalong has rented an office space in Vancouver and registered their business in BC (Company Number: CABC1039360) as well as trademark logo in Canada, US and Europe. They have formed a team of software engineers to develop the App for the Vancouver (and eventually North America) market.</p> <p>s.13,s.17,s.21</p>		
Shanghai Guangyue Holding Company	Shanghai Guangyue Holding to set up a rep office in Vancouver	ICT	<p>Shanghai Guangyue expressed initial interest in setting up a rep office in Vancouver in 2011 to 1) look for BC technologies that can be commercialized in China and 2) to invest in BC companies that are seeking seed, second and third rounds of financing.</p> <p>SH TIR provided the company with information on BC ICT industry overview, brochures, updates, and investment environments. SH TIR invited Guangyue to attend RBC Tech Summit, arranged B2B meetings, facilitated networking with BC companies at the VIP reception with PCC. A briefing with MIT was also organized.</p> <p>With the in-market assistance provided by SH TIR, Shanghai Guangyue has finalized their business registration in the late 2015. Shanghai Guangyue Holding has set up a rep office in Vancouver under the name: "Shanghai Guang Yue Communication Technology Inc."</p> <p>s.13,s.17,s.21</p>		
Beijing UAMA Food Co., LTD	Invest restaurant in Vancouver	Agrifood	<p>Beijing UAMA Food Co., Ltd. has invested to open a western business buffet / Teppanyaki restaurant called Bite @ The Quay Restaurant & Bar in Vancouver. Founded in 2004, Beijing UAMA has successfully operated 11 Teppanyaki restaurants in Beijing. Chairman Mr. Wei Qing visited Canada several times to seek appropriate investment opportunities in BC food and hospitality sector.</p>		
Kenko Mayonnaise Co., Ltd.	Vancouver Research/Marketing office	Agrifood	<p>Kenko Mayonnaise is considering establishing a presence in BC, starting with a branch office, and potentially setting up a full-fledge corporation in 2-3 years.</p> <p>Kenko has set up a BC registered branch at the Davis & Co. office in Vancouver. As of May 01, 2015, Kenko Mayonnaise starts its operation.</p>		

