

From: [Yelovatz, Maureen JTT:EX](#)  
To: [Badger, Joleen GCPE:EX](#); [Wong, Tamarra PREM:EX](#)  
Cc: [Tsang, Robin FIN:EX](#); [Henry, David A FIN:EX](#); [Stoica, Flavia JTT:EX](#)  
Subject: RE: E-Binders - Geoff Meggs  
Date: Monday, January 15, 2018 2:47:35 PM  
Attachments: [Geoff Meggs - China.pdf](#)  
[Geoff Meggs - Japan.pdf](#)  
[Geoff Meggs - Korea.pdf](#)

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Hi:

The Asia Mission e-binders for China, Korea and Japan are attached. David – these are for upload to Geoff's devices.

You'll note there are gaps but these will be managed in-market as meetings evolve. Hard copy binders will be over in the morning.

M.

Maureen Yelovatz

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# BRITISH COLUMBIA CANADA



## ASIA MISSION 2018

Meetings & Events Binder: China  
January 20-30, 2018



[www.BritishColumbia.ca](http://www.BritishColumbia.ca)

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.1, Last updated Jan 11, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 22, 2018 - GUANGZHOU, CHINA				
10:45 - 11:15	Depart for s.15 Location: s.15 Guangdong	Depart for s.15 10:30 - 11:15 Location: s.15 Guangdong BC Delegate: Fazil Mihlar	Depart for 's.15 10:45 - 11:15	
11:15 - 12:00	Private program		Bilateral with Tourism Administration of Guangdong Province 11:30-12:00 Location: s.15	
12:00 - 13:30	Explore British Columbia Guest Registration: 11:30 - 12:30 Location: s.15 s.15 Guangdong -PJH and MLB to address audience  BC Delegates: Fazil Mihlar, Dave Nikolejsin, Sandra Carroll, Geoff Meggs, Sheena McConnell, Cathy Yao  -Tourism promotional luncheon in partnership with Destination BC to mark the “2018 Canada-China Year of Tourism”. The event will promote BC agrifood, seafood, fruit wine and tourism. -MC will invite the media group to transit to the s.15 room for the Wechat signing. Other guests will be able to stay at the event until 1:30pm.			
13:35 - 13:40	Wechat Signing Ceremony Location: s.15 - Premier to be escorted from luncheon for a photo opportunity post signing ceremony	Private Program	Side program TBC	Wechat Signing Ceremony 13:20 - 14:40 Location: s.15 s.15 -PJH to attend 13:35 - 14:40 - To be attended by 30 media -10 min speech by MLB including translation - 10 min speech from Wechat rep -5 min signing and group photo
13:45 -14:00	Photo Opportunity with Ballard Bus Location s.15 Main Entrance s.15 Guangdong BC Delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs			

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.1, Last updated Jan 11, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Wednesday, January 24, 2018 - BEIJING, CHINA				
12:30 - 13:30	<p>Ski British Columbia  Location: S. 15  Guest Registration: 12:00 - 12:30  - PJH and MLB to address audience  - MBR to arrive at 13:00 for walk-through &amp; conclusion  - Tourism promotional luncheon in partnership with Destination BC to mark the "2018 Canada-China Year of Tourism". The event will promote BC agrifood, seafood, fruit wine and tourism.</p>			
13:30 - 14:00	<p>Depart for the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)  Location: 1 Taijichang St, Dongcheng District, Beijing</p>	<p>Private program/lunch  Location: Hotel room</p>		<p>Depart for the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)  13:30 - 14:00  Location: 1 Taijichang St, Dongcheng District, Beijing</p>
14:00 - 14:45	<p>Meeting with the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)  Location: 1 Taijichang Street, Dongcheng District, Beijing</p>	<p>Meeting with Tsinghua Holdings  14:00 - 15:00  Location: S. 15</p>		<p>Meeting with the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)  14:00 - 14:45  Location: 1 Taijichang Street, Dongcheng District, Beijing</p>



## Event Note

**CLIFF: 139051****TITLE:** Tourism luncheon in Guangzhou**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable Lisa Beare, Minister of Tourism, Arts and Culture
4. Honourable George Chow, Minister of State for Trade
5. Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology
6. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
7. Sandra Carroll, Deputy Minister, Ministry of Tourism, Arts and Culture
8. Geoff Meggs, Chief of Staff, Office of the Premier
9. Sheena McConnell, Press Secretary, Office of the Premier

Destination BC representatives

120 guests:

- Tourism partners (tour operators, travel agents and airlines) (70)
- Travel media (30)
- Premier's delegation (12)
- JTT guests (10)

**WHERE:** Monday, January 22 2018 | 11:30 pm – 2:50 pm

Location: s.15

Guangzhou

**WHY:**

- Showcase BC's tourism opportunities via a themed lunch to key Chinese travel trade, industry and travel media promoted by BC's Premier and Minister of Tourism Arts and Culture.

**GIFT:**

- A "Super, Natural British Columbia" branded bag will be distributed to each guest. It will contain a BC tourism destination brochure and flat sheet (Chinese Language version), branded notebook and scarf, and collateral from lunch sponsors. A letter from the Premier will also be included, highlighting B.C. tourism experiences.

**ISSUE/DISCUSSION:**

- Destination BC will organize and host a tourism themed luncheon during the Premier's visit to Guangzhou on January 22, 2018. Invited guests will include key travel agents from Guangzhou and Shenzhen, travel media, airlines partners, YVR and key opinion leaders. In total, there will be approximately 120 guests.

- To maximize the visibility of BC tourism in China, Destination British Columbia has developed an event concept that aligns with our goals and the BC tourism brand currently promoted in the market, and supports the promotion of businesses and destinations in BC
- The tourism lunch will:
  - Promote BC as a tourism destination for Chinese travelers based on BC's incredible nature: cities surrounded by nature, our ocean coast, rainforests, and mountains.
  - The theme, Explore British Columbia, supports Destinations BC's existing marketing campaigns globally.
  - Focus specifically on high-yield (high-end) travelers, and promote seasons with capacity, such as spring, fall and winter travel.
  - Champion tourism and tourism businesses in BC
  - Capitalize on Destination BC's presence in China.
  - Provide a timely opportunity to promote BC during the 2018 Canada-China Year of Tourism.

**Theme:** Explore British Columbia

- BC's authentic nature is what inspires people around the world to visit BC
- The natural landscapes influence the BC lifestyle, culture and tourism experiences, and drawing visitors from our key markets.
- Our natural landscapes such as cities in wilderness, our coast, and mountains (Rocky Mountains) influences our lifestyle, culture, and tourism products and experiences which drive visitors to BC.
- As eco-tourism continues to grow as an interest for the Chinese traveler, BC is well positioned to offer a wide variety of unique and accessible experiences.
- The luncheon will showcase tourism experiences such as touring, outdoor adventure, urban culture and many activities including wildlife viewing.

**Format:**

- Stand-up lunch reception.
- Menu will include BC food (salmon and pork), blueberry wine and water (TBA).
- Imagery in room (videos, banners) and décor will support the theme. See attached PPT for the floor plan and creative.

**Agenda:**

- 11:30 am – Registration begins. As guests arrive they will have the opportunity to experience Destination BC's virtual reality, network, as well as view other videos.

- 12:00 pm – Emcee welcomes guests and introduces Minister Beare, she gives remarks. Minister Beare then introduces Premier, he gives remarks. MC makes closing remarks and invites everyone to enjoy the event.
- 12:30 pm – Lunch will begin.
- 1:20 pm – Media invited to move to WeChat signing.
- 1:30 pm – Lunch will end.

**Attendees:**

- See attachment III

**BACKGROUND:**

- Total inbound tourism to BC in 2016 totalled 5,532,226, with the majority from the U.S. overnight visitors (3,621,136).
  - Inbound tourism to British Columbia from residents of China in 2016 were 312,668 overnight customs entries (5.6% of total).
  - This has more than tripled since 2009 and China is now BC's second largest market after the U.S.
- Destination British Columbia has had representation in Beijing since 2010, co-located with Destination Canada, to market British Columbia as a year-round destination. Destination BC attends the Destination Canada Showcase marketplaces in China annually in October to meet with key tour operators that are currently promoting travel packages to BC, or have an opportunity to start or increase their BC tourism product offerings to consumers.
- In 2015, Prime Minister Trudeau and Premier Li declared 2018 as the Canada-China Year of Tourism. The federal government and Destination Canada are engaging provinces and their destination marketing organizations on details on promotional activities.
- Vancouver has become the most connected city with China in North America and Europe, with over 50 flights to YVR connecting 11 mainland Chinese cities in the 2016-2017 winter/spring seasons, and 61 flights per week to YVR during the peak summer 2017 season. YVR currently hosts more Chinese airlines (7) than any other airport in North America.
- Between Guangzhou and Vancouver, there are 10 flights weekly into YVR and 7 flights per week into Toronto.

s.16

- Chinese tourists are able to visit Canada frequently with Approved Destination Status (ADS) in 2010 and the advent of 10-year multiple-entry visas in 2015. Over 50% of Chinese visitors to Canada visit BC at some point during their travels.

- Canada has opened seven new visa application centres (VACs) in China in addition to those already open in Beijing, Shanghai, Guangzhou and Chongqing. These application centres are in so-called secondary cities (Chengdu, Wuhan, Shenyang, Jinan, Nanjing, Kunming and Hangzhou) that will support further travel growth to Canada.
- Destination BC's 2017/2018 annual plan for China market includes :
  - Introducing new tourism products to tour operators to promote longer length of stays, dispersion in the province and seasonality.
  - Supporting marketing initiatives through Destination Canada by participating in content marketing campaigns, featuring key BC experiences in digital, media and social media channels.
  - Seeking unique media trips to BC for key influencers, celebrities, media outlets and events to showcase areas of British Columbia with a focus on generating awareness of and interest in BC
  - Supporting Destination Canada on the Canada-Year of Tourism 2018 promotions.
  - Undertaking a campaign that builds on BC ski products available for the China market.
  - Launching a Chinese New Year's initiative to capitalize on Canada-China Year of Tourism 2018. The objective is to inspire and motivate Chinese visitors to travel to Vancouver during Chinese New Year by showcasing BC winter experiences, Chinese New Year festivals and multi-cultural events.
  - Maximizing the partnership signed in June 2017 with China's largest online travel agency, CTrip, and increasing the awareness of BC tourism products through this influential distribution channel.

**ADDITIONAL INFORMATION: N/A****SPEAKING NOTES: Yes****CONTACT:**

Monica Leeck  
Destination British Columbia  
[Monica.Leeck@DestinationBC.ca](mailto:Monica.Leeck@DestinationBC.ca)  
Phone: 604.660.4704

**ATTACHMENTS:**

Attachment I: Event plan – attachment pending – to be updated in market  
Attachment II: Floor plan and creative  
Attachment III: Guest List  
Attachment IV: Menu

## BUFFET MENU

## 自助餐菜单

公司名称: 加拿大BC省

Company Name: BC Government

日期: 2018年1月22日中午12:00-13:30

Date: 12: 00-13:30PM, 22/01/2018

地点:

Venue

保证人数: 120位

Guarantee: 120 Attendees

用餐形式: 站立式

Set Up: Standing

收费标准: 每位¥500元 NET (含本地啤酒、可乐、橙汁汽水)

Price: ¥500/per person (including: local Beer、Coke、 Orange Squash)

备注: 免蛋黄酱、免洋葱、自带三文鱼和猪肉

Notes: No Mayonnaise、No Onion、Bring own Salmon and Pork

**Sashimi:** Orange Olive Oil Salmon  
( Salmon Supplied by Sponsor)  
Mandarin Salmon with Dill  
( Salmon Supplied by Sponsor)  
Clam

刺身: 香橙橄榄油三文鱼(三文鱼自来)

苹果刁草三文鱼卷(三文鱼自来)

北极贝

**Cold:** Cold Sausage  
Pastrami with Pickle  
Spinach Red Pepper Sardines Tart  
Smoked Duck Breast

冷盘: 意式冻肉肠  
黑椒牛肉伴酸瓜  
菠菜红椒沙丁鱼挞  
烟鸭胸

**Salad:** Mixed Green  
Prawn Salad

田园沙律| 田园沙律  
大虾沙律

**Soup:** Pumpkin Cream Soup

汤: 南瓜忌廉汤

**Hot:** Fillet of Beef with Mushroom Sauce  
Lamb with Cumin  
Braised Pork( Pork Supplied by Sponsor)  
Slow Cooked Salmon  
Fried Broccoli with Garlic

热盘: 烤牛肉  
烤羊肉  
烧猪肉(猪肉自来)  
慢煮三文鱼  
蒜蓉西兰花

	Fried Prawns with Gralic & Coriander	芦笋炒虾球
	DEep-fried Spring Roll	炸春卷
	Feep-Fired Chips	炸薯角
	Deep-fried Chicken	日式炸鸡
	Sandwich	手指三文治
<i>Dimsum</i>	Saqima	点心：榄仁萨其马
	BBQ Pork Cake	松化叉烧酥
<i>Dessert:</i>	Mango Mousse Cake	甜品：芒果慕思饼
	Chocolate Cake	传统朱古力蛋糕
	French Pastry	法式什饼
	Caramel Custard	焦糖吉士蛋
	Red Velvet Cake	红丝绒蛋糕
	Fruit Tart	水果挞
	** Assosrted breads	**各款面包
	Seasonal fruit	时令鲜果
<i>Drinks:</i>	Still Water (Supplied by Sponsor)	TBC
	Blueberrry Wine(Supplied by Sponsor)	TBC

## Meeting Note

**CLIFF: 139055****TITLE:** Briefing with Consul General of Canada in Guangzhou**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable George Chow, Minister of State for Trade
4. Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology
5. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
6. Geoff Meggs, Chief of Staff, Office of the Premier
7. Sheena McConnell, Press Secretary, Office of the Premier

Government of Canada

1. Rachael Bedlington, Consul General of Canada
2. Tom Cumming, Senior Trade Commissioner, Consulate General of Canada in Guangzhou

**WHERE:** Monday, January 22 2018 | 4:20 pm – 4:50 pm

Location: s.15

Guangzhou

**WHY:**

- Receive a briefing on the current political and economic situation in Guangdong and the state of China/Guangdong-Canada relations

**GIFT:** No

### ISSUE/DISCUSSION

- BC seeks to strengthen its trade and investment relationship with China, especially in promoting exports of forestry and lumber products, agri-food and seafood from the province.
- BC is also interested in exploring mutually beneficial opportunities related to clean energy and tourism.

### KEY MESSAGES & DISCUSSION QUESTIONS:

s.13, s.16

**BACKGROUND:**

- Ms. Bedlington was appointed as the Consul General of Canada to Guangzhou in 2015.
- The Consulate General of Canada in Guangzhou covers six provinces in South China and manages two Canadian Trade Offices, in the Guangdong and Fujian Provinces.

**BC Guangdong Relations**

- Guangdong Province is situated in the southernmost part of China's mainland, and is the most populous (104 million) and wealthy province (by GDP) in China (USD 1.2 trillion, approximately 11% of China's GDP). Canada's GDP is USD 1.5 trillion (10th in the world), and China's is USD 11.2 trillion (2nd).
- Former Vancouver Mayor Mike Harcourt signed the sister city agreement with former Guangzhou Mayor YE Xuanping, during his official mission to Vancouver in March 1985.
- Former NDP Premier Mike Harcourt signed the sister province agreement with former Guangdong Governor ZHU Senlin, during his official mission to BC in September 1995.
- Twenty BC municipalities have sister city or friendship agreements with 28 Chinese cities. BC and Guangdong also have two sister ports: Vancouver International Airport-Guangzhou International Airport and Vancouver Port-Guangzhou Port.
- In the past 22 years, BC and Guangdong have collaborated on a range of activities, including promoting increased trade and investment, conducting educational exchanges, jointly developing health responses to infectious diseases and collaborating on environmental sustainability issues.
- BC established a Trade and Investment Representative Office in Guangzhou in February 2009 and the Guangdong government set up an Economic and Trade Representative Office in Vancouver in September 2014.
- China is BC's second-largest trading partner, and accounts for 15.5% of BC's commodity exports (valuing \$6.1 billion). Guangdong accounts for 1/4 of China's total trade volume, 1/9 of national GDP, and 11% of the national consumption. It is the richest province of China, which contributes about 1/7 of China's fiscal revenue.