China Fiber Optic Network System Group Ltd.	China Fiber Optics North American Head Office in Vancouver	Other Manufacturing	China Fiber Optic, the largest manufacturer of optical cables in China, has selected Vancouver as their North American head office. In April 2015, China Fiber's Chairman, Mr. Bing Zhao, met with Minister Wat in their Hong Kong head office, and cited numerous advantages of making this investment in BC, such as its attractiveness in logistics, natural resources, talent and regulations, as well as the strong support of the Ministry of International Trade. China Fiber Optic hopes that by establishing a manufacturing operation in BC, it will lead to an expansion of their business activities across North America. In May 2015, F-Pacific became the first company to announce a B.C. head office as part of the HQ Vancouver project. Subsequently, the company purchased office space in downtown Vancouver and the head office began operations in August 2015. s.17,s.21 s.13
Guangzhou Yuemu Cosmetics Co., Ltd./广州悦慕化妆品有限公司	Second Phase Investment into Ironwood and set up sales office in Vancouver	Conglomerate/Holding Company	Guangzhou Yuemu is going to make the 2nd phase investment into Richmond based clay maker- Ironwood. s.13,s.17,s.21
Education Increase Chance	EIC set up office in Vancouver	Education	EIC Group is a leading provider of international education consulting and training services for over 25 years with a strong reputation as one of the most professional educational agencies in China. Their strong national network of offices provides their partner institutions, students and their parents with easily accessible services and comprehensive resources. Due to their development of overseas strategy, EIC Group will set an office in Vancouver in 2015 to provide better professional services to their overseas students and support on connections between Canada and China.
Maple Leaf Educational System Hong Kong Ltd	Maple Leaf set up Vancouver Office	Education	Maple Leaf Education (MLE), the largest international school operator in China and the only school foundation to offer both dual Chinese and BC curriculum diploma programs, has decided to establish their North American head office in Vancouver. The MLE group intends for their Vancouver operation to serve as base for market entry and expansion across North America's private school sector. MLE's management indicated that Vancouver has always been priority destination for their first operation in North America, due to the long-standing relationships, strong ties, and support from the Ministry of Education and Ministry of International Trade. Maple Leaf North America officially held their official opening celebration on February 16, 2017.
Poly Culture Group	Poly Culture Group Set up North American Center in Vancouver	Conglomerate/Holding Company	Poly Culture Group, a subsidiary of one of the largest Chinese SOE conglomerates China Poly Group, was established in 2000. It is the world's third largest auction house after Sotheby's and Christie's. 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. After meeting with Minister Wat in 2014, Poly Culture decided to open their North American Headquarters in Vancouver to further develop their operations in North America. 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
Plusmos	Plusmos to set up a company in Vancouver	Digital Entertainment & Interactive Media	Plusmos is opening a CG vfx company in Vancouver, BC for i s.13 s.17 s.21
Valhalla Games Studio	Valhalla: Establishment of Valhalla Global HQ in BC	Digital Entertainment & Interactive Media	Japan-based Valhalla Studios, has been aiming to establish a presence in Vancouver and due to IPO on the TSX. The s.13 s.17 s.21
Elastica	Elastica Software Development Office	ICT	Elastica opened an R&D center in Vancouver as their North American Headquarters with 20 employees transferred from US and Pakistan offices. The s.13 s.17 s.21
TNG Visual Effects	TNG Visual Effects- Studio in Vancouver	Digital Entertainment & Interactive Media	TNG incorporated in 2014 and established a North American office in 2015. The focus has s.13,s.17,s.21
ModelingCafe Inc	ModelingCafe - Studio Establishment in BC	Digital Entertainment & Interactive Media	Modeling Café is working with BC-based CK Marketing to assist in the establishment and business development of its Vancouver-based CG animation and modeling studio s.13,s.17,s.21
Animal Logic Los Angeles	Animal Logic Vancouver	Digital Entertainment & Interactive Media	Animal Logic has established a Valetown 45,000 sq. foot facility, dubbed Animal Logic Vancouver, and is an exclusive partnership to produce three animated movies. It is s.13,s.17,s.21
Basis Technologies	Opening of North American HQ & Sales office - expansion	ICT	Basis Technologies has established an office with 6 employees and expanded to 18 new customers including Hydro One. s.13 s.17 s.21
Shinhan Bank	Shinhan Bank Branch Opening	Financial & Professional Services	Shinhan Bank opened its first Western Canadian branch in Coquitlam, BC in October 2016. Shinhan had originally targeted a March 2016 opening, however the opening was postponed due to construction delays of the selected site. Shinhan Bank began its feasibility study of opening its first Greater Vancouver branch in Q1 2014. The BC branch opening reflects strong confidence in the BC economy and strong business ties with South Korea. Shinhan Bank's global network includes operations in Canada, the U.S., U.K., Europe, Japan, China, Hong Kong, Singapore, Vietnam, India, Cambodia, Central Asia, Southeast Asia and Mexico. Advantage BC's President and Vice President visited Seoul and met with Shinhan Bank's Korean HQ on multiple occasions to introduce the International Business Activity (IBA) program and provide follow-up which factored into the bank's decision making process. s.13,s.17,s.21
IHI Corporation	IHI - BC Office	Natural Gas	IHI Corporation (a major Japanese manufacturer of ships, aircraft engines, industrial machines, and infrastructure) had bid on several subcontracts in relation to the proposed LNG projects, due to their expertise in cryogenic tanks. They decided to establish an office and introduce a new corporate structure with key staff personnel. IHI established a registered office in BC: IHI Canada Projects Inc. which is IHI E&C's subsidiary. It will undertake the following activities: FS (Feasibility Study), FEED (Front End Engineering Development) and EPC(Engineering, Procurement and Construction) in the field of oil & gas. The registered office, located on Burrard Street in Vancouver, is now officially listed on the IHI website: http://www.ihiincus.com/about/group.html