**ADDITIONAL INFORMATION:****EVENT SCENARIO**

Time	Details
4:20 – 4:30 pm	Briefing by Consul General Rachael Bedlington
4:30 – 4:50 pm	Premier John Horgan discussion with Consul General Rachael Bedlington
4:50 pm	End of Event

**SPEAKING NOTES:** No**CONTACT:**

Cathy Yao  
Managing Director, BC TIR South China  
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**ATTACHMENTS:**

Attachment I: Biography for Consul General Rachael Bedlington

**Attachment I****Biography for Rachael Bedlington  
Consul General of Canada in Guangzhou**

Rachael Bedlington (BA Joint Honours - East Asian Studies and Political Science, McGill University, 1990, Nanjing Normal University, 1992) joined External Affairs and International Trade Canada in 1992.

She has served abroad extensively in Asia, including twice in China at the Embassy of Canada to China in Beijing, and most recently as political counsellor in Kuala Lumpur and chargé d'affaires in Colombo, Sri Lanka.

In Ottawa, Ms. Bedlington has worked in divisions responsible for negotiating the North American Free Trade Agreement, for bilateral relations with India, and other diplomatic assignments.

In 2011, she became head of the Sudan and South Sudan Task Force, representing Canada at the Darfur Peace Agreement Implementation Follow-up Commission, and serving as chair of the International Contact Group on Sudan and South Sudan.

Starting in 2013, she served as executive director for Human Rights and Indigenous Affairs Policy within the newly amalgamated Foreign Affairs, Trade and Development Canada.

Ms. Bedlington is married and has one son.

## Meeting Note

**CLIFF: 139057****TITLE:** Bilateral with Guangdong Governor, Dr. Ma Xingrui**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable Lisa Beare, Minister of Tourism, Arts and Culture
4. Honourable George Chow, Minister of State for Trade
5. Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology
6. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
7. Sandra Carroll, Deputy Minister, Ministry of Tourism, Arts and Culture
8. Geoff Meggs, Chief of Staff, Office of the Premier
9. Sheena McConnell, Press Secretary, Office of the Premier
10. Cathy Yao, Managing Director, Guangzhou Trade and Investment Office

Government of Canada

1. Rachael Bedlington, Consul General of Canada

Guangdong Government

1. Dr. MA Xingrui, Governor of Guangdong Province
2. Guangdong Government Officials (TBC)

**WHERE:** Monday, January 22, 2018 | 5:30 pm – 6:00 pm

Location: Guangdong Foreign Affairs Club, No. 60, Shamian Street, Guangzhou

**WHY:**

- To promote bilateral ties and two-way trade and investment relationship between Guangdong and BC

**GIFT:** Yes. Salmon Panel**ISSUE/DISCUSSION:**

- This meeting is an opportunity to establish a relationship with Guangdong's new governor. The Governor is currently a member of the 19<sup>th</sup> Communist Party of China (CPC) Central Committee, the 11<sup>th</sup> Chinese People's Political Consultative Conference, and Deputy Party Secretary/Standing Committee Member of the CPC Guangdong Committee.
- This meeting is also an opportunity to confirm government's commitment to the BC-Guangdong sister-province relationship.

**KEY MESSAGES & DISCUSSION TOPICS:**

s.13

**BACKGROUND:**

- 2018 marks the 23rd anniversary of the Sister Province Relationship between BC and Guangdong, as well as the 33rd anniversary of the Sister City Relationship between Guangzhou and Vancouver.
- Guangdong Province is situated in the southernmost part of China's mainland, and is the most populous (104 million) and wealthy province (by GDP) in China (USD 1.2 trillion, approximately 11% of China's GDP). Canada's GDP is USD 1.5 trillion (10th in the world), and China's is USD 11.2 trillion (2nd).
- Governor Ma was appointed Governor of Guangdong Province in January 2017.
- In April 2015, the Governor led a delegation to visit BC when he was the Deputy Secretary of the CPC Guangdong Provincial Committee. In November 2015, as the Party Secretary of Shenzhen, he witnessed the signings of two MOUs between BC and Guangdong on low carbon development and cooperation and promoting two-way trade and investment relations.
- Guangdong's top priorities for the coming years as set by the central government include: keeping a mid-to-high speed for gross domestic product growth; stimulating

local consumption; invigorating trade, especially with developing countries along the Silk Road; and “implementing innovation-driven strategy and building an eco-civilization”.

## ADDITIONAL INFORMATION:

### EVENT SCENARIO

Time	Details
5:15-5:25 pm	Premier and official delegation depart for Guangdong Foreign Affairs Club escorted by Guangdong FAO officials
5:25-5:30 pm	Premier and official delegation welcomed by Governor Ma and Guangdong officials at the entrance of the Foreign Affairs Club, followed by group photo in front of the Club
5:35-5:45 pm	Welcome remarks by Governor Ma
5:45-5:50 pm	Remarks by Premier Horgan
5:50-5:58 pm	Discuss mutual interested issues
5:58-6:00 pm	Gift exchange
6:00 pm	End of Event, proceed to Sister Province Official Banquet

### CONTACT:

Cathy Yao  
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### ATTACHMENTS:

Attachment I: Biography for Dr. Ma Xingrui, Guangdong Governor

Attachment II: Seating Plan (to be updated)

Attachment III: BC-Guangdong Sister Province Relations

**Attachment I****Biography for Dr. Ma Xingrui  
Governor of Guangdong**

Dr. Ma Xingrui is currently a member of the 19<sup>th</sup> Communist Party of China (CPC) Central Committee, a member of the 11<sup>th</sup> Chinese People's Political Consultative Conference, Deputy Party Secretary and Standing Committee Member of the CPC Guangdong Committee, and Governor of Guangdong Province.

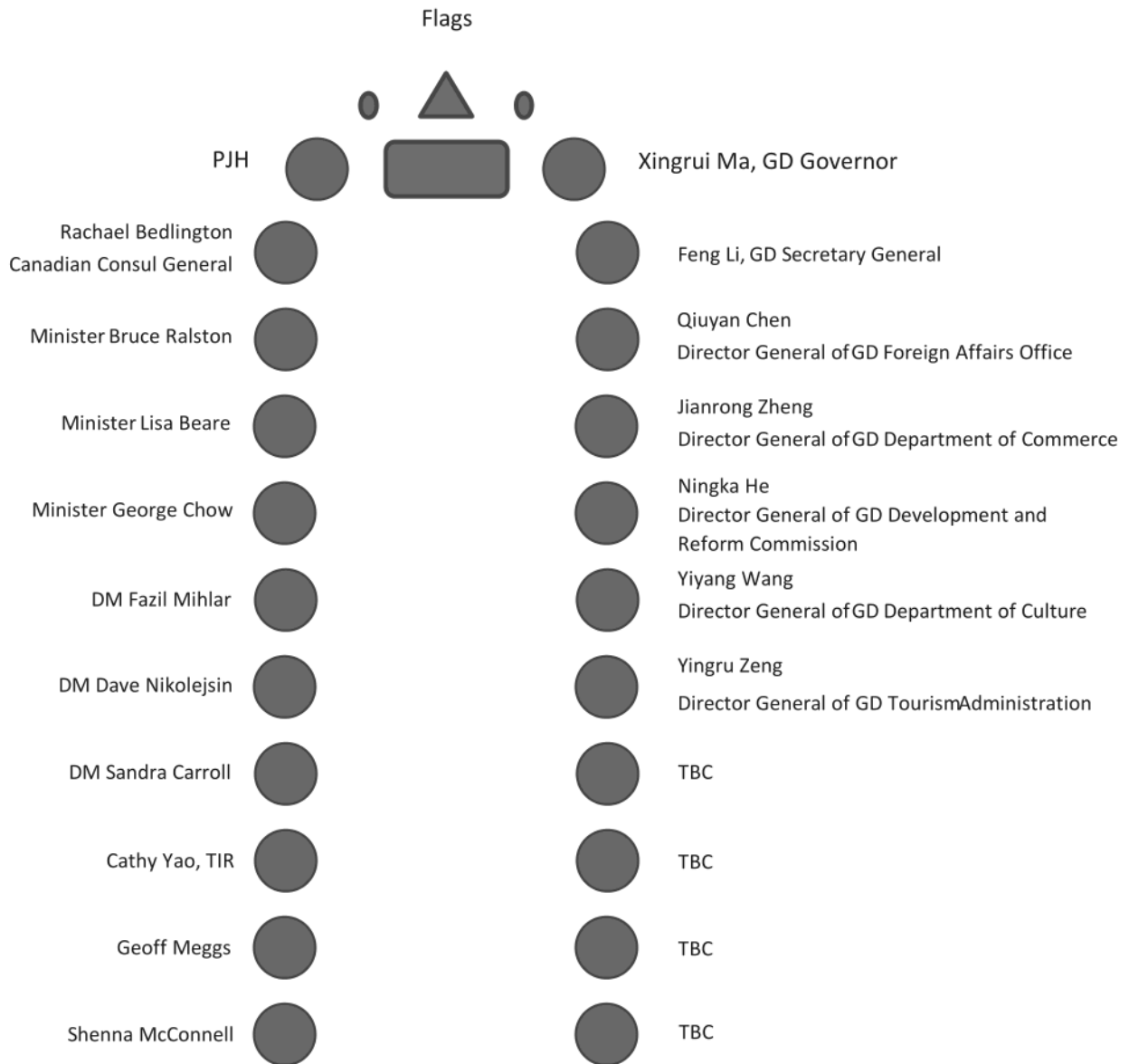
In March 1988, Dr. Ma graduated with a doctor's degree in general mechanics from the Harbin Institute of Technology (HIT). Before that, he received a bachelor's degree in mechanics engineering in 1982 and a master's degree in general mechanics in 1985. From 1988 to 2006, Mr. Ma worked at HIT and served as lecturer, professor, Deputy Dean of the Faculty of Space Science and Technology, Dean of the Faculty of Space Engineering and Mechanics, and Deputy Dean of the School of Space Science, as well as the Vice President of HIT.

In May 1996, Dr. Ma became the Vice Chairman of the Chinese Academy of Space Technology. From September 1999 to 2007, he served as Deputy General Manager of China Aerospace Science and Technology Corporation. In August 2007, he became the General Manager. In March 2013, he was appointed Vice Minister of Industry and Information Technology.

In November 2013, Mr. Ma was appointed Deputy Party Secretary of the CPC Guangdong Committee. In March 2015, he was appointed Party Secretary of CPC Shenzhen Committee. In January 2017, he was appointed Governor of Guangdong Province.

## Attachment II

### Seating Plan for Bilateral with Guangdong Governor MA Xingrui



**Attachment III****BC – Guangdong Sister Province Relations**BC-Guangdong Relations

BC and Guangdong twinned in 1995 when Premier Harcourt signed a Protocol that established the BC-Guangdong sister relationship. Vancouver has been twinned with Guangzhou (Guangdong's largest city) since 1985. Twenty BC municipalities have sister city or friendship agreements with 28 Chinese cities. BC and Guangdong also have two sister ports: Vancouver International Airport-Guangzhou International Airport and Vancouver Port-Guangzhou Port.

Over the past 22 years, BC and Guangdong have collaborated on a range of activities, including promoting increased trade and investment, conducting educational exchanges, jointly developing health responses to infectious diseases and collaborating on environmental sustainability issues.

Over the past three years, BC has worked closely with the Consulate General in Vancouver on a series of high-level inbound missions from China to BC, including a visit by former Guangdong Governor ZHU Xiaodan (Sept 25, 2014), former Vice Governor of Jiangsu Province XU Ming (Oct 2014), former Guangdong Party Secretary HU Chunhua (May 8-9, 2016), and a delegation of China Entrepreneur Club members (Oct 21-22, 2016).

BC established a Trade and Investment Representative Office in Guangzhou in February 2009 and the Guangdong government set up an Economic and Trade Representative Office in Vancouver in September 2014.

China is BC's second-largest trading partner, and accounts for 15.5% of BC's commodity exports (valuing \$6.1 billion). Guangdong accounts for 1/4 of China's total trade volume, 1/9 of national GDP, and 11% of the national consumption. It is the richest province of China, which contributes about 1/7 of China's fiscal revenue.

Recent Visits

In May 2017, the BC Mayors Delegation visited the cities of Guangzhou, Shenzhen and Shanwei in Guangdong Province. The itinerary included business meetings, municipal facility tours, educational visits, cultural tours and site visits to trade projects.

In May 2016, Guangdong Party Secretary Hu Chunhua led a government and business delegation to BC. The purpose of the visit was to strengthen the sister province relationship between Guangdong and BC and expand cooperation in various sectors, including e-commerce, clean energy and innovation technologies.



BC - Guangdong MOUs:

- September 1995: Establishment of the Sister-Province Relationship
- September 2014: Action Plan to mark the 20<sup>th</sup> anniversary of sister province relations
- September 2014: MOU on Two-Way Investment and Trade Promotion Cooperation
- November 2015: Enhance cooperation on Climate Change and Low Carbon Development
- November 2015: Low Carbon Development and Clean Technology Cooperation
- May 2016: Enhancing Maritime and Economic Connectivity (One Belt One Road Initiative)
- June 2011 (renewed May 2016): Two-Way Educational Exchange and Promotion Cooperation

Information Communication Technology

In November 2015, TELUS signed an MOU with Huawei Technologies Co., Ltd. to establish a “5G Living Lab”. This innovative new project will test approaches to deliver a next-generation converged fibre-wireless network in downtown Vancouver. To support this “Living Lab”, Huawei will invest CAD \$<sup>s.17</sup> to design, test and deploy ground-breaking new technologies, with the goal of developing next-generation 5G-based telecommunication networks.

Pelesys Learning Systems Inc., is a Vancouver-based and leading aviation training management service provider. China Southern Airlines is the largest transport airline with the densest route network and the largest passenger capacity in mainland China. In November 2015, the two organizations signed a cooperation agreement to set up strategic partnership and cooperatively establish offshore Pelesys’ maintenance training center in Guangzhou.

Life Sciences

In April 2017, Shenzhen BGI and St. Paul Hospital launched a joint research project on the analysis survey of Non-Invasive Prenatal Test (NIPT) in BC. Depending on the results, BGI may launch the NIPT test service in BC or continue to conduct survey on this subject. The survey will last one year and cost CAD \$<sup>s.17</sup>. BGI will cover 70% of the cost, which is CAD \$<sup>s.17</sup>.

In September 2014, the Vancouver Prostate Centre (VPC) signed an MOU with Shenzhen BGI (the world’s largest genomics organization) to establish the BGI-VPC Joint Research Laboratory in Vancouver. The sequencing and translational research facility will jointly discover and advance basic and translational programs in oncology. Shenzhen BGI invested research equipment with value of CAD \$<sup>s.17</sup> for first phase investment and to set up a team for the lab.

Clean-tech

In June 2017, Ballard Power Systems Inc. announced that it has entered into an \$<sup>s.17</sup> supply contract with Zhongshan Broad-Ocean Motor Co., Ltd. to support the deployment of 400 FCveloCity® fuel cell engines integrated into clean energy buses and trucks in key Chinese cities.

In April 2017, Ballard Power Systems Inc. closed the transaction announced in February 2017 with strategic partner Zhongshan Broad-Ocean Motor Co., Ltd. for the assembly and sales of 200 FCveloCity 30 kilowatt and 85 kw fuel cell engines in China. Broad-Ocean plans to engage with local governments and vehicle manufacturers to deploy fuel cell buses and commercial vehicles with Ballard-designed modules manufactured by Broad-Ocean.

In July 2015, Foshan Government established a new city-to-city bus route using fuel cell-powered buses. Ballard Power Systems Inc. reached an agreement with Foshan City to supply 25 modules to the electric bus manufacturer in Foshan. The bus fleet began operation in 2016.

### Agri-Food

Guangdong imports various foods and beverages from BC, such as geoduck, Dungeness crab and icewine.

In August 2017, Cheena Canada Ltd. signed an agreement with Vipshop Holdings, which operates China's largest flash sale website, to sell \$2 million worth of Cheena's products within one year for export via Vipshop.

In April 2017, Webber Naturals sold <sup>s.17</sup> in health foods to VIP.com.

### Education

In October 2017, Guangdong San Jin Investment and Guarantee Co., Ltd. invested CAD <sup>s.17</sup> to buy the Richmond campus of the Academy of Learning College. Guangdong San Jin bought Winston College in 2013, and the purchase of the Academy of Learning College was the company's second investment in BC's education sector.

In November 2015, the Vancouver Film School signed a partnership agreement with the Guangzhou Academy of Fine Arts to foster international cooperation in education, research, project development and cultural exchange in film, animation, digital media, and entertainment related fields.

In 2012, the University of British Columbia Sauder School entered into a five-year executive training agreement with the Guangdong Provincial Government Department of Human Resources and Social Security.

### Energy

In January 2017, BC's Carbon Capture and Conversion Institute visited Guangdong's Carbon Capture, Utilization and Storage Centre to discuss cooperation, including joint researches, <sup>s.17</sup>

In August 2013, China Gas signed a <sup>s.17</sup> equipment purchase agreement with Chilliwack-based IMW (called Clean Energy Compression Ltd. since 2015) to build 310 natural gas stations in the next 3 years in China. Export Development Canada accredited <sup>s.17</sup> to China Gas to purchase natural gas equipment from Canada.

### Mining and LNG

In August 2017, Yijing Group invested <sup>s.17</sup> in Mill Bay-based Stone Pacific Contracting Ltd. to provide direct supply of stone to Yijin's "Ocean Terrace Properties" commercial project in Mill Bay. Yijing will keep the quarry's original workforce and create nine new jobs.

In May 2016, Guangzhou Gas Group and Woodfibre LNG Inc. signed an agreement to cooperate on LNG exports from BC to Guangzhou. Guangzhou Gas will buy 1 million tonnes of LNG per year from Woodfibre and invest in the liquification and export facility in Squamish. Guangzhou Gas, Guangzhou Port and Woodfibre's parent company, Pacific Oil and Gas, will jointly build an LNG receiving terminal in Guangzhou to receive the LNG.

In May 2016, China General Nuclear Mining Company (CGN) Limited completed the first stage investment in the Fission Uranium Corp. With this investment, CGN will hold 19.99% of Fission's total shares. The project is expected to start production in 2025 with 15 years production life.

### Transportation

In April 2017, China Southern Airlines launched a new Guangzhou-Vancouver-Mexico City route. The new service marks the first route between China and Mexico via Vancouver International Airport. The new route will also be China Southern Airlines' longest air route.

In October 2014, Pelesys established a sales office in Guangzhou inside Guangzhou Civil Aviation College to develop more clients in mainland China and Southeast Asia.

In June 2011, China Southern Airlines launched direct flights between Guangzhou and Vancouver. In June 2013 the route was increased to seven flights per week.

### Financial & Professional Services

In October 2016, Quark Venture Inc., a BC-based venture capital company, and GF Securities Company Limited, a leading investment bank headquartered in Guangzhou, announced the joint establishment of a new USD <sup>s.17</sup> global health sciences venture fund to be based in Vancouver. The fund, the largest of its kind in Canada, will invest globally in a diversified portfolio of innovative biotechnology and health sciences companies.

### Tourism

In August 2014, WhiteWater West Industries signed a contract valued at \$2.8 million with Chimelong Hengqin Ocean Kingdom to supply with a custom-designed wave pool created specifically for a marine animal exhibit and two other wave pools for Chimelong park, plus a variety of waterslides.

## Event Note

**CLIFF: 139067****TITLE:** Tourism Luncheon in Beijing**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
  2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
  3. Honourable Lisa Beare, Minister of Tourism, Arts and Culture
  4. Honourable George Chow, Minister of State for Trade
  5. Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology
  6. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
  7. Sandra Carroll, Deputy Minister, Ministry of Tourism, Arts and Culture
  8. Geoff Meggs, Chief of Staff, Office of the Premier
  9. Sheena McConnell, Press Secretary, Office of the Premier
- Destination BC representatives  
140 guests will include:
- Tourism partners (Destination Canada, tour operators, travel agents and airlines) (65)
  - Travel media (35)
  - Premier's delegation (12)
  - JTT guests (20)

**WHERE:** Wednesday, January 24 2018 | 11:20 am – 1:30 pm

Location: s.15

s.15

Beijing

**WHY:**

- Showcase BC's tourism opportunities via a themed lunch to key Chinese travel trade, industry and travel media promoted by BC's Premier and Minister of Tourism Arts and Culture.

**GIFT:**

- A "Super, Natural British Columbia" branded bag will be distributed to each guest. It will contain a BC tourism destination brochure and flat sheet (Chinese Language version), branded notebook and scarf, and collateral from lunch sponsors. A letter from the Premier will also be included, highlighting B.C. tourism experiences.

**ISSUE/DISCUSSION:**

- Destination British Columbia will organize and host a tourism themed luncheon during the Premier's visit to Beijing on January 24, 2018. Invited guests will include key travel agents from Beijing, travel media, airlines partners, YVR and key opinion leaders. In total, there will be approximately 140 guests.

- To maximize the visibility of BC tourism in China, Destination British Columbia has developed an event concept that aligns with its corporate goals and the BC tourism brand currently promoted in the Chinese market, while supporting the promotion of businesses and destinations in BC

s.13

**Theme:** Ski British Columbia

s.13

**Format:**

- Stand-up lunch reception.
- Menu will include BC food products, wine and beer.
- Menu TBA. Imagery in room (videos, banners) and décor will support the theme. See attached PPT for the floor plan and creative.

**Agenda:**

- 12:00 – Registration begins. As guests arrive they will be invited to experience Destination BC's virtual reality technology and interactive ski area to get a feeling for what skiing in BC is like. There will be an opportunity to network, as well as view other BC ski marketing videos.
- 12:30 pm – Emcee welcomes guests and introduces Minister Beare, she gives remarks. Minister Beare then introduces Premier, he gives remarks. MC makes closing remarks and invites everyone to enjoy the event.
- 1:00 pm – Lunch will begin.
- 1:30 pm – Lunch will end.

**Attendees:**

- See attachment III

**BACKGROUND:**

- Total inbound tourism to BC in 2016 totalled 5,532,226, with the majority from the U.S. overnight visitors (3,621,136).
  - Inbound tourism to British Columbia from residents of China in 2016 was 312,668 overnight customs entries (5.6% of total).
  - This has more than tripled since 2009 and China is now BC's second largest market after the U.S.
- Destination British Columbia has had representation in Beijing since 2010, co-located with Destination Canada, to market British Columbia as a year-round destination. Destination BC attends the Destination Canada Showcase marketplaces in China annually in October to meet with key tour operators that are currently promoting travel packages to BC, or have an opportunity to start or increase their BC tourism product offerings to consumers.
- In 2015, Prime Minister Trudeau and Premier Li declared 2018 as the Canada-China Year of Tourism. The federal government and Destination Canada are engaging provinces and their destination marketing organizations on details on promotional activities.
- Vancouver has become the most connected city in North America and Europe with China, with over 50 flights to YVR connecting 11 mainland Chinese cities in the 2016-2017 winter/spring seasons, and 61 flights per week to YVR during the peak summer 2017 season. YVR currently hosts more Chinese airlines (7) than any other airport in North America.
- Between Beijing and Vancouver, there are 18 flights weekly into YVR.

s.16

- Chinese tourists are able to visit Canada frequently with Approved Destination Status (ADS) in 2010 and the advent of 10-year multiple-entry visas in 2015. Over 50% of Chinese visitors to Canada visit BC at some point during their travels.
- Canada has opened seven new visa application centres (VACs) in China in addition to those already open in Beijing, Shanghai, Guangzhou and Chongqing. These application centres are in so-called secondary cities (Chengdu, Wuhan, Shenyang, Jinan, Nanjing, Kunming and Hangzhou) that will support further travel growth to Canada.
- The 2022 Winter Olympic Games will be held in Beijing.

- Destination BC's 2017/2018 annual plan for China market includes:
  - Introducing new tourism products to tour operators to promote longer length of stays, dispersion in the province and seasonality.
  - Supporting marketing initiatives through Destination Canada by participating in content marketing campaigns, featuring key BC experiences in digital, media and social media channels.
  - Seeking unique media trips to BC for key influencers, celebrities, media outlets and events to showcase areas of British Columbia with a focus on generating awareness of and interest in BC.
  - Supporting Destination Canada on the Canada-Year of Tourism 2018 promotions.
  - Undertaking a campaign that builds on BC ski products available for the China market.
  - Launching a Chinese New Year's initiative to capitalize on Canada-China Year of Tourism 2018. The objective is to inspire and motivate Chinese visitors to travel to Vancouver during Chinese New Year by showcasing BC winter experiences, Chinese New Year festivals and multi-cultural events.
  - Maximizing the partnership signed in June 2017 with China's largest online travel agency, CTrip, and increasing the awareness of BC tourism products through this influential distribution channel.
  - Actively promoting BC's winter ski experiences in China market for the past four years, through the travel trade and social media platforms.

**ADDITIONAL INFORMATION:** N/A

**SPEAKING NOTES:** Yes

**CONTACT:**

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[Monica.Leeck@DestinationBC.ca](mailto:Monica.Leeck@DestinationBC.ca)  
Phone: 604.660.4704

**ATTACHMENTS:**

Attachment I: Event Plan – attachment pending – to be provided in market  
Attachment II: Floor plan and creative  
Attachment III: Guest List  
Attachment IV: Menu

## **Canadian British Columbia Lunch**

Wednesday, 24<sup>th</sup> Jan 2018

### **Cold Carving Selection**

Mustard and Vermouth Marinated Salmon Gravlax  
芥香腌鲑鱼

### **Canapés**

Avocado thick roll, Herring Roe  
(BC herring roe provided by Dalian Xiangyun Foods Company Ltd)  
牛油果卷

Salmon and Avocado Dragon Roll  
(BC Atlantic salmon provided by Sea Alliance Food Crop)  
野生鲑鱼和鳄梨卷

Double Tuna and Kinome Maki Roll  
双倍金枪鱼寿司卷

### **Mini Sandwich**

迷你三明治  
Egg White Omelet, Smoked Cheese, Spinach  
蛋清蛋卷, 烟熏芝士, 菠菜

Pumpkin Seed Bread, Wild Salmon, Avocado  
南瓜籽面包, 野生三文鱼, 牛油果

Whole Wheat Tortilla roll Sandwich  
全麦玉米饼卷三明治

Roasted Turkey, Avocado, Lettuce  
烤火鸡, 牛油果, 生菜

Scrambled Pastel Egg, Turkey, Cheddar  
炒蛋, 火鸡, 车达干酪

### **Organic Vegetables**

Carrot, Cucumber, Celery, Radish, Cherry Tomato  
Roquefort, Bell Pepper, Anchovy Dips  
有机蔬菜沙拉

胡萝卜, 黄瓜, 芹菜, 水萝卜, 樱桃番茄, 羊奶干酪  
甜椒, 银鱼柳

### **Hot Carving Station**

热切肉档口  
BBQ Pork Ribs  
(BC pork provided by Donald's Fine Foods)  
烧烤猪排

### **Desserts**

Opera  
歌剧院蛋糕  
Butter Tart



加拿大黄油塔  
Chocolate Mousse Berry Shooter  
巧克力慕斯莓果杯  
Maple Syrup Panna Cotta  
枫树糖浆奶冻  
Praline Tart  
榛子巧克力塔  
Pudding Chomeur  
加拿大布丁  
Cream Brulee  
奶油蛋羹

### **Ice Cream Station**

冰淇淋档口  
5 kinds of ice cream  
五种口味冰淇淋  
Dried Cranberries  
(BC dried cranberries provided by Western Coast Green Health Corp)  
蔓越莓干

### **Beverage List**

Coke, Diet Coke, Sprite  
可乐，健怡可乐，雪碧

Chilled orange juice, grapefruit juice  
冰冻橙汁，西柚汁

Still & Sparkling water  
矿泉水，气泡水

BC SunRype apple juice  
(*Provided by SunFarm Products Ltd.*)

BC bottled glacial water  
(*Provided by Whistler Water Inc.*)

BC craft beer  
(*Provided by Russel Brewing Company*)

### **Wine**

Bench 1775  
Groove 2016

Bench 1775  
Sauvignon Blanc 2016

## Event Note

CLIFF: 139069

**TITLE:** Dinner with BC Companies Operating in Northern China

**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable Lisa Beare, Minister of Tourism, Arts and Culture
4. Honourable George Chow, Minister of State for Trade
5. Geoff Meggs, Chief of Staff, Office of the Premier

Embassy of Canada

1. Honourable John McCallum, Canada's Ambassador to China
2. Cindy Termorshuizen, Deputy Head of Mission, Canadian Embassy
3. Dave Murphy, Minister (Commercial) , Canadian Embassy

BC companies/organizations representatives

1. Ralph Lutes, Vice President, Asia, Teck Resources Limited
2. Willy Wang, Managing Director, Canadian Pacific Railway
3. Alex Li, China Representative, Port of Vancouver
4. Dora Kay, Director, Asia, Vancouver Airport Authority
5. Sean Goff, General Manager, Asia, CN Worldwide
6. Bob Kwauk, Chief Representative, Blakes
7. Margaret Cornish, Senior Advisor to CCBC
8. Adam Dunnet, Secretary General, European Union Chamber of Commerce
9. Kevin Tsui, Managing Director, Beijing Trade and Investment Office

**WHERE:** Wednesday, January 24 2018 | 6:00 pm – 7:30 pm

Location: Official Residence, Canadian Embassy

**WHY:**

- Demonstrate Government of British Columbia's support for BC companies doing business in China.

**GIFT:** No

**ISSUE/DISCUSSION:**

- The dinner and roundtable discussion is an excellent opportunity to exchange ideas as to how BC can better support BC-based businesses currently operating in China.
- The Canadian business community in China is keen to understand recent developments in BC and the province's current economic outlook for Asian trade. Invited guests will include selected local representatives of BC companies/organizations on the business development and government relations frontlines.

## KEY MESSAGES & DISCUSSION QUESTIONS:

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### BACKGROUND:

- China is now Canada's second largest trading partner. Beijing and other metropolises in northern China such as Tianjin, Dalian and Qingdao have become important business hubs for Canadian trade with China.
- The BC Government and business delegations participate and have booths in the China Mining Expo in Tianjin and the China Seafood and Fisheries Expo in Qingdao every year.
- A BC Business survey conducted in 2015, indicates only 25% of the surveyed readers said they are doing business in China; but among these 25% respondents, 75% claimed that business is growing steadily, or even booming and a third of those currently not doing business in China expected to be doing so within the next five years. Therein lays both a challenge—and also an opportunity—for BC based businesses.
- In November 2017, BC led the world as the first sovereign government to return to China's Interbond market, issuing its second Panda Bond worth RMB 1 billion.
- China is BC's second-largest trading partner, and accounts for 15.5% of BC's commodity exports (valuing \$6.1 billion). Top British Columbia exports to China last year include Chemical wood pulp (\$1.8 billion); Lumber (\$1 billion); Copper ores (\$796 million) and Coal (\$720 million). In the first three quarters of 2017, exports to China from BC grew by 12.7%.

### ADDITIONAL INFORMATION:

#### EVENT SCENARIO

Time	Details
6:00 pm	Premier departs for Official Residence (OR)
6:15 pm	Premier arrives at the north gate of Canadian Embassy and his escorted to the OR
6:20 pm	Meet and greet participants
6:30 pm	Guests proceed to the dining room
6:35 pm	Toast by Ambassador McCallum (short)
6:40 pm	Toast by Premier
7:30 pm	End of event, depart for <sup>s.15</sup>

**SPEAKING NOTES:** Yes for Premier (Toast)

**CONTACT:**

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**ATTACHMENTS:**

Attachment I: Guests list and company introductions – to be updated

**Attachment I****Guest list and company introductions****Host**

1. Honourable John McCallum, Canada's Ambassador to China
2. Cindy Termorshuizen, Deputy Head of Mission, Canadian Embassy
3. Dave Murphy, Minister (Commercial) , Canadian Embassy

**BC companies/organizations guests**

BC companies/organizations representatives

1. Ralph Lutes, Vice President, Asia, Teck Resources Limited
2. Willy Wang, Managing Director, Canadian Pacific Railway
3. Alex Li, China Representative, Port of Vancouver
4. Dora Kay, Director, Asia, Vancouver Airport Authority
5. Sean Goff, General Manager, Asia, CN Worldwide
6. Bob Kwauk, Chief Representative, Blakes
7. Margaret Cornish, Senior Advisor to CCBC
8. Adam Dunnet, Secretary General, European Union Chamber of Commerce
9. Kevin Tsui, Managing Director, Beijing Trade and Investment Office

# BRITISH COLUMBIA CANADA



## ASIA MISSION 2018

Meetings & Events Binder: Japan  
January 20-30, 2018



[www.BritishColumbia.ca](http://www.BritishColumbia.ca)

**Attachment III:****BC – JAPAN BACKGROUND**

- There are 51,150 people in BC of Japanese origin (121,485 in Canada). (2016 Census)
- Japan is BC's third-largest goods export market and Canada's second-largest trading partner in Asia. BC is the top exporter to Japan among Canadian provinces.
- 2016 - BC exported \$3.7 billion in products to Japan. Top BC exports are copper ores (\$985 million), coal (metallurgical) and fuels from coal (\$968 million), and lumber (\$726 million).
- 2016 – Japan is BC's fifth-largest market for international tourism. An estimated 151,535 travellers from Japan visited BC in 2016.