Sorgent.e Holding S.p.A.	Opening of office and carrying out of studies related to 3 hydroelectric projects- Fosthall, Serpentine and Clemina	Clean Technology	Sorgent.e is an Italian based holding company which invests in renewable energy projects globally primarily in the fields of hydroelectricity, wind and photovoltaic. In 2012, Sorgent.e bought the rights to 17 minor hydroelectricity projects (under 15 megawatts) from Transilva. They also established an office in Vancouver to conduct studies and s.13 s.17 s.21 This deal closed in 2015 pertains to the technical studies undertaken to advance the projects s.13 s.17 s.21 s.13,s.17,s.21	s.17,s.21 s.13
Zartis	Zartis setting up in downtown Vancouver in shared office space	Financial & Professional Services	Formerly known as DFAFD (now Global Affairs Canada - GAC) in Ireland notified TIR Europe of the opportunity.	
Actual Close Date: FY 2014/15				16 Records
Guohe Hong Kong Investment Co.,Ltd.	Guohe Hong Kong to Establish an Office in BC	Forestry	On December 1, 2014, Janet met Frank Wang in Vancouver to discuss their plan that establish an office in BC to source forest products and coal for import to China. Zhwei established an office in Vancouver in March 2015. The office is aimed to be a sourcing center and investment arm for both Guohe Group and Kalkuan Group. The primary target is to sourcing forestry products and coking coal in North America.	s.17,s.21
Nuo Hui Group	Set up North America Office in BC	Conglomerate/Holding Company	Beijing Nuo Hui Group has set up their North American operations in Vancouver and registered Canada Nuohui Mining Group in BC. TIR met with Beijing Nuo Hui to promote Vancouver as the world-class mining centre.	
Tianqing Group	Establishment of BC Office	Conglomerate/Holding Company	s.13,s.17,s.21	
Desource GB Holding	Establishing Office in Vancouver	Conglomerate/Holding Company	Desource GB Holding decided to establish Desource Mining in Vancouver to be closer to prospects and potential partners. They confirmed they will use Desource Mining as a transaction vehicle for potential M&A activities in BC.	
GF Holdings (Hong Kong) Corporation Limited	Opening a BC Office in Richmond	Conglomerate/Holding Company	GF Investments intend to open a Canada office, in Vancouver, and have engaged our office for industry research and local market support. Open GF Securities (Canada) Co. offices at 130-5911 No.3 Road, Richmond. The office uses 3,000 sq.ft. of leased space. s.13,s.17,s.2 s.13,s.17,s.21 s.13,s.17,s.21	
CCPIT - China Council for the Promotion of International Trade Guangdong Sub-Council	Guangdong Set Up the Economic & Trade Representative Office in Vancouver	Government	On September 25, 2015, Premier Clark and Guangdong Governor Zhu announced the opening of Guangdong Economic & Trade Representative Office (GTO) in Vancouver.	
Tecnologias Net eMedical SAPI de CV	Opening Lumed Health office in Vancouver	Life Sciences	The Mexico-based company has established a Lumed Health office in Vancouver to deliver telemedicine services.	
IGG Inc.	Establish a Vancouver Office/Studio	Digital Entertainment & Interactive Media	IGG has now incorporated their BC entity and s.13 s.17 s.21	
Y5ZONE	Office	ICT	Y5ZONE has currently in the process of acquiring City Telecom Canada (CTI) (http://www.ctinets.on.ca/profile.shtml) operations in Vancouver s.13 s.17 s.21 s.13,s.17,s.21	
Creedon Technologies	Establish Canadian distribution office	Digital Entertainment & Interactive Media	Creedon Technologies opened a Vancouver office in 2014 to support the distribution and growth of their e-commerce sales in North America. s.13 s.17	
Kay Add Energy Group Ltd	Establish office in Vancouver	Natural Gas	In 2014 June Kay Add incorporated its subsidiary office in Vancouver, namely Mobile Energy (ME) Group Corporation. ME has hired chief representative and supporting staff from local market.	
Husteel Co., Ltd.	Establishment of Husteel Canada office in Vancouver	Other Manufacturing	Husteel, a specialized steel tube and pipe manufacturer and supplier for the construction and oil & gas industries, opened its Canada branch office in Vancouver in 2014 to take advantage of opportunities arising from the province's emerging natural gas and liquefied natural gas (LNG) industry and Canada's oil & gas industries. Husteel is a subsidiary of Korea's Shinhwa Group which also has interests in real estate, leisure, banking and financing. s.13 s.17 s.2	
China Southern Airlines Company Limited	CSA Vancouver Office Expanded	Infrastructure and Transport	After three years satisfactory operation and quick development in Vancouver, China Southern Airlines Vancouver Representative Office was expanded and s.13 s.17 s.21 The investment was mainly used in office expansion and hiring employees.	
Hitachi High-Technologies Corporation	Vancouver Marketing Office	Natural Gas	Hitachi High-Technologies Corporation decided to establish an office in Vancouver to handle sales and marketing for their LNG isocostainers and other related activities. The Hitachi High-Tech office in Vancouver is a strategic location to leverage LNG solutions for global projects from the West Coast.	
Nishin Co., Ltd.	BC Research Office	Forestry	s.13,s.17,s.21	