International Education

- Japan was the fourth largest source of international students in the province. In 2016, there were 6,710 students from Japan studying in BC. There is one BC offshore school in Tokyo, Japan (opened April 2015): Bunka Suginami Canadian International School.
- BC and Ehime prefecture in Japan have a dormant twinning relationship. There are 34 twinning relationships between municipalities in BC and Japan. In 2015, Vancouver-Yokohama and Burnaby-Kushiro celebrated 50 years of friendship, while Victoria-Morioka celebrated 30 years.

MOUs

- BC has Memorandums of Understanding (MOU) in place with:
  1. Japan Ministry of Economy, Trade and Investment (METI) - Energy Cooperation and Development signed in December 2013 for a three-year term, and renewed for three years on April 3, 2017.
  2. Japan Oil, Gas and Metals National Corporation (JOGMEC) - Mutual Cooperation signed in May 2012 for a three-year term. It was extended in 2013, and in 2016, and now runs to 2019. This MOU deals with unconventional natural gas, coal resources and associated technologies.
  3. Osaka Prefecture - MOU on clean tech, with a focus on fuel cell technologies.
- Several major Japanese trading houses (Mitsubishi, Mitsui, Marubeni, Sojitz) have their Canadian headquarters in Vancouver, and many are looking to expand their businesses in BC to include agrifood (e.g. Mitsubishi/Cermaq) and technology (e.g. Mitsubishi Health).

- BC has a Trade and Investment Representatives office in Tokyo, staffed by six people.
- In response to the March 2011 earthquake in the Tohoku region of Japan, BC provided \$500,000 to the Red Cross in support of emergency relief efforts plus \$500,000 to match contributions from five forestry firms.

#### Natural Resources/Agrifoods

- BC recognizes Japan as a major partner in natural resource industries including natural Gas/LNG, mining and forestry. Japan is a key LNG partner in LNG Canada (Mitsubishi Corporation). Japan continues to show great interest in BC wood pellets; Sumitomo Corporation acquired 48% of Pacific BioEnergy in September 2017.
- BC exports to Japan in 2016 for agrifood was \$112M, and \$106M for seafood.

#### Japanese Tech Investment

- Japanese tech companies (ICT, Gaming, Cleantech) are looking to invest in the North American market, and greater Vancouver represents an entry point for expansion. Recent tech investments include:
  - F-Com (Fujitsu subsidiary) - established its first overseas office in Vancouver in 2017 and is working with BC companies on innovation partnerships;
  - ClassMethod - established its first Canadian office in BC to provide cloud computing services to the North American market; and
  - Japanese gaming studios, including Bandai Namco Studios, CAPCOM and Relic (owned by SEGA) are all undergoing growth expansion in BC.

#### Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) (former TPP)

- The Trans-Pacific Partnership (TPP) agreement was originally concluded on October 5, 2015 and signed on February 4, 2016 by twelve Asia-Pacific countries: Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, the United States and Vietnam.
- On January 30, 2017, the United States notified signatories that it did not intend to become a party to the agreement, preventing the original TPP from entering into force in its current state.
- Following the decision of United States to withdraw from the agreement, the remaining TPP signatories (the "TPP-11") met several times in order to find a way forward on the TPP.



- On November 11, 2017 on the margins of the APEC meeting, Trade Ministers from the TPP-11 countries announced they had reached agreement on the “core elements” of the renamed “Comprehensive and Progressive Agreement for Trans-Pacific Partnership” (CPTPP). This is not an Agreement-in-Principle, which Japan was seeking.

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- The 11 countries agreed on a list of provisions to suspend from the original agreement (including on the scope of the application of investor-state dispute settlement and in the area of intellectual property), as well as a list of issues that would need to be resolved before a final agreement could be reached. No timeline has yet been determined for resolving the remaining issues.

#### Canada-Japan Economic Partnership Agreement (CJEPA)

- The CJEPA that began in 2012 were put on hold when Canada and Japan joined the TPP negotiations. Seven rounds of CJEPA negotiations were completed before being put on hold.

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## Meeting Note

**CLIFF: 139088****TITLE:** Meeting with Mitsubishi Corporation**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
3. Geoff Meggs, Chief of Staff, Office of the Premier
4. Sheena McConnell, Press Secretary, Office of the Premier
5. Avi Salsberg, Managing Director, BC Trade and Investment Office Japan

Mitsubishi Corporation

1. Takehiko Kakiuchi, President and CEO
2. TBD
3. TBD

**WHERE:** Monday, January 29 2018 | 9:00 am – 9:30 am  
Location: Mitsubishi HQ, Tokyo**WHY:**

- Recognize Mitsubishi Corporation's long-term commitment to BC.
- Acknowledge investments in natural gas and involvement in natural resource development (forestry, mining, and agrifoods) and encourage future investments.
- Advance investment in LNG resource development and infrastructure.

**GIFT:** No**ISSUE/DISCUSSION:**

s.13,s.17

**KEY MESSAGES & DISCUSSION QUESTIONS:**

s.13,s.17

s.13,s.17

**BACKGROUND:**

s.16

Company Overview

- Mitsubishi is a global integrated business enterprise that develops and operates businesses across a variety of industries, including industrial finance, energy, metals, machinery, chemicals, foods, and environmental business.
- Mitsubishi has natural gas upstream assets in Indonesia, Russia and Canada.
- Diamond Gas Management Company Ltd., (DGMC) a wholly-owned subsidiary of Mitsubishi Corporation, was established in 1990 to handle Mitsubishi's LNG suppliers.
- Mitsubishi is partner in six existing LNG export plants and is part of at least five proposed LNG export projects worldwide.
- Mitsubishi Canada Ltd (MCL) is headquartered in Vancouver, controlling trade and investment activities across Canada, with emphasis on Alberta and Ontario. MCL focuses on the export of coking coal, thermal coal, potash, and industrial chemicals. It imports a range of products including power and steel plant equipment and plastic bags.
- Mitsubishi's EU-based subsidiary, MC Ocean Holdings, purchased Cermaq, a Norwegian fish farming company (one of the largest operators on Vancouver Island).
- Mitsubishi Canada operates 8 companies in Canada whose main activities are related to the production and manufacturing of raw material/products for export to Japan. The main subsidiaries are:
  1. Toyo Tire Canada (a tire distributor based in Delta)
  2. Rogers Foods Ltd. (based in Armstrong with another plant in Chilliwack).
  3. Metal One Canada/Nifast Canada (Calgary-based distributor of steel products)
  4. Iron Ore Company of Canada (mining manager and producer of iron ore).
  5. Diamond Gas Management Corporation (Calgary-based energy office overseeing upstream shale gas investments and the LNG Canada terminal project)

### LNG Canada

- LNG Canada is a proposed four-train, 26 million tonnes per annum liquefaction project to be located near Kitimat. The current focus of the project is on the first phase, which consists of two trains totalling 13 million tonnes per annum of capacity.
- It has received environmental approval from both the provincial and federal government and is fully permitted – including the first LNG Facility Permit issued by the BC Oil and Gas Commission.
- LNG Canada will use shale gas from Western Canada. Each project partner has acreage in Western Canada, with the largest positions in the Montney and Horn River. Gas will be transported to Kitimat via TransCanada’s proposed Coastal GasLink pipeline.
- It is being developed by experienced partners including Shell (50%, operator) along with major LNG buyers PetroChina (20%), Mitsubishi (15%) and KOGAS (15%).
- Both KOGAS and Mitsubishi previously held 20% stakes, but each sold 5% to Shell in 2014.
- Since its inception, market conditions have changed significantly and on July 11, 2016, LNG Canada announced that its joint venture partners had decided to delay a Final Investment Decision (FID) on the project to focus on reducing capital costs. Later that year the project announced that it would use this delay to undertake a new competitive process to identify a prime contractor to build their facility and related infrastructure.
- Recently, the LNG Canada CEO Andy Calitz announced that the project is “extremely active” and the consortium intends on taking a FID in 2018.

### Increasing BC’s Carbon Tax

- BC’s carbon tax is currently set at \$30 per tonne of carbon dioxide equivalent emissions.
- Starting April 1, 2018, carbon tax rates will increase annually by \$5 per tonne of carbon dioxide emissions until rates are equal to \$50 per tonne in 2021.
- With these increases, BC will exceed the carbon pricing requirements set out in the Pan-Canadian Framework, ensuring that BC remains a leader in carbon pricing.

## **ADDITIONAL INFORMATION:**

### **EVENT SCENARIO**

Time	Details
8:55 am	Arrive at Mitsubishi HQ
9:00 am	Premier and staff greet Mr. Kakiuchi and other attendees.
9:05 am	Meeting begins
9:25 am	Meeting ends
9:30 am	Premier departs for corporate call with JOGMEC (10:30 am)

**SPEAKING NOTES:** No**CONTACT:**

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**ATTACHMENTS:**

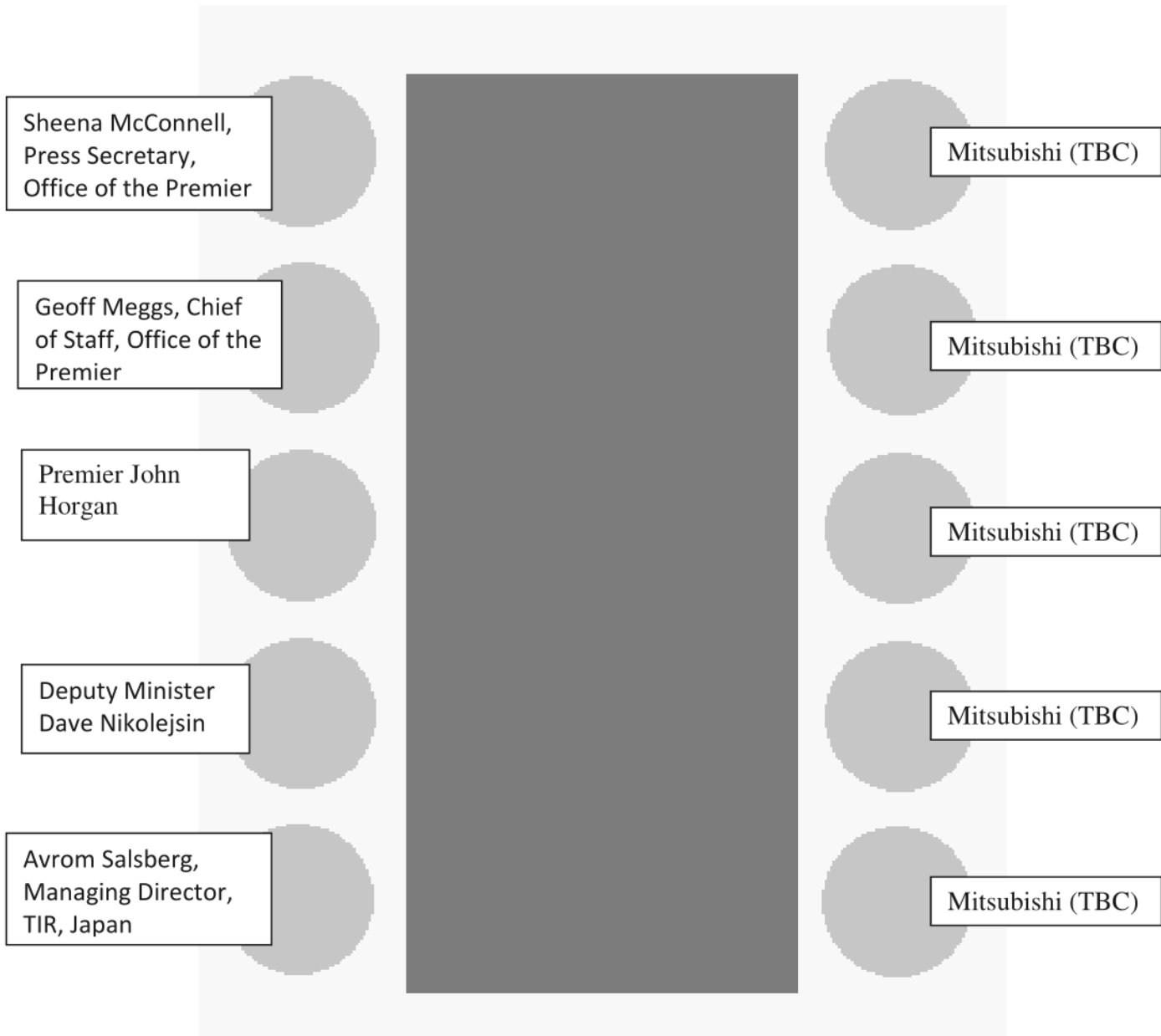
Attachment I: Biography – Takehiko Kakiuchi, President & CEO, Mitsubishi Corporation  
Attachment II: Seating Plan (TBD)

**Attachment I****Biography of Takehiko Kakiuchi  
President and CEO, Mitsubishi Corporation****Brief History (as of June 23, 2017)**

- **April 1979** - Joined Mitsubishi Corporation
- **April 2010** - Senior Vice President, Division COO, Foods (Commodity) Division
- **April 2011** - Senior Vice President, General Manager, Living Essential Group  
CEO Office (Concurrently) Division COO, Foods (Commodity) Division
- **April 2013** - Executive Vice President, Group CEO, Living Essentials Group
- **April 2016** - President and CEO
- **June 2016** - Member of the Board, President and CEO (Present Position)

Attachment II

Seating Plan – Mitsubishi  
Location/Boardroom TBD



## Event Note

**CLIFF: 139092****TITLE:** BC Partnerships Luncheon**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable George Chow, Minister of State for Trade
4. Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology
5. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
6. Geoff Meggs, Chief of Staff, Office of the Premier
7. Sheena McConnell, Press Secretary, Office of the Premier
8. Avi Salsberg, Managing Director, BC Trade and Investment Office Japan

150 Community, Business and Government Guests

1. Ian Burney, Ambassador of Canada to Japan
2. Community – BC alumni, Canadian Chamber of Commerce in Japan
3. Business – technology, natural resources, tourism and agrifoods
4. Government – Embassy of Canada, Destination BC Japan, Canada Wood Japan

**WHERE:** Monday, January 29 2018 | Luncheon 12:30 pm – 2:00 pmLocation: 4<sup>th</sup> Floor, Embassy of Canada in Tokyo**WHY:**

- Promote Japan-BC business and cultural relations.
- Recognize and strengthen BC-Japan partnerships, both government-to-government and key industries (e.g. technology, agrifoods, tourism and international education).
- Highlight recent BC-Japan successes and encourage the Japanese business audience to explore BC opportunities.

**GIFT:** No**ISSUE/DISCUSSION:**

- A stand-up luncheon to promote BC-Japan cultural and business relations.
- Engage senior leaders in business, government and civil society with interests in BC.



- Approximately 150 guests have been invited from government, and strategic economic sectors including technology, natural resources, agrifoods, tourism and education.
- The Premier's keynote address will highlight the recent changes in the provincial government and what initiatives the new government is working on to strengthen business and government relations with Japan (consecutive interpretation).

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## BACKGROUND:

- The Canadian Embassy in Tokyo will provide the venue for the event.
- The luncheon will be a stand-up reception with BC food offerings, including:
  - Wild salmon - Walcan seafood; Wild salmon roe - Walcan seafood
  - Spot shrimp - Walcan seafood; Aqua salmon - Cermaq Canada
  - Aqua mussel - Island Seafarm; Aqua sablefish - Sable Fish Canada
  - Sea urchin - Grand Hale
  - Blueberry RJT - Blueberry Park; Gluten-free flour - Nextjen
  - Roasted flaxseed - BG Health Group
  - Burrowing Owl Cabernet Sauvignon; Church and State Pinot Gris (Vancouver Island)
  - Sparkling Water - Blue Mountain
  - Pacific Western Brewing (Scandal); Parallel49 Brewing
  - Driftwood Brewing; Blenz Coffee
  - Ethical Bean Coffee; Black Sheep Coffee
- Canadian Ambassador to Japan, Ian Burney, will introduce the Premier prior to his keynote address.
- The Premier's keynote address will highlight BC's commitment to strengthening trade and investment with Japan. s.13,s.16  
s.13,s.16
- In addition to highlighting recent BC-Japan business successes, the address will mention the opportunities available in order to advance trade and investment between the two regions. Consecutive interpreting will be provided.
- Avi Salsberg will escort the Premier with the interpreter, facilitate introductions and guide conversation with guests.
- Trade and Investment Representatives from the Japan trade and investment office will assist both Ministers, facilitate introductions and guide engagement.

## ADDITIONAL INFORMATION:

All guests must go through security prior to entering the Embassy

## EVENT SCENARIO

Time	Details
12:00 pm	Registration Desk opens and guests check in Registration tables outside Event Hall 2 receptionists + BCTIO staff welcome guests Guests provide 2 business cards, including one for name tag
12:15 pm	Guests enter main hall and receive welcome drink (wine or soft drink)
12:30 pm	Guests called to attention as Premier readies to enter the room
12:35 pm	MC greets Premier outside room MC escorts Premier into room Premier greets guests
12:40 pm	MC makes way to stage, welcomes and introduces Canadian Ambassador to Japan, <b>Ian Burney</b> Ambassador says opening remarks and introduces Premier Horgan
12:45 pm	Premier speaks (10-15 minutes) with <b>consecutive interpretation</b>
1:05 pm	Speech concludes MC thanks Premier
1:05 pm	TBD gives Toast to BC-Japan relationship
1:10 pm	Lunch served (tray service and food stations)
1:50 pm	MC adjourns luncheon
2:00 pm	Luncheon concludes. Transition to next meeting

**SPEAKING NOTES:** Yes

## CONTACT:

Avrom (Avi) Salsberg  
Managing Director, BC TIR Japan  
Phone: +81-80-5417-1880  
Email: [ASalsberg@britishcolumbia.ca](mailto:ASalsberg@britishcolumbia.ca)

Richard Sawchuk  
Director, Japan, Korea and Hong Kong  
Tel: (604) 617-0378  
Email: [Richard.Sawchuk@gov.bc.ca](mailto:Richard.Sawchuk@gov.bc.ca)

## ATTACHMENTS:

Attachment I: Biographies (MC, Senior Guests) – to be provided in market

Attachment II: BC Partnerships Luncheon Guest List

**Attachment I**

**Biographies  
(MC, Senior Guests)**

**Attachment II**
**BC Partnerships Luncheon Guest List**

	Sector	First Name	Last Name	Title	Company
1	Academic	Junichi	Watanabe	Invited Senior Researcher	National Institute of Advanced Industrial Science and Technology (AIST)
2	Academic	Kunihiro	Kitano	Business Producer	Northern Advancement Center for Science and Technology
3	Aerospace	Steven J.	Archer	Vice President, Asia	Avcorp Industries Inc.
4	Agrifood	Ikumi	Nagahama	Manager	AEON Global Merchandising Co., Ltd.
5	Agrifood	Hideyo	Otaki	Manager	AEON Retail Co., Ltd.
6	Agrifood	Tatsuya	Kusaba	Managing Director	BC Beer Trading
7	Agrifood	Hiroshi	Tsukada	Purchasing Director/Brewer	BC Beer Trading
8	Agrifood	Shinichi	Iwamoto	General Manager	Bio Market Co., Ltd.
9	Agrifood	Mitsunobu	Kamiya	President & CEO	Blue Link Limited
10	Agrifood	Daisuke	Shimajima	Asia Executive Director	Canada Beef International Institute(Tokyo)
11	Agrifood	Shoji	Nomura	Japan Marketing Director	Canada Pork International - Japan
12	Agrifood	Jin	Nishimura	Company President	Culture Convenience Club Co.,Ltd.
13	Agrifood	Hitoshi	Osuda		FINE SELECTION, LIMITED LIABILITY CO.
14	Agrifood	Ojha Emu (Kazuko)	Goto		GO TO VANCOUVER, K.K.
15	Agrifood	Eiichiro	Sakai	Deputy Manager	Ikemitsu Enterprises Co., Ltd.
16	Agrifood	Mackenzie	Clugston	Member of the Board	Kameda Seika Co., Ltd.
17	Agrifood	Art	Talstra	Section Manager	KAMEI CORPORATION
18	Agrifood	Taiichi	Kamegai	President	Kameya Food Co., Ltd.
19	Agrifood	Masahiko	Oshiba	Excutive Operating Officer	Kenko Mayonnaise Co., Ltd.
20	Agrifood	Shunji	Murasawa	Manager	Nichirei Fresh Inc.
21	Agrifood	Kumiko	Idehara	Executive Director	POMMEFOOD CO.,LTD.
22	Agrifood	Nobuhito	Yamamoto	Manager	RJT BLUEBERRY PARK JAPAN, K.K.
23	Agrifood	Sadamu	Machida	President	SeaGull Linx Corp.
24	Agrifood	Kotomi	Matsuo	Buyer	Smiles Co., Ltd.
25	Agrifood	Norio	Kato	President	Tiger Foods Co., Ltd.
26	Agrifood	Hiroyuki	Akahoshi	Director	Tohto Suisan Co., Ltd.
27	Agrifood	Takuya	Hikita	Chief	Tsukiji Uoichiba Co., Ltd.
28	Agrifood	Tetsu	Sato	Representative	Unifiller Japan
29	Chamber	Jim	Zhang	Executive Director	Canadian Chamber of Commerce in Japan
30	Chamber	Kota	Sato	Manager	Nagoya Chamber of Commerce & Industry

31	Cleantech	Eiji	Kotobuki	Chairman	Chikyu Kankyo ED Japan
32	Cleantech	Yuji	Uto	CEO, President	Chikyu Kankyo ED Japan
33	Cleantech	Wal	van Lierop	President & CEO	Chrysalix Venture Capital
34	Cleantech	Taku	Inoue	General Manager	INABATA&CO.,LTD.
35	Cleantech	Hideyuki	Takaishi	President	Takaishi Industry Co., Ltd.
36	Construction	Fujita	Akihide	President	Panefri Industrial Co., Ltd.
37	Construction	Osamu	Hosozawa		Taisei Corporation
38	Consumer Goods	Kazuyuki	Ito		JALPAK
39	Digital Media	Naohiro	Saito	Head of Entertainment Technology Div. & General Manager	Bandai Namco Studios Inc.
40	Digital Media	Daishiro	Okada	General Manager	Square Enix Holdings Co., Ltd.
41	Digital Media	Kureha	Masato	Senior Manager	Square Enix Holdings Co., Ltd.
42	Digital Media	Neil	Van Wouw	CEO	Vanten K.K
43	Education	Shizuo	Aoi	Vice Principal	Bunka Gakuen University Suginami Junior & Senior High School
44	Education	Dan	Miles	Principal	Bunka Suginami Canadian International School
45	Education	Yukio	Nezu	Senior Researcher/Manager	BUSINESS BREAKTHROUGH, INC.
46	Energy	Kaname	Ichima	Executive Vice President, Division COO	Astomos Energy Corporation
47	Energy	Kiyoshi	Homma	Director	Idemitsu Kosan Co., Ltd.
48	Energy	Hirofumi	Maki	General Manager, Gas Business Development Office	Idemitsu Kosan Co., Ltd.
49	Energy	Taizo	Uchimura	General Manager	INPEX Corporation
50	Energy	Wataru	Nojiri	Project General Manager	INPEX Corporation
51	Energy	Hajime	Ikeda	Director General	Japan Oil, Gas and Metals National Corporation (JOGMEC)
52	Energy	Yuichi	Hoshi	Deputy Director General, General Coordination Dep.	Japan Oil, Gas and Metals National Corporation (JOGMEC)
53	Energy	Kenji	Akiyoshi	Executive Director, Member of the Board	Japan Oil, Gas and Metals National Corporation (JOGMEC)
54	Energy	Jun-ichiro	Ando	Executive Officer & Vice President	Japan Petroleum Exploration Co., Ltd. (JAPEX)
55	Energy	Gaku	Takagi	Senior Vice President	Jera Co., Inc.
56	Energy	Hiroyasu	Murakami	Manager	JX Nippon Oil & Energy Corporation
57	Energy	Kenichiro	Kesamaru	Group Manager	JX Nippon Oil & Energy Corporation
58	Energy	Masahiko	Naito	Team Leader	Mitsubishi Gas Chemical Company, Inc.
59	Energy	Hidetoshi	Otsuka	Market Advisor	Steelhead LNG Corp

				(Japan)	
60	Energy	Takashi	Higo	Executive Officer, Senior General Manager	Tokyo Gas Co., Ltd.
61	Fintech	Natalie Shiori	Fleming	Director, Regulatory and Banking Relations	Payoneer Japan Ltd.
62	Forestry	Jim	Ivanoff	Japan Office Director	BC Wood
63	Forestry	Shawn	Lawlor	Director - Japan Operations	Canada Wood - Japan
64	Forestry	Kiyotaka	Okada	Executive Director	Japan Lumber Importers' Association
65	Forestry	Masaru	Ogawa	Senior Executive Director	Nisshin Ringyo Co., Ltd.
66	Forestry	Ohmachi	Yoshinori	Group Manager	Sumitomo Forestry Co., Ltd.
67	Forestry	Mikio	Watanabe	President	Takahiro Lumber Co.,Ltd
68	Forestry	Shuji	Horimoto	President	Wing International(Trading) Inc.
69	Government	David	Perdue	Counsellor (Commercial - Ontario)	Embassy of Canada - Tokyo
70	Government	Kenji	Tanaka	Director,City Promotion Section	Fukuoka City Government
71	Government	Maki	Kikuta	Assistant Director	Ministry of Economy, Trade and Industry
72	Government	Kenichiro	Urakami	Director	Ministry of Economy, Trade and Industry
73	Government	Shigeru	Furuichi	Director for Trade and Investment	Ministry of Economy, Trade and Industry
74	Government	Yoshihiro	Takizawa	Director	Tokyo Metropolitan Government
75	Government	Luci	Tremblay	Deleguee generale	Government of Quebec
76	Hospitality	Kiyo	Weiss	General Manager Japan	Air Canada - Japan
77	Hospitality	Ryoichi	Fujisaki	Vice Pesident, Tourism Development	ANA (All Nippon Airways Co., Ltd.)
78	Hospitality	Hiro	Suzuki	President	Listel Group
79	ICT	Asuka	Yamazaki	Sales Manager	Domo Corporation
80	ICT	Masakazu	Urabe	CEO	Domo Corporation
81	ICT	Taro	Mizuno	Director	F-Com Co., Ltd.
82	ICT	Jun	Nakaya		Fujitsu Co., Ltd.
83	ICT	Duncan	Wright		Google Japan Inc.
84	ICT	Akira	Kitamura	Senior Manager, Corporate Business Dev.	NEC Corporation
85	ICT	Tsuyoshi	Minami	Senior Consultant, Global IT Platform Business	Nomura Research Institute
86	ICT	Takuji	Tanigawa	Deputy director	Softbank Mobile Corp.
87	ICT	Takeshi	Asano	Business Development	Sony Interactive Entertainment Inc.

				Manager	
88	Infrastructure	Tadaaki	Taira	President	Taira and Gas System Engineering Ltd.
89	Mining	Shunichi	Ochi	Deputy General Manager	Furukawa Metals & Resources Co., Ltd.
90	Mining	Tomotsune	Asada	Director	Itochu Mineral Resources Development Corporation
91	Mining	Tomoharu	Nishimura	General Manager	Marubeni Corporation
92	Mining	Michiteru	Kai	Senior Geologist	Marubeni Corporation
93	Mining	Kondo	Takao	General Manager	Mitsubishi Materials
94	Mining	Yuto	Hosogoe	Manager Vancouver Office	Mitsubishi Materials
95	Mining	Nobuhiko	Kimura	Department Manager	MITSUI MINING & SMELTING CO.,LTD.
96	Mining	Dermot	Vibert	Head-President's Office	Rio Tinto Japan
97	Mining	Keijii	Fukumoto	Senior Manager, Administration Dept.	Sumitomo Metal Mining Co. Ltd.
98	Prof Service	Tatsuro	Shirakawa	Manager	Accenture Japan Ltd.
99	Prof Service	Takashi	Nakazaki	Attorney-at-Law	Anderson Mori & Tomotsune
100	Prof Service	Hiroyuki	Sanbe	Partner, Attorney at Law	Atsumi & Sakai
101	Prof Service	Angela	Nakamura Hollinger	Principal	CeCan Business Development
102	Prof Service	Ko	Haruki	Executive Director, Head of Financial Solutions Group, Japan, Global Markets	CIBC World Markets (Japan), Inc.
103	Prof Service	Kiyoshi	Kurata	Executive Vice President	Emergency Assistance Japan Co., Ltd.
104	Prof Service	Yukio	Hashimoto	Designer	Hashimoto Yukio Design Studio Inc.
105	Prof Service	Masakazu	Aono	Chief Consultant	Mitsubishi UFJ Research and Consulting Co., Ltd.
106	Prof Service	Makiko	Shimojo	Senior Manager	Mizuho Bank, Ltd (Tokyo)
107	Prof Service	Takayuki	Hashimoto	International Business Advisor	Mizuho Bank, Ltd (Tokyo)
108	Prof Service	Nobuhiko	Ishii	Consultant	Mizuho Information & Research Institute, Inc.
109	Prof Service	Wilf	Wakely		Wakely Law
110	Prof Service	Karl	Pires	Associate	White & Case LLP
111	Research	Christopher	Gilot	Researcher	TECHNOVA INC.
112	Resources	Takeshi	Hokari	General Manager	Mitsui & Co.
113	Resources	Junichi	Nakamura	General Manager	Mitsui & Co.
114	Resources	Taro	Yamamoto	Deputy COO Energy Division	Sojitz Corporation
115	Resources	Yasuhiko	Shiratori	Assistant Manager	Sojitz Corporation
116	Resources	Ro	Takahashi	Subleader	Sojitz Corporation
117	Resources	Yasuhisa	Okamoto	Team Leader of	Sumitomo Corporation

				Biomass Team	
118	Resources	Katsunori (Tiger)	Takamitsu	General Manager	Sumitomo Corporation
119	Tourism	Natsuko	Morass	Manager-Japan	Destination British Columbia
120	Tourism	Masayo	Hando	Managing Director - Japan	Destination Canada - Japan
121	Tourism	Takeshi	Sakurai	DIVISION DIRECTOR & GENERAL MANAGER	JTB World Vacations, Inc.
122	Transportation	Natasha	Okuda	Marketing Representative	CN Rail
123	Transportation	Yasuyuki	Takahashi	CEO	NYK Container Line Ltd.
124	Transportation	Ryuji	Kongo		Vancouver Port Authority
125	Transportation	Takeaki	Kato	Vice President	Yakushiji Industry, Ltd.



## Meeting Note

**CLIFF: 139097****TITLE:** Meeting with Ministry of Foreign Affairs (MOFA)**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
3. Geoff Meggs, Chief of Staff, Office of the Premier
4. Sheena McConnell, Press Secretary, Office of the Premier
5. Avi Salsberg, Managing Director, BC Trade and Investment Office Japan

MOFA –TBD

1. Embassy – TBD
- 2.

**WHERE:** Monday, January 29, 2018 | 5:00 pm – 5:30 pm (TBD)

Location: MOFA Headquarters, Tokyo, 2-2-1 Kasumigaseki

**WHY:**

- Meet with MOFA to discuss bilateral issues
- The meeting provides a forum for presenting the goals and priorities of the new government in BC in trade and investment including energy and natural resources.

**GIFT:** No**ISSUE/DISCUSSION:**

- Meet with TBD to discuss bilateral issues.

**KEY MESSAGES:**

s.13

**BACKGROUND:**

- MOFA is responsible for foreign affairs, oversight of embassies and consulates, and provides consular services to Japanese citizens living abroad.
- On September 14, 2017, Okenge Yuma Morisho, Deputy Minister to the Premier and Intergovernmental Relations Secretariat met with former Ambassador of Japan to Canada, Kenjiro Monji in Vancouver.

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Memorandum of Understandings (MOUs) with Japanese Entities

- The Province has MOUs in place with the Ministry of Economy, Trade and Investment (METI) and JOGMEC.
- METI - MOU on Energy Cooperation and Development was signed in December 2013 for a three-year term, and renewed for another three years on April 3, 2017.
- JOGMEC – MOU was signed in May 2012 for a three-year term. It was extended in 2013, and again in 2016, and now runs to 2019. This MOU deals with unconventional natural gas and coals resources and associated technologies.

LNG

- Over the last few years, the global downturn in the energy marketplace has created economic challenges for the LNG industry.
- We have multiple LNG proposals still on the table in BC, demonstrating a continued interest in our province's export potential.
- BC's new government supports LNG development – with four conditions:
  1. Proposals must include express guarantees of jobs and training opportunities for British Columbians;
  2. Proposals must provide a fair return for our resources;
  3. Proposals must respect and make partners of First Nations; and
  4. Proposals must protect our air, land and water, including living up to our climate commitments.
- The Ministry of Energy, Mines and Petroleum Resources is conducting a consultation and review of BC's cost competitiveness and fiscal policies. It will involve industry, First Nations, the federal government and communities. The review will examine ways to make LNG produced in BC in the most climate friendly way possible. The collaborative consultation will conclude with recommendations by December 31, 2017.