NM Group	NM Group Office in Vancouver	Clean Technology	<p>NM Group (brand name for the Network Mapping group of companies) is a provider of custom services in surveying and mapping, asset modelling and engineering. The company optimises the performance of electricity networks through remote sensing. They have operations in UK, USA, Australia, Oman and Canada.</p> <p>NM Group set-up their Canadian-based operations in Vancouver in 2014. The company set up the office to manage projects won in Canada including a large project in Saskatchewan.</p> <p>The e 13 e 17 e 21</p> <p>s.13,s.17,s.21</p>
Actual Close Date: FY 2013/14			17 Records
Your City Office	Establish office in Vancouver	Financial & Professional Services	<p>YourCityOffice based in London, UK is a leading provider of virtual office and office space. They have offices around the world. Clients include companies needing temporary or immediate office spaces.</p> <p>The company expanded to Vancouver in 2013, taking office space in the Marine Building in Vancouver. The company's Vancouver business offers business address, call answering, call patching, meeting rooms, and fax to e-mail services.</p> <p>The e 13 e 17 e 21</p>
Xtone Xiangtone Animation Group	Establish Vancouver Office	Digital Entertainment & Interactive Media	<p>Xiangtone Xtone Animation (http://www.xiangtone.com/Xtone/Intro), founded in 2003 is one of the largest mobile animation & gaming companies in China. It owns the copyrights of over 560 cartoon characters, more than any other companies in China. Its animation reach audience of over 1 billion people with over 1.5 billion visits over mobile phone. Main business of Xtone includes the production and publication of computer games, mobile games, mobile cartoons, cartoon products all over China.</p> <p>In order to further expand its business to North American market, Xtone approached BCT's Beijing TIR seeking for help in establishing its North American headquarters in BC and in connecting with local industry associations and companies. With the establish of this subsidiary in BC, Xiangtone will be able to establish a direct communication/business channel with local developers in Canada. With the support of TIR and BC government, Xtone successfully set up Xtone Animation Co., in BC on August 20th, 2013. e 13 e 17 e 21</p> <p>s.13,s.17,s.21</p>
China Silan Instrument Group Co., LTD	Canada Sales Office in Burnaby	Other Manufacturing	<p>Silan Group manufactures sapphire substrates, lighting fixtures and LED packages, based on the sapphire technologies acquired from Sapphire Victoria. Targeting the North American market, they opened a sales office in Burnaby.</p>
Qinhuangdao Economic and Technological Development Zone	Establish Office to Explore the Potential for an Industrial Park in Northern BC	Government	<p>Qinhuangdao ET02 has incorporated a company, Taisheng International Investment Services Inc., in BC. Working with the Major Investment Office, Investor Services has assisted the company in reviewing potential sites in BC for a proposed industrial park. In addition to providing information on the investment climate, we assisted the company in searching a location for their proposed new office in BC. On June 19, 2013, Richard Zhang confirmed that they have opened an office, Taisheng International Investment Services Inc at 617-4538 Kingsway, Burnaby, BC, V5A 4T9. e 13 e 17 e 21</p>
Industrial Light & Magic	ILM - Establish Permanent Vancouver office	Digital Entertainment & Interactive Media	<p>ILM has now opened a second office across from their current office in Gastown with lease until 2019 for both offices. e 13 e 17 e 21</p> <p>s.13,s.17,s.21</p>
Advanx SA de CV	Establish a Sales Office for Water Filters	Other Manufacturing	<p>Advanx SA de CV develops water filter technology. e 13 e 17 e 21</p> <p>s.13,s.17,s.21</p>
Prime Focus	Prime Focus - Investment in Vancouver office	Digital Entertainment & Interactive Media	<p>Prime Focus has merged with Double Negative, a BC based company. e 13 e 17 e 21</p> <p>s.13,s.17,s.21</p>
Klip	Klip - Opening R&D and Engineering Office in Vancouver	Digital Entertainment & Interactive Media	<p>s.13,s.17,s.21</p>
Guangzhou Maofeng Wood Trading Ltd	Establishment Of Vancouver Office	Forestry	<p>Guangzhou Maofeng Wood Trading Ltd is owned by parent company - Grand Eastern Development Limited, and based in Guangzhou. The company imports BC wood such as lo and SPF. With trade with BC growing strong, the company decided to set up a branch office in Vancouver.</p>
Star City Real Estate Development Co., Ltd.	Establish BC Office	Financial & Professional Services	s.13,s.17,s.21
MasterWord Services	Translation Office	Financial & Professional Services	s.13,s.17,s.21
Shandong Tian An Mining Group Co.,Ltd	Establish BC Investment Office	Mining	<p>Shandong Tian An Mining has set up TIAN AN (CANADA) ENERGY AND TECHNOLOGY INVESTMENT LTD in Vancouver as their investment company for an oil & gas venture in Alberta as well as future investment in BC's coal sector.</p> <p>s.13,s.17,s.21</p>
Tianjin Renai Group	Renai Group to Establish a North American Office in Vancouver	Mining	s.13,s.17,s.21
Beijing Original Life E-Commerce Ltd.	Establish subsidiary office in Vancouver	Agrifood	<p>Beijing Original Life E-Commerce Ltd who is doing natural health products in China intends to set up its subsidiary in Vancouver. With TIR's guidance, in June the company incorporated its subsidiary named YEECARE FARMING LIMITED under the Business Corporation Act.</p> <p>s.13,s.17,s.21</p>
Zenaid Technologies	IT Recruitment Office	Financial & Professional Services	s.13,s.17,s.21
Jovo Group Co., LTD., Guangdong	GasCana Opened an Office in Vancouver	Natural Gas	<p>To prepare for their LNG investment project in BC, GasCana Inc. opened an office in Vancouver. e 13 e 17 e 21</p> <p>s.13,s.17,s.21</p>

**s.17, s.13
s.21**

Quaynote Communications	Setting up an office in Vancouver	Financial & Professional Services	<p>Quaynote Communications is a specialist communications and conference company focused on the maritime, yachting, aviation and security industries.</p> <p>In 2013, the owner of the company relocated to Vancouver and established an office through which to organize a super-yacht conference in Vancouver. The Pacific Yacht Conference took place May 28, 29.</p> <p>s.13,s.17,s.21</p>	s.17,s.21	s.17, s.21	s.13
Grand Total			69 Records			



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***note all investment values to date are commercially confidential and we would need company permission and verification to disclose actual investment amounts where known.

Aikang Capital Inc.				Primary Sector/ Secondary Sector Life Sciences, Real Estate, Medical Devices		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		100	7	February 19, 2016	February 19, 2016	February 19, 2016
Office Location: Suite 2100 1177 West Hastings Street, Vancouver, BC, V6E 2K9						
Description: Aikang Capital Inc., a subsidiary of Beijing Aikang Group, is a Vancouver-based operating company that will focus on the medical technology, hospital, and health management investment opportunities in British Columbia.						
Activities to date: Aikang have signed a lease and opened a head office in Vancouver. They have also philanthropically contributed to local health and life sciences organizations, including Vancouver Coastal Health. The company is currently pursuing healthcare-related projects, as well as making investments in real estate in Metro Vancouver.						

Fire-Point Interactive				Primary Sector/ Secondary Sector Digital Entertainment & Interactive Media/Game Development		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		15	12	October 3, 2016	October 3, 2016	October 3, 2016
Office Location: 311 – 3602 Gilmore Way, Burnaby BC						
Description: Fire-Point Interactive is a Chinese digital entertainment, interactive media, and game development company. The company focuses on VR technical training, VR development and design, mobile games, and R&D.						
Activities to date: After signing an MOU with HQV in China in July, 2016, Fire-Point opened a research and development office in B.C. The company held an event where it announced the opening of its headquarters on October 3, 2016. There were over 50 people in attendance, including government and business officials. Match-Light has already hired 12 graduates from the Centre for Digital Media in Vancouver. Presently, the company is in the process of increasing its staffing levels.						

F-Pacific				Primary Sector/ Secondary Sector Telecommunications		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		10	10	May 1, 2015	May 1, 2015	
Office Location: #600-837 West Hasting Street, Vancouver BC V6C 1B6						
Description: F-Pacific is the Canadian subsidiary of China Fiber Optic Network System Group Ltd. (CFONSG), China's largest manufacturer of fibre optic connectors. F-Pacific is the world leader in ceramic ferrule manufacturing, using patented Japanese technology. It is the only company able to manufacture these ceramic ferrule blanks, which are universally used in the expanding fibre optic market.						
Activities to date: Due to unforeseen circumstances, F-Pacific opted to consolidate its functions into its downtown Vancouver office, but maintain its Richmond office, which is focused on R&D. The company has created a new line of business, called Steel Magnolia, which is focused on private equity investment.						

HNA Capital Airlines				Primary Sector/ Secondary Sector Transportation		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		5	2	January 6, 2017		
Office Location: Harbour Centre Vancouver						
Description: A subsidiary of Hainan Airlines, Beijing Capital Airlines is mainly engaged in charter flights for international and domestic business travels and freight service. It is the largest travel charter flight service provider in China. Since its establishment, Beijing Capital Airlines has opened more than 120 business travel routes with an annual throughput of more than 3.6 million passengers. Beijing Capital Airlines is part of a much larger global conglomerate, the HNA group. The company has made \$34 billion in global acquisitions over the last year including the Carlson Group of Hotels, a 25% stake in the Hilton Hotel Group, ICE Foreign Exchange, Azul, and Virgin Australia.						
Activities to date: HNA/Beijing Capital Airlines took possession of its office premises in December of 2016 and the company began service on its Hangzhou-Nanjing-YVR on December 30, 2016. It held a grand opening event on January 6, 2017 to celebrate the opening of the new route and the grand opening of its North American headquarters. The company will be opening office space, along with Hong Kong Airlines, in Harbour Centre later this year.						