### People-to-People Ties

- The Japan Exchange and Teaching (JET) Program is administered by MOFA and Ministry of Education, Culture, Sports, Science and Technology (MEXT) and invites global university graduates, including from Canada, to participate as language teachers, international coordinators and sports advisors in Japan. The JET Program celebrated its 30<sup>th</sup> anniversary and is considered one of the largest exchange programs in the world.
- The Japanese government launched '*Tobitate! (Leap for Tomorrow) Study Abroad Initiative*' and the '*Tobitate! Young Ambassador Program*' in 2013-2014. The programs are intended to promote young Japanese to live and study abroad, with the objective to double the number of Japanese students living abroad by 2020.
- British Columbia remains a popular international education destination for Japanese students. Japan ranks fourth, after China and South Korea, in terms of source countries for total international students at 6,555 (2015).

### **ADDITIONAL INFORMATION:**

#### **EVENT SCENARIO**

Time	Details
4:30 pm	Premier and staff arrive at the MOFA office. Premier and staff are directed to the Reception room.
4:35 pm	Premier is greeted by TBD. Vice-Minister opens discussion. He will speak in Japanese and have interpreter. Premier to respond in English (no interpretation needed). TBD
4:45 pm	Meeting begins.
5:15 pm	Meeting concludes.
5:20 pm	Premier departs.

#### **SPEAKING NOTES:** No

#### **CONTACT:**

Avrom (Avi) Salsberg  
Managing Director, BC TIR Japan  
Phone: +81-80-5417-1880  
Email: [ASalsberg@britishcolumbia.ca](mailto:ASalsberg@britishcolumbia.ca)

Richard Sawchuk  
Director, Japan, Korea and Hong Kong  
Tel: (604) 617-0378  
Email: [Richard.Sawchuk@gov.bc.ca](mailto:Richard.Sawchuk@gov.bc.ca)

#### **ATTACHMENTS:**

Attachment I: Biography – TBD

**Attachment I**

**Biography (TBD)**

Attachment to be provided in market

## Meeting Note

**CLIFF: 139095****TITLE:** Natural Resources Roundtable Dinner**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable George Chow, Minister of State for Trade
4. Fazil Mihlar, Deputy Minister, Ministry of Jobs, Trade and Technology
5. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
6. Geoff Meggs, Chief of Staff, Office of the Premier
7. Sheena McConnell, Press Secretary, Office of the Premier
8. Avi Salsberg, Managing Director, BC Trade and Investment Office Japan

Embassy of Canada

1. Ambassador Ian Burney (Host)
2. Arun Alexander, Minister Commercial

Japanese Guests

1. Mr. Keisuke Kuroiki, President, JOGMEC
2. Mr. Hajime (Gen) Ito, Managing Director and President of Americas & Russia, JAPEX
3. Mr. Shuhei Miyamoto, Managing Executive Office, Senior Vice President, INPEX
4. Mr. Masanori Saito, President, Furukawa Metal & Resources Co., Ltd.
5. Mr. Kengo Sumiya, General Manager, Coal Business, JXTG Group (JXTG Nippon)
6. Mr. Masaki Bito, COO of Metals & Coal Division, Sojitz
7. Mr. Jun Nishizawa, Senior Vice President, Division COO, Energy Resources Division B, Mitsubishi

**WHERE:** Monday, January 29 2018 | 6:30 pm – 8:00 pm  
Location: Official Residence, Embassy of Canada in Tokyo**WHY:**

- Acknowledge Japan's significant investment in natural resource development (e.g. natural gas, forestry, mining, and agrifoods) and long-term commitment to BC.
- Highlight recent BC-Japan investment successes. Encourage confidence in future resource investments.
- Outline Government priorities around natural resource development

**GIFT:** No

**ISSUE/DISCUSSION:**

s.13,s.16

- Canadian Ambassador to Japan, Ian Burney, will host the dinner at his Official Residence in Tokyo.

**KEY MESSAGES:**

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### Increasing BC's Carbon Tax

- BC's carbon tax is currently set at \$30 per tonne of carbon dioxide equivalent emissions.
- Starting April 1, 2018, carbon tax rates will increase annually by \$5 per tonne of carbon dioxide emissions until rates are equal to \$50 per tonne in 2021.
- With these increases, BC will exceed the carbon pricing requirements set out in the Pan-Canadian Framework, ensuring that BC remains a leader in carbon pricing.

### **BACKGROUND:**

- Japan is British Columbia's third-largest goods export market and Canada's second-largest trading partner in Asia. BC is the top exporter to Japan among all Canadian provinces, representing over one-third of all Canada good exports to Japan. In 2016, BC exported \$3.7 billion in products to Japan.
- LNG/Natural Gas - Japan is the world's largest consumer of LNG. Many Japanese companies have interest in the BC natural gas industry:
  - Astomos Energy Corporation
  - Idemitsu Kosan
  - INPEX Corporation
  - Japan Oil, Gas and Metals National Corporation (JOGMEC)
  - Japan Petroleum Export Corporation (JAPEX)
  - JGC Corporation
  - Mitsubishi Corporation
  - Mitsui & Co. Ltd.
- Mining – In 2016, BC exported \$985 million of copper and \$969 million of coal to Japan. Japan continues to invest heavily in BC mining.
- Forestry/Wood Pellets - B.C. is a leading supplier of wood products to Japan, which remains an important, high-value export destination. In 2016, BC exported \$726 million in lumber. Japan is showing marked interest in BC wood pellets. In July 2017, Sumitomo acquired 48% stake in Pacific BioEnergy.
- BC has signed two Memoranda of Understanding (MOUs) with Japanese entities to further cooperation and understanding on resource-based interests:
  - MOU with the Ministry of Economy, Trade and Investment (METI) on energy cooperation and development was signed in December 2013 for a three-year term, and renewed for another three-year term on April 3, 2017.
  - MOU with JOGMEC was signed in May 2012 for a three-year term. It was extended in 2013, and again in 2016, and now runs to 2019. The MOU deals with unconventional natural gas and coals resources and associated technologies.
- A number of Japanese trading houses (Mitsubishi, Marubeni and Sojitz) have their Canadian headquarters in Vancouver.

**ADDITIONAL INFORMATION:**  
**EVENT SCENARIO**

Time	Details
6:05 pm	Premier and delegation arrive at Official Residence, Embassy of Canada.
6:15 pm	Guests start to arrive and are escorted into the reception area (living room) to greet the Premier and delegation.
6:30 pm	Premier and guests transition to the Dining room and take their seats.
6:35 pm	Dinner is called to order and Ambassador opens with welcoming remarks, followed by a short address by the Premier (consecutive interpretation).
6:45 pm	Discussion over dinner, facilitated by Ambassador/Premier.
7:45 pm	Dinner concludes and guests are invited to stay for coffee.
8:00 pm	Dinner concludes. Premier departs.

**SPEAKING NOTES:** Yes**CONTACT:**

Avrom (Avi) Salsberg  
Managing Director, BC TIR Japan  
Phone: +81-80-5417-1880  
Email: [ASalsberg@britishcolumbia.ca](mailto:ASalsberg@britishcolumbia.ca)

Richard Sawchuk  
Director, Japan, Korea and Hong Kong  
Tel: (604) 617-0378  
Email: [Richard.Sawchuk@gov.bc.ca](mailto:Richard.Sawchuk@gov.bc.ca)

**ATTACHMENTS:**

Attachment I: Attendee List and Notes

Attachment II: Company Profiles



**Attachment I**
**Attendee List and Notes**

<b>Natural Resources Roundtable Dinner</b>				
<b>Company</b>	<b>First Name</b>	<b>Last Name</b>	<b>Position</b>	<b>Notes</b>
JOGMEC	Keisuke	Kuroiki	President	Met in bilateral meeting (morning). BC-JOGMEC MOU in place since 2013. Former executive of Nippon Steel Corp. Appointed Head of JOGMEC in 2016. JOGMEC is essentially a government organization under METI, which invests in resource projects considered of importance to Japan, and provides project financing to Japanese companies involved in resource development projects globally. JOGMEC is also involved in technology development to improve resource extraction techniques
JAPEX	Hajime (Gen)	Ito	Managing Director and President of America & Russia PJ	s.13
INPEX	Shuhei	Miyamoto	Managing Executive Officer, Senior Vice President	

Furukawa Metal & Resources Co., Ltd.	Masanori	Saito	President	Furukawa Metal & Resources Co. Ltd. is one of the Furukawa group companies, production and sales of non-ferrous metal. In 2010, Furukawa M&R (through Furukawa Co.) along with Sojitz Corporation, and Dowa Metals & Mining Co., Ltd. (Dowa), a subsidiary of Dowa Holdings Co., Ltd., reached an agreement with Taseko Mines Limited, a Canadian copper mining firm, to acquire 25% of the Gibraltar copper mine for approximately C\$187 million (approximately 15.9 billion yen at an exchange rate of 85 yen per Canadian dollar).
JXTG Group	Kengo	Sumiya	General Manager, Coal Business Department	JXTG acquired 25% of the Sukunka Mine for approximately US\$435M in 2012 through JXTG Australia. Sukunka Mine has still been under EA. Mr. Sumiya is a head of Coal Department at JXTG, and a lead of the communication with Glencore who is JXTG's partner, and Japanese consular general in Vancouver on Sukunka project.
Sojitz	Masaaki	Bito	COO of Metals & Coal Division	Sojitz Corporation was formed out the union of Nichimen Corporation and Nissho Iwai Corporation, both companies that boast incredibly long histories. In 2010, Sojitz along with Furukawa Co. and Dowa Metals & Mining Co., Ltd. (Dowa), a subsidiary of Dowa Holdings Co., Ltd., reached an agreement with Taseko Mines Limited, a Canadian copper mining firm, to acquire 25% of the Gibraltar copper mine for approximately C\$187 million (approximately 15.9 billion yen at an exchange rate of 85 yen per Canadian dollar).

Mitsubishi	Jun	Nishizawa	Senior Vice President, Division COO, Energy Resources Div. B)	Mitsubishi is a 15% shareholder in the LNG Canada Project. Mr. Nishizawa has been involved in this project from the beginning and is a big proponent for developing this project in BC. Met with Mitsubishi earlier in the day
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## Attachment II – Company Profiles

### Mitsubishi Corporation

#### Company Background

The largest trading house in Japan, **Mitsubishi Corporation (MC)** has over 200 bases of operations in 80 countries. There are over 600 group companies and the Corporation employs a multinational workforce of 60,000. The corporation has had a trade and investment relationship with BC and Canada for 50 years in forestry, mining, chemicals, agrifood etc.

**Mitsubishi Canada Ltd (MCL)** is headquartered in Vancouver, controlling trade and investment activities across Canada, with emphasis on Alberta and Ontario. Mitsubishi Canada's business is centred on the export of coking coal, thermal coal, potash, and industrial chemicals. It imports a range of products including: power and steel plant equipment, industrial salt, functional food products, tires and plastic bags for retailers. Mitsubishi is a key investor in upstream natural gas assets and the LNG Canada terminal project.

#### Business Activities and Interests in BC

1. Their EU-based subsidiary, MC Ocean Holdings, purchased Cermaq in 2014, a Norwegian fish farming company with substantial holdings in BC (one of the largest operators on Vancouver Island)
2. MCL operates 10 companies in Canada whose main activities are related to the production and manufacturing of raw material/products for export to Japan.  
The main subsidiaries are:
  1. Toyo Tire Canada (a tire distributor based in Delta)
  2. Rogers Foods Ltd. (based in Armstrong with another plant in Chilliwack).
  3. Cermaq (Mitsubishi acquired Cermaq Group in 2014, including all BC-based properties and operations)
  4. MC Tubular Products (Alberta-based importer and distributor of steel pipes)
  5. Metal One Canada/Nifast Canada (Calgary-based distributor of steel products)
  6. Iron Ore Company of Canada (mining manager and producer of iron ore).
  7. Diamond Gas Management Corporation (Calgary-based energy office overseeing upstream shale gas investments and the LNG Canada terminal project)

Mitsubishi Corporation's largest recent investments in BC include:

- LNG Canada project (Kitimat) - 15% stake in the joint venture with Shell, KOGAS and PetroChina.
- Shale Gas Assets at Cutbank Ridge (Dawson Creek/ Montney Basin) – 40% JV with Encana Corporation
- Joint R&D project with JOGMEC and EnCana in Montney Basin to perform geological surveys on the shale deposits

- Shale Gas Assets in the Cordova Embayment (NE BC) - \$450 million investment (of the \$1 billion investment made by the Japanese consortia) in a partnership with Penn West Trust.

Since LNG Canada's inception, market conditions have changed significantly and on July 11, 2016, LNG Canada announced that its joint venture partners (including Mitsubishi) had decided to delay a Final Investment Decision (FID) on the project to focus on reducing capital costs.

Later that year the project announced that it would use this delay to undertake a new competitive process to identify a prime contractor to build their facility and related infrastructure. This process is expected to have finished by the end of 2017. Recently, the LNG Canada CEO Andy Calitz announced that the project is "extremely active" and the consortium intends on taking a FID in 2018.

## Sojitz Corporation

### Company Background

Sojitz Corporation is a Tokyo-based trading company with gross sales that exceeded \$40 billion in 2013 from five business segments:

1. Machinery (automotive, construction & industrial, power-generating, marine, air).
2. Energy and Metal Resources (oil and gas, petroleum, base metals, coal).
3. Chemicals and Functional Materials (organic and inorganic, cosmetics, industrial salt, plastics).
4. Lifestyle (textiles, marine products, food, bedding products).
5. Others (logistics, insurance, real estate leasing).

Sojitz Canada Corporation HQ is in Vancouver (since 2009) and is responsible for BC operations and trading functions, as well as oversight for their Toronto branch office.

### Business Activities and Key Interests in BC

- Endako Mine - Fraser Lakes, BC - 25% partnership with **Thompson Creek Metals** (Denver, CO). A <sup>s.17</sup> expansion of the molybdenum mine is underway employing approximately 300 workers.
- Gibraltar Mine - Williams Lake, BC - partnership with Taseko Mines. A consortium of **Sojitz, Dowa Mining** and **Furukawa Corporation** invested <sup>s.17</sup> for 25% of the copper molybdenum operation in 2010. The mine contributes 300+ jobs.
- Sojitz is keen to diversify and expand its holdings in energy and mining sectors in BC/Canada. Coal and natural gas are of particular interest. Sojitz is the third largest importer of coal in Japan (after Mitsubishi and Mitsui) and previously had a stake in **Teck's** Bullmoose mine. Sojitz partnered with **Sumitomo Corporation** to form **LNG Japan Corporation**. They have been involved in LNG imports since the late 70's.
- Forest products - Sojitz is one of the largest exporters of log and lumber out of northwest BC, as well as the south coast and Vancouver Island. Its markets include Japan, China and Korea.
- Agrifood products – Sojitz handles trading of grain and canola from Western Canada via the Port of Vancouver.

s.21

- Although not related to BC, Sojitz is the primary sales and marketing agent for Bombardier aircraft (out of their Toronto office) and for Boeing aircraft (out of Seattle). It also had a long-term relationship with Nike International as one of their first investors. Sojitz maintains exclusive distribution for Nike in China, Brazil, and Peru out of Portland.