Istuary Innovation Group				Primary Sector/ Secondary Sector Venture Capital incubator, technology		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		80	135	May 23, 2015	May 23, 2015	May 23, 2015
Office Location: 8F, 1125 Howe St. Vancouver, BC, V6Z 2K8						
Description: Istuary is uniquely structured to integrate technological research, venture capital, and business consulting into a unified growth platform. The company leverages strong expertise, experience, and close ties with the Chinese market, as well as its ability to recruit high-tech talent in Canada, to develop innovative technology customized for the markets in China, North America and beyond.						
Activities to date: Istuary has signed an MOU with HQ Vancouver and are currently in the process of pursuing investment opportunities throughout the city and the province. The company has signed a new partnership agreement, with Dongguan University of Technology to co-build the university's first ever overseas centre in Vancouver. The agreement was signed at Istuary's office on March 28, 2016. The centre is operated as a business entity registered in BC with the functions of an offshore incubator, a talent training and exchange base, and an innovation start-up base for the partners. The company held an event on September 17, 2016 to celebrate its third year in Vancouver.						

Pacific Aquaculture International Inc.				Primary Sector/ Secondary Sector Aquaculture Food Production		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		25	20	September 19, 2016	September 19, 2016	September 19, 2016
Office Location: 14839 L Highway 101, Powell River BC						
Description: Pacific Aquaculture is a Chinese Aquaculture firm that has completed a state of the art Aquaculture facility in Powell River. It is one of the largest shellfish nursery facilities in North America and will export products to Europe and Asia.						
Activities to date: The construction of Pacific Aquaculture's facility in Powell River has been completed and the company held its grand opening, and headquarters announcement, on September 19, 2016. The successful announcement was attended by officials from the BC government, as well as from China. HQV is working closely with Pacific Aquaculture to ensure continued success going forward with its business plans. The company is preparing to begin production shortly.						

Poly Culture Group				Primary Sector/ Secondary Sector Arts and Culture; Performing Arts, Real Estate		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		15	14	November 30, 2016	November 30, 2016	November 30, 2016
Office Location: 335-8120 Granville Ave. Richmond, BC V6Y 1P3						
Description: Poly Culture Group is a subsidiary of China Poly Group Corporation, a state-owned corporation, which has operations in military and civilian trade and business, investment and exploration of mineral resources, civilian explosive materials and blasting, real estate development and culture and arts businesses.						
Activities to date: As its first significant venture in the Canadian market, Poly Culture celebrated the opening of its headquarters on November 30, 2016. Both the current and the former Chairmen of Poly Culture attended the event. To support the event, the Poly Culture Group brought the China Philharmonic Orchestra to Vancouver for a performance. Poly Culture has also regularly rotated art and antiquities in its gallery in Downtown Vancouver. There have included 4 of the 12 famous Chinese Zodiac Heads and a collection of two thousand year old bronze antiquities. Poly Culture is looking at other avenues of business including the possibility of constructing and arts and culture centre in Metro Vancouver.						

Valhalla Game Studio International Ltd.				Primary Sector/ Secondary Sector Gaming		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		30	2	March 18, 2016		
Office Location: Vancouver						
Description: Valhalla Game Studio International was founded in Tokyo, Japan in 2008. The company has been very successful internationally, and now has chosen to move its global headquarters to Vancouver to take advantage of the talent, as well as the existing videogame cluster. The company believes it puts itself in a better position to compete in the North American market by headquartering itself in Vancouver.						
Activities to date: HQ Vancouver engaged with Valhalla Game Studios in 2015 and presented an HQ value proposition together with colleagues from MIT. In the Spring of 2016, the company announced its intention to open a headquarters in Vancouver. This decision has been delayed until the launch of the company's IPO. Valhalla Games s.13 s.13,s.17,s.21 s.13 is planning to list on the TSX Venture or the Hong Kong Exchange with a successful listing on the TSX Venture likely meaning the company will move forward with an office and games studio in Vancouver as originally planned.						

Xiamen Airlines				Primary Sector/ Secondary Sector Airline		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		8	8	July 25, 2016	July 25, 2016	July 25, 2016
Office Location: Downtown Vancouver and YVR						
Description: Xiamen Airlines is a Chinese airline based in the city of Xiamen in Fujian Province in Southwestern China. The airline has 138 planes, and flies to over 70 destinations throughout the world.						
Activities to date: Air travel on Xiamen Airlines between Xiamen and Vancouver officially commenced on July 25 th . The Inaugural ceremonies for the opening of its new route and headquarters were held on the same day. The company is in negotiations to open offices in downtown Vancouver and at YVR. From these offices, the company will oversee its expansion of new flights to North American destinations including L.A. and Seattle.						

Maple Leaf Education North America				Primary Sector/ Secondary Sector Education		
Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		10	9	February 16, 2017		Early 2000s but it has now been expanded
Office Location: 1210 – 1130 West Pender Street, Vancouver BC						
Description: Founded in Dalian, China in 1995, Maple Leaf Educational Systems (MLES) provides a westernized academic orientation and preparation for admission to western universities, blended with the richness of Chinese educational traditions and culture. The school has over 20,000 students registered in 46 schools in China.						
Activities to date: After discussions with many educational facilities, the Canadian subsidiary of MLES, Maple Leaf North America (MLNA), has formed a partnership with Thompson Rivers University. Through this partnership, MLNA will open its first school in Canada in Kamloops on September 29, 2016. At an event on February 16 2017, MLES announced the opening of a North American head office in Vancouver that will oversee, run the operations, and strategize the expansion of the company and its offerings in Canada, the USA, and Europe. The company has announced the opening of its second school in BC, on the campus of Kwantlen Polytechnic University in Richmond.						

Zhiye Photoelectric Precision Technology

Primary Sector/ Secondary Sector
Advanced Manufacturing

Investment Announced	Investment to date	Target FTEs	FTEs to date	Date announced for office	Date office orig. scheduled to open	Date of actual opening
s.17,s.21		10	3	January 28, 2016	End of 2016	Delayed

Office Location:

s.21

Description:

Zhiye Photoelectric specializes in precise photoetching technology. The company makes high-quality photoetching products, and has had a sales presence in Vancouver since 2007. The company mainly processes and produces various kinds of Reticles, Gratings, Coders, Modulators, Raster plates, Resolution plates and other products which may be used in telescopes and medical devices, among other uses.

Activities to date:

Zhiye has signed a purchase agreement on a new industry property in Burnaby for its lab, production needs, and administration. The delivery of the property was delayed s.21

s.21. In the meantime, the company has arranged shipment of equipment being relocated from Nanjing to BC and ordered a major piece of equipment from Italy to BC. The company is seeking HQV for help with the building completion on time.

The company signed an MOU with HQ Vancouver and have now signed a lease to open an office in Burnaby. Planning will begin shortly for an official opening of the new facility, likely to be in the Spring of 2017. Zhiye has signed a purchase agreement on a new industry property for its lab, production needs, and administration. The property is located in Burnaby and is currently under construction. The company has asked the developer to install the components the lab requires to avoid any need of re-structuring an existing property. The facility is currently scheduled to begin operation in the Fall of 2017.

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

MEETING NOTE

Cliff #:17098
Date: March 9, 2017

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

DATE AND TIME OF MEETING: March 30, 2017 @ 2:45 – 3:30 p.m.

ATTENDEES:

- Minister Wat
- BCIIIF Board Chair - Shannon Baskerville
- BCIIIF CEO - Bindi Sawchuk
- DM Ministry International Trade - Clark Roberts
- ADM Ministry International Trade - James Hammond

ISSUE(S): Quarterly meeting between the Chair of the BC Immigrant Investment Fund Ltd./ B.C. Renaissance Capital Fund Ltd. and the Minister Responsible.

BACKGROUND:

- Quarterly meetings between the BCIIIF (the Crown) Chair and the Minister responsible are required under the Taxpayer Accountability Principles (TAP).
- Meetings are required and designed to ensure a regular and effective dialogue between the Crown and Government around key issues including mandate delivery, service planning and implementing TAP.
- BCIIIF / BCRCF governance changed to a new Board composed of public servants on April 1, 2016 as Crown operations were transitioned into the Ministry of International Trade (MIT).
- Shannon Baskerville is the Chair of the Board. Other Board members include Tracy Campbell (MIT Executive Financial Officer) and Clark Roberts (MIT Deputy Minister).

DISCUSSION:

- Please see the attached meeting agenda and note any other items that should be included.
- Final meeting materials, including an annotated agenda, BCIIIF update deck and any other materials will be available Monday, March 6, 2017.