# BRITISH COLUMBIA CANADA



## ASIA MISSION 2018

Meetings & Events Binder: South Korea  
January 20-30, 2018



[www.BritishColumbia.ca](http://www.BritishColumbia.ca)

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.3, Last updated Jan 14, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
9:00 - 9:45	<p><b>Meeting with KOGAS (LNG – LNG Canada Consortium)</b> <b>Location: s. 15</b> <b>BC Delegates: Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b></p> <p>-KOGAS is the world’s second-largest corporate buyer of LNG and is part of the LNG Canada consortium.</p>	<p><b>Site visit to “Canada Village” project development site, Gyeonggi Province (organized by Canada Wood Korea)</b> <b>9:00 - 10:20</b> <b>BC delegates: Fazil Mihlar, Michael Loseth</b></p> <p>- The first public sector driven wood frame construction (WFC) community development in Korea, a total of 141 housing units – all using wood supplied from B.C.</p> <p>- Joint venture between GICO (Gyeonggi Urban Innovation Corporation) as the developer, and DSK (Dreamsite Korea), the general contractor.</p>		
10:00 - 10:45	<p><b>Meeting with POSCO</b> <b>Location: s. 15</b> <b>BC Delegates: Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b></p> <p>-POSCO is one of the largest importers of BC metallurgical coal with interests in BC mines through a partnership with Teck.</p>	<p>- Canada Wood Korea (funded by FII, NRCan and industry) is providing technical transfer and quality support for the project, including progressive site inspections and training for construction crews.</p> <p>- GICO has adopted Canadian Super-E and Net Zero technologies for 13 energy efficient units to be built as part of the project with technical support from NRCan’s Super E Office and Canada Wood Korea.</p>		
		<p><b>Depart for Seoul</b> <b>10:20</b></p>		
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
11:00 - 12:00	<p><b>Private program (Media and/or speech prep)</b></p>	<p><b>Private program</b></p>		
12:00 - 12:30	<p><b>Pre-Luncheon Reception</b> <b>Location: s. 15</b> <b>BC delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b> -Small reception to welcome Korean community and business leaders (20 people).</p>			
12:30 - 14:00	<p><b>BC Partnerships Luncheon</b> <b>Location: s. 15</b> <b>PJH address the Korean government, business &amp; community leaders</b> <b>BC delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b> -Stand-up event promoting BC agrifood, seafood, craft beer, wine and tourism.</p>			



# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.3, Last updated Jan 14, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
14:15 - 15:30	Premier Departs for Netmarble Tour BC Delegates: Geoff Meggs, Sheena McConnell, Luke Shim	Meeting with Netmarble Minister departs at 13:45 Meeting: 14:30 - 15:00 Location: Netmarble Travel time: 40 mins each way. BC Delegate: Fazil Mihlar  -Meeting to discuss Netmarble growth of Kaban Studios in Vancouver s.21  Netmarble is Korea’s largest mobile game publisher and 6th largest in the world (2017 by	Meeting with Destination Canada Location: s.15  14:30 - 15:15	
15:00 - 15:30	Netmarble (Tour) Location: Netmarble BC Delegates: Fazil Mihlar, Geoff Meggs, Sheena McConnell, Luke Shim		Meeting with Coupang (BC Agrifood Promotion Online) Location: s.15  15:30 - 16:15	
15:35 - 16:30	Depart for Kukkiwon Location: 32, Teheran7gil, Gangnam-gu-Seoul	Private program		
16:30 - 17:30	Cultural program: Location: Kukkiwan 32, Teheran7gil, Gangnam-gu-Seoul BC Delegates: Fazil Mihlar, Geoff Meggs, Sheena McConnell, Luke Shim -Kukkiwan Taekwondo Headquarters.			
17:30 - 18:00	Transfer to s.15 Location: s.15 Seoul			
18:00 - 22:00	Private Program			



## Country Profile:



## SOUTH KOREA



## Quick Facts

Total Area:	100,210 km <sup>2</sup>
Population:	51.25 million (2016) (26th in the world)
Capital:	Seoul
Type of Government:	Unitary presidential republic
Administrative Divisions:	9 provinces, 7 metropolitan cities
Head of State:	President MOON Jae-in (since 10 May 2017)
Head of Government:	Prime Minister LEE Nak-yeon (since 31 May 2017)
GDP (2016):	CDN\$1.8 trillion
National Currency:	Won
Language (s):	Korean
Religions:	No affiliation 46%, Christian 29%, Buddhist 22%
National Day:	National Foundation Day – Oct. 3

## Background

- Division of power among the executive, legislature (unicameral National Assembly), and judiciary.
- Elections: President - every 5 years; National Assembly - every 4 years.
- President and Prime Minister are both active participants in the day-to-day administration of the state. The PM is the President's principal executive assistant: supervises administrative ministries, can deliberate on national policies and attend National Assembly meetings, among other responsibilities.
- The Prime Minister is selected by the President and approved by the National Assembly.

## Korea's New Government

- Moon Jae-in of the Minjoo (Democratic) Party was elected President after a snap election in May 2017 following the impeachment of Park Geun-hye in December 2016.
- Moon ran on reforming the chaebol — large conglomerates like Samsung, Hyundai and LG — which contribute 55% of national GDP but only 5% of jobs.
- He also pledged to create 810,000 government jobs, provide incentives for private employers to hire, raise taxes, and introduce a stimulus package of up to \$9 billion to boost economic performance.



## British Columbia — Korea Relations

### Community

- ▶ According to the 2016 census 63,300 British Columbians identify themselves as being of Korean descent.

### Twinning

- ▶ In May 2008, BC and Gyeonggi entered into a Sister Province Agreement to expand the range of cooperation between the two provinces. Gyeonggi Province is one of BC's two sister provinces along with Guangdong, China.
- ▶ In November 2013 a renewed three-year Action Plan was signed between BC and Gyeonggi Province, outlining areas for cooperation in 5 sector areas: agrifoods, clean energy, marine leisure, digital media, and personnel exchanges and market development cooperation. It expired at the end of 2016.
- ▶ There are 3 bilateral twinning relationships between BC and Korean communities (Coquitlam and Paju, District of North Vancouver and District of Guro, Burnaby and Hwaseong).

### Education

- ▶ Korea was the 3<sup>rd</sup> top source country, accounting for 9 percent of the total international student population in the province.
- ▶ British Columbia is the most popular study destination for Korean students in Canada, with approximately 42 percent of these students studying in the province.
- ▶ In June 2017, issues with school licensing and teacher visas led to the decertification of CBIS Canada School, a British Columbia-certified offshore school in Seoul, Korea.
- ▶ There are over 100 partnership agreements between schools and institutions in British Columbia and Korea indicating a strong desire to work collaboratively to support student exchange and research opportunities.

### Tourism

- ▶ There were 108,903 direct entries from South Korea to BC in 2016, 14.5% more than in 2015.
- ▶ South Korea was BC's sixth largest international market in terms of direct entries in 2017.

### Diplomatic Relations

- ▶ Ambassador of the Republic of Korea to Canada: His Excellency SHIN Maeng-ho
- ▶ Ambassador of Canada to Korea: His Excellency Eric Walsh
- ▶ Consul General of the Republic of Korea in Vancouver: GUNN Kim



## Trade Relations

- ▶ The Canada-Korea Free Trade Agreement (CKFTA) entered into force on January 1, 2015.
- ▶ This was Canada's first free trade agreement in the Asia-Pacific region and provides new access for Canadian businesses and workers to the world's 15th-largest economy and the fourth-largest in Asia.
- ▶ Korea is British Columbia's 4th largest export destination with 5.5% of BC's commodity exports shipped there and #6 destination for Canada.
- ▶ BC leads Canadian provinces in trade with Korea (50.1% of Canada's exports to Korea in 2016). BC's exports to Korea are 3 times higher than the next leading province, Ontario.

### Top 5 B.C. Goods Exports to South Korea (2016) \$CDN:

- ▶ Bituminous Coal \$880M; Copper Ores and Concentrates \$492M; Unwrought Aluminum \$287M; Wooden Telephone Poles etc \$97M; Chemical Woodpulp \$72M




### Total B.C. Goods Exports:

2012	2013	2014	2015	2016
\$1.9B	\$1.8B	\$2.1B	\$1.8B	\$2.1B

## Attachment II

### BC Korea TIR Office Directory

**SEOUL - BC Trade and Investment Representative Office (Pacific Coast Co., Ltd.)**  
**26F Gangnam Finance Center, 737, Yeoksam-dong, Gangnam-gu, Seoul, 135-984 Korea**  
 서울시 강남구 역삼동 737 강남 파이낸스 센터 26층 135-984  
**Office: +82 (2) 3451-4950**

Team Member/Title	Role	Photo
<b>Luke SHIM</b> Managing Director, Korea O: +82 (2) 3451-4951 M: +82 (10) 6205-6751 lshim@britishcolumbia.ca	<ul style="list-style-type: none"> <li>• Lead on in-market trade promotion, investment attraction, strategic partnering and marketing of British Columbia business opportunities in Korea</li> <li>• Management of BC Trade and Investment Office in Seoul</li> <li>• Liaise with Embassy</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li>• <i>Major Investments</i></li> <li>• <i>Financial and Professional Services</i></li> <li>• <i>Infrastructure</i></li> <li>• <i>Technology</i></li> </ul>	
<b>Dasun KIM</b> Program Assistant O: +82 (0)2 3451-4947 M: +82 10 6329-7470 dakim@britishcolumbia.ca	<ul style="list-style-type: none"> <li>• Trade and Investment research</li> <li>• Trade show, events, and logistics support</li> <li>• Office and program support</li> </ul>	
<b>Sang-Hun (Spencer) PARK</b> Senior Manager O: +82 (2) 3451-4949 M: +82 (10) 6290-8446 shpark@britishcolumbia.ca	<ul style="list-style-type: none"> <li>• Business development for Korea Trade and Investment Program</li> <li>• Work with Korean business communities, associations, partners to identify and pursue opportunities/sources of trade and investment.</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li>• <i>Mining, Oil &amp; Gas</i></li> <li>• <i>Transportation and Logistics</i></li> <li>• <i>Cleantech</i></li> </ul>	
<b>Yun Ju JUNG</b> Senior Manager O: +82 (2) 3451-4948 M: +82 (10) 2717-4246 yjjung@britishcolumbia.ca	<ul style="list-style-type: none"> <li>• Business development for Korea Trade and Investment Program</li> <li>• Work with Korean business communities, associations, partners to identify and pursue opportunities/sources of trade and investment.</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li>• <i>International Education and Training</i></li> <li>• <i>Consumer products</i></li> <li>• <i>Agrifood and Seafood</i></li> </ul>	

<p><b>Yoon Jung CHO</b> Manager O: +82 (2) 3451-4950 M: +82 (10) 7709-0356 ycho@britishcolumbia.ca</p>	<ul style="list-style-type: none"> <li>• Business development for Korea Trade and Investment Program</li> <li>• Work with Korean business communities, associations, partners to identify and pursue opportunities/sources of trade and investment.</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li>• <i>ICT/Wireless</i></li> <li>• <i>Digital Media and Interactive</i></li> </ul>	
<p><b>Derrick KIM</b> Agrifood-Seafood Manager O: +82 (0)2-3451-4952 M: +82 (0)10-8331-7864 dekim@britishcolumbia.ca</p>	<ul style="list-style-type: none"> <li>• Business development for Korea Trade and Investment Program</li> <li>• Work with Korean business communities, associations, partners to identify and pursue opportunities/sources of trade and investment.</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li>• <i>Agrifoods and Seafood</i></li> </ul>	

## Meeting Note

**CLIFF: 139072**

**TITLE:** Bilateral Meeting and Action Plan Signing with Governor of Gyeonggi Province

**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Eric Walsh, Ambassador of Canada to Korea
3. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
4. Honourable George Chow, Minister of State for Trade
5. Fazil Mihar, Deputy Minister, Ministry of Jobs Trade and Technology
6. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines & Petroleum Resources
7. Geoff Meggs, Chief of Staff, Office of the Premier
8. Sheena McConnell, Press Secretary, Office of the Premier
9. Luke Shim, Managing Director, Trade and Investment Office, Korea
10. James Hursthouse, DigiBC

Gyeonggi Government

1. Kyung-pil NAM, Governor
2. Gwangsup HAN, Ambassador for International Relations (Former Consul General to Canada, Vancouver)
3. Jong-cheol IM, Assistant Governor for Economy
4. Hyun-soo KIM, Deputy Director, International Cooperation Bureau
5. Jennifer Lee, International Relations Specialist
6. Donald Valiant, Deputy Director (MC for signing ceremony)

**WHERE:** Thursday, January 25 2018 | 1:50 PM – 3:00 PM  
Gyeonggi Provincial Office, Suwon, Gyeonggi Province

**WHY:**

- Reaffirm the sister province relationship between Gyeonggi and BC (since 2008).
- Sign 10th Anniversary “3-year Gyeonggi-British Columbia Action Plan”.
- Witness MOU signing between DigiBC and Gyeonggi Content Agency – an immediate outcome of the 3-year Action Plan.

**GIFTS:** Yes

- Thunderbird cedar vase (Coast Salish artist Shain Niniwum Selapem Jackson) for the Gyeonggi Governor.
- Haida Loon pewter card holders (Pacific Northwest artist Glen Rabena) for Gyeonggi officials.

**ISSUE/DISCUSSION:**

- Recognize the 10<sup>th</sup> Anniversary of the Gyeonggi-British Columbia Sister-Province relationship with the signing of a new Three-Year Action Plan (2018-21).
- Affirm the BC government's support for strengthening the BC-Gyeonggi relationship.
- Highlight the *Canada-Korea Free Trade Agreement* as a framework for economic growth.

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**KEY MESSAGES & DISCUSSION QUESTIONS:**

s.13

**BACKGROUND:**

- 2007 - BC's Asia Pacific Trade Council recommended that BC "expand and strengthen the Economic Cooperation MOU with Gyeonggi Province to a full sister-province relationship, similar to the BC-Guangdong (China) sister-province relationship.
- May 19, 2008 – the former BC Premier and Gyeonggi Governor signed a sister province agreement. BC premiers have met former Governor Moon-Soo KIM three times and Governor NAM once in Korea in May 2016.
- Gyeonggi has a sister-province relationship with Guangdong (China), as does B.C.
- This will be the third Action Plan signed between Gyeonggi and BC. The 10<sup>th</sup> Anniversary 3-Year Action Plan supports cooperation in:
  1. Digital Media, ICT/Wireless; Agrifoods and Agricultural Technology;
  2. Wood Products and Low Carbon Construction; and
  3. Tourism and Government Personal Exchanges.
- One immediate outcome of the renewed Action Plan is an MOU between DigiBC and the Gyeonggi Contents Agency. DigiBC and Gyeonggi Contents Agency aim to promote growth in and awareness of the Interactive and Digital Media sectors in each other's markets for the broader economic and social benefit of both provinces and countries.

s.16

- Gyeonggi is Korea's most populous province with 12 million people. It accounts for one-fifth of the country's GDP and exports and is home to Samsung, Hyundai-Kia and LG. Gyeonggi's industries include automotive manufacturing, electronics, and biotech
- The Sewol ferry disaster occurred on April 16, 2014, when the ferry was en-route from Incheon to Jeju. The ferry sank carrying 476 people, mostly secondary school students from Danwon High School in Ansan City (Gyeonggi). In total, 304 passengers and crew members died. The disaster resulted in widespread criticism of the captain, crew, ferry operator and the South Korean government.



## ADDITIONAL INFORMATION: EVENT SCENARIO

Time	Details
1:45 pm	<b>Arrive at Gyeonggi Government Provincial Office</b> Premier and delegation greeted by <b>Ambassador HAN Gwangsup</b> , (Former Consul General to Canada - Vancouver), in the 1st floor lobby and escorted into Gyeonggi Provincial Office.
1:50 pm	<b>Sewol Ferry Memorial (Accompanied by Ambassador HAN Gwangsup)</b> Gyeonggi Provincial Office New Building 1 <sup>st</sup> floor. Premier, Ministers, and Ambassador Walsh pay respects at Sewol Ferry Memorial. <ul style="list-style-type: none"> <li>- Premier and Ambassador Walsh approach signing table to sign Book of Condolences.</li> <li>- All four put on the provided white gloves, and Gyeonggi protocol staff hand a white chrysanthemum to each participant.</li> <li>- One at a time (Ambassador, Premier, Minister Raltson, Minister Chow), approach the altar and place the flower on the altar table</li> <li>- Take 2-3 steps back from the altar table and wait for all four participants to finish placing flowers.</li> <li>- All four together, in a line, face the altar, bow heads and engage in a brief moment of silence (30 – 60 seconds). Photos are permitted.</li> </ul>
1:55 pm	<b>Gyeonggi Governor – BC Premier (brief private meeting – 5-10 minutes)</b> Governor Nam and Premier Horgan, each with an accompanying staff member (Geoff Meggs) and interpreter will hold a 5-minute meeting prior to the bilateral.
2:00 pm	<b>Gyeonggi Governor – BC Premier (bilateral meeting – 30 minutes)</b> Minister Ralston, Minister Chow, Ambassador Walsh, and Luke Shim escorted into the Governor's office. (Interpreters present). During the bilateral meeting, the remaining members of the BC delegation can sit either to the rear of the main table in the Governor's office OR stay in the waiting room which is next to the secretary's office. Governor Nam provides brief introductions and welcome remarks. <b>Premier Horgan provides brief remarks.</b> Discussion to follow. Photo opportunity.
2:30 pm	Premier and Governor conclude meeting and transition from Governor's office to "Situation Room" for signing of 3-Year Action Plan. The BC delegation is escorted to the "Situation Room" where Gyeonngi government officials will be present. Premier and Governor take seats at head of table.
2:35 pm	<b>3 Year Action Plan Signing</b> Staff bring the 10 <sup>th</sup> Anniversary Gyeonggi-British Columbia 3-Year Action Plan documents for signing. Premier Horgan and Governor Nam sign the Action Plan. (English and Korean versions) Covered by local media.
2:40 pm	<b>Premier and Governor rise and hold Action Plan documents in front of flags and backdrop for photo opportunity.</b> Staff remove Action Plan documents. Premier and Governor remain standing.