ATTACHMENTS:

- Draft Meeting Agenda

Prepared by: Bindi Sawchuk, Executive Director, Investment Capital Branch
Telephone: (250-952-0614)



Date: March 30, 2017
Time: 2:45 PM to 3:30 PM
Location: Seymour Room, Vancouver

Quarterly Meeting: Minister and Board Chair

DRAFT AGENDA

WAT, Teresa (Minister Responsible)
BASKERVILLE, Shannon (Chair)

Guests:
ROBERTS, Clark (DM MIT)
HAMMOND, Jamie (ADM MIT)
SAWCHUK, Bindi (CEO)

Item	Topic	Time	Lead	Materials	Purpose
1.	Agenda Overview	2:45	Minister	Agenda	Agreement on Agenda items
2.	Standing Items: <ul style="list-style-type: none">• Mandate Letter: How is the BCIIF planning to deliver on the 2017/18 Mandate letter direction• Service Plan:<ul style="list-style-type: none">○ update on changes for 2017/18 including review of the new performance measures and updated targets○ Progress on achieving 2016/17 goals	2:50	Minister	Copy of current mandate letter Summary of changes made to the Service Plan	For Information
3.	BCIIF Progress Update <ul style="list-style-type: none">• Oversight update• Portfolio update, investing and system building• Operational changes• Risks and issues	3:05	Chair	Deck	For Information
4.	Unanimous Resolution of the Sole Shareholder	3:15	CEO	Resolutions	For Signature
5.	Wrap Up and Next Steps	3:25	Minister	N/A	Confirm next meeting date

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

MEETING NOTE

Cliff #: 17129

Date: March 9, 2017

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

DATE AND TIME OF MEETING: March 17 at 11:30 PST (1 - 1.5 hour)

ATTENDEES: Honourable Chrystia Freeland, Minister of Foreign Affairs, and provincial and territorial ministers responsible for international trade.

ISSUE: Softwood lumber dispute with the U.S. – Minister Freeland's recent trip to Washington, DC (week of March 13) and coordination of advocacy efforts

BACKGROUND: Minister Freeland was appointed Minister of Foreign Affairs in January 2017, and retained her role as lead of the softwood lumber negotiations.

Prior to the 2006 Softwood Lumber Agreement (SLA), Canada and the U.S. were often involved in legal disputes over softwood duties and tariffs. The previous litigation lasted from 2001 to 2006, when the U.S. imposed duties of up to 27% on Canadian companies. Canada challenged the U.S.'s trade actions through the World Trade Organization and under the North American Free Trade Agreement. After the SLA was signed, all litigation was dropped and 80% of the USD\$5 billion in collected duties were returned to Canadian lumber exporters – with about half to B.C. companies.

Following the expiry of the SLA, the U.S. industry group, the Committee Overseeing Action for Lumber International Trade Investigations or Negotiations (COALITION), initiated new trade action on November 25, 2016, by filing a petition with the U.S. Department of Commerce, triggering anti-dumping and countervailing duty investigations. The U.S. will release its preliminary countervailing duty decision on April 24, 2017, after which duties may be applied to softwood lumber exported from Canada to the U.S. A dumping decision is expected in June.

Canada and the U.S. have met repeatedly in an effort to negotiate a replacement for the SLA, with John Allen as B.C.'s Lead Negotiator. The recent U.S. election and delays in appointing the United States Trade Representative and other officials have limited opportunities for settling the dispute.

DISCUSSION: The Softwood Lumber Agreement provided stability and certainty to BC's softwood lumber producers. Although restrictions on lumber exports are unwarranted, an agreement is preferable to the alternative of countervailing and anti-dumping duties on lumber shipments to the U.S., which are calculated and collected by the U.S. government.

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The Premier recently appointed David Emerson, a former federal cabinet minister, as the B.C. Trade Envoy to the United States to work with Canada and the new U.S. administration on securing a new Softwood Lumber Agreement. Mr. Emerson recently completed a trip to Ottawa and Washington, DC (March 6-8) and will likely make return trips next month.

In the meantime, the litigation continues. s.13

KEY MESSAGING:

- The Ministry of Forests, Lands and Natural Resource Operations leads the Province's softwood lumber negotiations and litigation and works with the Ministry of International Trade, which leads the broader B.C. – U.S. trade file.
- We remain open to negotiations and will continue to support Canada.
- We appreciate the close working relationship with Global Affairs Canada on this file, and in particular, would like to recognize your efforts in opening doors for our Trade Envoy, David Emerson.
- We support Global Affairs Canada's efforts to coordinate advocacy in the U.S. to maximize the effectiveness of our efforts.
- We are continuing to assess the implications of the new administration for NAFTA and what opportunities/challenges there may be to resolve the lumber issue in the context of NAFTA negotiations.

Prepared by: Janna Jessee, Senior Manager, Trade Policy and Negotiations
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