2:45 pm	<b>DigiBC – Gyeonggi Contents Agency – Strategic Partnership Signing</b> James Hursthouse (DigiBC) and OH Chang-Hee (Gyeonggi Contents Agency) take seats at head of table for signing of partnership agreement between DigiBC and Gyeonggi Content Agency (outcome of new Gyeonggi-BC Action Plan). Premier and Governor, standing behind, witness the signing. Photo opportunity.
2:50 pm	<b>Gift exchange and photos.</b> The Premier and BC delegation will be presented with a cultural art pieces. The Premier will present the Governor with a Thunderbird cedar vase. Gyeonggi officials will be presented Haida Loon card holders. Note: The vase is a Spirit Works' specialty: the fusing together of materials, techniques, and cultures. It is hand-crafted from sacred Western Red Cedar, and adorned with artwork by Coast Salish artist <b>Shain Niniwum Selapem Jackson</b> . <b>Return to vehicles and depart for Pangyo Techno Valley.</b>
3:00 pm	<b>Suwon Hwaseong Fortress</b> - pass through by car. Hwaseong Fortress is from the Joseon Dynasty (1392-1910) and the official fortress of Suwon-si, Gyeonggi-do. In December 1997, it was designated a UNESCO World Cultural Heritage Site.
3:10 pm	<b>Travel to Gyeonggi Center of Creative Economy and Innovation (Pangyo)</b> See separate meeting note for details.
3:20 pm	<b>Depart to Pangyo Techno Valley for presentation and tour program.</b> (30 minutes travel time). Police motorcycles escort from Gyeonggi Province Office to Gyeonggi Center of Creative Economy and Innovation.
3:50 pm	<b>Visit to Gyeonggi Center of Creative Economy and Innovation.</b> Tour of G-Hub.
4:10 pm	<b>Presentation on Pangyo Techno Valley (15 mins)</b> Tour of Gyeonggi Center of Creative Economy and Innovation (30 mins). Photo opportunity.
5:00 pm	<b>Depart to Seoul.</b> (Police escort to Seoul)

**SPEAKING NOTES:** See Key Messages

**CONTACT:**

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**ATTACHMENTS:**

Attachment I: Biography - Kyung-pil NAM, Governor, Gyeonggi Province  
Attachment II: Seating Charts – Governor's Office and "Situation Room"  
Attachment III: Canada Korea Free Trade Agreement (CKFTA)  
Attachment IV: Gyeonggi-BC 3-Year Action Plan  
Attachment V: DigiBC – Gyeonggi Contents Agency MOU

**Attachment I****Biography****Kyung-pil nam, governor, gyeonggi province**

Kyung-pil NAM was inaugurated as the 34<sup>th</sup> Governor of Gyeonggi Province on July 1 2014. He succeeded former Governor KIM Moon-soo.

Prior to the governorship, Nam served five consecutive terms as member of the National Assembly, the national legislature of Korea, representing Suwon City of Gyeonggi Province from 1998 to 2014.

Concurrent with his tenure in the Korean National Assembly, Nam assumed chairmanship of the Korea Ice Hockey Association for the Disabled in 2004, a position that he still holds.

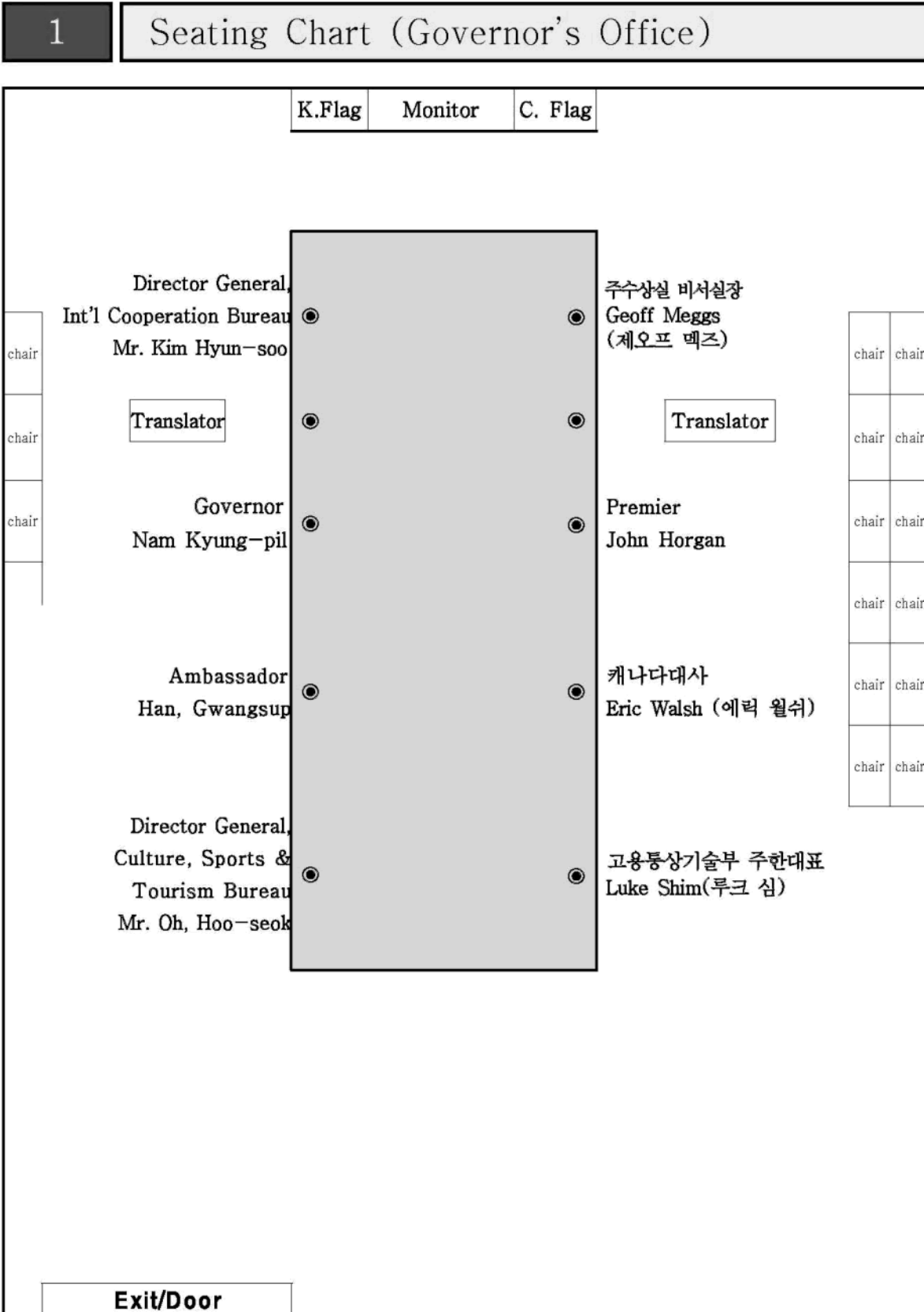
He has served on the Democratization Caucus of the Saenuri Party from 2012, and of the Korea Internet and Digital Entertainment Association from 2013.

Nam served as Chairman of the Foreign Affairs, Trade, and Unification Committee of the National Assembly from 2010 to 2011, taking the lead in foreign policy formulation and diplomatic initiatives for the nation. He also served as Chairman of the Korean-German Parliamentary Friendship Group from 2012 to 2014, fostering bilateral exchanges while drawing upon German experiences and their applicability to the Korean Peninsula.

Nam Kyung-pil has initiated a coalition government for provincial residents based on communication and cooperation with opposition parties. He is also actively engaging in public diplomacy on the international stage to propel multifaceted growth while preparing both Korea and the world for Korean reunification.

Nam Kyung-pil was born on January 20, 1965 and graduated from Yonsei University in 1988 with a degree in Social Welfare. He later undertook graduate studies at Yale University and obtained his Master's degree in Public and Private Management in 1996.

Attachment II



### Seating Chart (Situation Room)



**Attachment III****CANADA KOREA FREE TRADE AGREEMENT****CANADA KOREA FREE TRADE AGREEMENT (CKFTA)**

- The *Canada Korea Free Trade Agreement* (CKFTA) came into force on January 1, 2015. The CKFTA is Canada's only free trade agreement with an Asian trading partner.
- The CKFTA has established a more level playing field with competitors who entered into free trade agreements with South Korea before Canada, e.g. EU (July 2011); USA (March 2012); Australia (December 2014).
- The CKFTA covers virtually all aspects of Canada-South Korean trade, including goods and services, investment, government procurement, non-tariff barriers, environment and labour cooperation.
- The centrepiece of the CKFTA is tariff elimination. Nearly 100 percent of Canadian exports will be duty-free by January 1, 2032. The recent tariff phase out on January 1, 2017 allows for 93 percent of Canada's exports to enter Korea duty free.
- BC goods which have had tariffs reduced or eliminated as a result of the CKFTA (e.g. agrifood/ seafood, forestry product) have experienced gains in export value relative to before CKFTA implementation, for example:

**Agrifood / Seafood Exports to Korea:**

- 2016 - BC agrifood and seafood exports increased relative to 2015:
  - 11.6 percent growth in agrifood exports (from \$48.0 M to \$53.6 M)
  - 60.5 percent growth in seafood exports (from \$6.3 M to \$10.1 M)

**Wood Products Exports to Korea:**

- 2016 - BC exports of wood products (including pulp and paper) reached \$326 million vs. \$301 million in 2013.

## Attachment IV

**GYEONGGI – BC ACTION PLAN****ACTION PLAN FOR 2018 TO 2021  
GYEONGGI-BRITISH COLUMBIA  
SISTER PROVINCE AGREEMENT**

TO MARK THE OCCASION OF THE 10<sup>TH</sup> ANNIVERSARY OF THEIR SISTER PROVINCE RELATIONSHIP, GYEONGGI PROVINCE OF THE REPUBLIC OF KOREA AND THE PROVINCE OF BRITISH COLUMBIA OF CANADA (HEREINAFTER “THE PARTICIPANTS”) HAVE JOINTLY AGREED TO BUILD ON THE ACHIEVEMENTS OF THEIR FIRST (2010-2012) AND SECOND (2013-2016) ACTION PLANS AND STRENGTHEN COOPERATION BETWEEN THE TWO PROVINCES WITH THE SIGNING OF A THIRD ACTION PLAN (2018-2021).

IN THE COMING THREE YEARS, GYEONGGI AND BRITISH COLUMBIA ARE COMMITTED TO ECONOMIC AND GOVERNMENT-TO-GOVERNMENT COOPERATION AND EXCHANGE IN THE SECTORS OF: DIGITAL MEDIA; INFORMATION COMMUNICATIONS TECHNOLOGY (ICT)/WIRELESS; AGRIFOODS/AGRICULTURAL TECHNOLOGY; WOOD PRODUCTS/LOW CARBON CONSTRUCTION; TOURISM; AND PERSONNEL EXCHANGES, AS WELL AS OTHER AREAS FOR THEIR RESPECTIVE BENEFIT.

TO THIS END, THE PARTICIPANTS HAVE AGREED AS FOLLOWS:

**1. DIGITAL MEDIA**

In recognition of established and growing clusters for digital media, interactive content development, and creative industries in Gyeonggi and British Columbia, the Participants will encourage collaboration between related companies and industry organizations by:

- Identifying business opportunities and enhancing cooperation between creative companies, organizations and post-secondary institutions in both provinces through the Gyeonggi Content Agency and CreativeBC.
- Advancing the signing of a memorandum of understanding (MOU) and supporting digital media sector collaboration between the Gyeonggi Content Agency and DigiBC - The Interactive & Digital Media Industry Association of British Columbia.
- Supporting industry participation in one another's respective conferences, trade shows and seminars, including PlayX4 (Gyeonggi) and SIGGRAPH 2018 (BC), among others.

**2. ICT/WIRELESS**

Gyeonggi and British Columbia are home to dynamic ICT/Wireless industries and have developed strong sector clusters in areas such as mobile technologies, e-commerce, security and fintech. A Gyeonggi-based global electronics company has established an R&D lab in British Columbia. Gyeonggi and British Columbia will encourage further collaboration between ICT/Wireless companies and industry organizations by:

- Supporting the growth of Gyeonggi and British Columbia start-up ICT/Wireless companies and commercialization of related technologies through the services of tech incubators including Wavefront Wireless and the Gyeonggi Start-up Campus.

- Promoting British Columbia and Gyeonggi ICT/Wireless trade and investment through investment seminars, industry conferences, start-up pitching events, and business-to-business events such as the Wavefront Wireless Global Market Entry Program to Korea and KOTRA's IT-Tech Roadshow to Canada.

### 3. AGRIFOODS/AGRICULTURAL TECHNOLOGY

**Gyeonggi and British Columbia are producers of high-quality agrifood products and undertake programs to expand exports to one another's market. The Participants will further advance agrifood and agricultural technology business opportunities by:**

- Ensuring Gyeonggi and British Columbia agrifood businesses continue to be informed on the economic benefits of the *Canada-Korea Free Trade Agreement* and related export opportunities through export development seminars and information sessions.
- Supporting agrifood business delegations to British Columbia and Gyeonggi trade shows and events, including the G-Food Show (Gyeonggi), Seoul Food & Hotel Show (Gyeonggi), Food Pro West (British Columbia), and the British Columbia Shellfish and Seafood Festival.
- Refer British Columbia buyers interested in Gyeonggi/Korean agrifood products to the KOTRA Vancouver office. Refer Gyeonggi buyers interested in BC/Canadian agrifood products to the British Columbia Trade and Investment Representative Office in Seoul.
- Exchanging market information on agricultural technologies in Gyeonggi and British Columbia, including innovation in processing, packaging and marketing of agrifood products, and facilitating matchmaking between companies and collaboration between universities and research institutions.

### 4. WOOD PRODUCTS/LOW CARBON CONSTRUCTION

**Gyeonggi and British Columbia have established strong cooperation in the innovative use of wood products which includes the Canada Village project in Gyeonggi, the first public sector wood frame construction community in Korea. The Participants will support ongoing collaboration in the forestry and wood products sectors by:**

- Collaborating on energy efficient, low carbon green construction and the use of advanced wood construction technology, in partnership with Forestry Innovation Investment, Canada Wood Korea, and Gyeonggi Urban Innovation Corporation.
- Supporting training and knowledge transfer for Gyeonggi builders and developers of Canadian energy efficient wood-frame construction in partnership with Forestry Innovation Investment and Canada Wood Korea.
- Promoting new uses of British Columbia wood in Gyeonggi in architecturally unique structures, hybrid buildings, and non-residential construction through Forestry Innovation Investment, Canada Wood Korea, and Gyeonggi Urban Innovation Corporation.



## **5. TOURISM**

**The Participants undertake ongoing marketing initiatives to promote international tourism to their respective markets. The Participants will promote cooperation in the tourism sector by:**

- Facilitating information sharing between provincial tourism marketing and promotional agencies (Destination British Columbia and the Gyeonggi Tourism Organization).
- Supporting the exchange of promotional information, and statistical reports including reports published by Destination Canada, Korea Tourism Organization, Destination British Columbia, and Gyeonggi Tourism Organization.

## **6. PERSONNEL EXCHANGES**

**The Participants will identify opportunities for personnel exchange to improve mutual understanding and to support the flow of two-way trade and economic ties between British Columbia and Gyeonggi by:**

- Promoting both short-term and long-term personnel exchanges between the two jurisdictions.
- Activities would include the exchange of market information to aid in the identification of business opportunities between Gyeonggi and British Columbia companies.

## **7. RESPONSIBILITIES**

**The organizations designated to coordinate the activities specified in this Action Plan are the Foreign Policy Division of the International Cooperation Bureau under the Office of Economy, Gyeonggi Provincial Government, and the Intergovernmental Relations Secretariat and the Ministry of Jobs, Trade and Technology, Government of British Columbia. The organizations will convene annually to review and assess progress under the Action Plan and to identify further opportunities to promote exchange and cooperation between Gyeonggi and British Columbia.**

**THIS ACTION PLAN SIGNED IN DUPLICATE IN SUWON, REPUBLIC OF KOREA THIS  
TWENTY-FIFTH DAY OF JANUARY, 2018, IN THE KOREAN AND ENGLISH LANGUAGES,  
BOTH TEXTS BEING EQUALLY VALID.**

---

Honourable John Horgan  
Premier

For the Province of British  
Columbia, Canada

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Honourable Nam Kyung-pil  
Governor

For Gyeonggi Province,  
Republic of Korea

## Meeting Note

**CLIFF: 139075****TITLE:** Briefing with the Ambassador of Canada to Korea**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
3. Geoff Meggs, Chief of Staff, Office of the Premier
4. Sheena McConnell, Press Secretary, Office of the Premier
5. Luke Shim, Managing Director, Trade and Investment Office, Korea  
Embassy of Canada
1. Eric Walsh, Ambassador of Canada to Korea
2. Steven Goodinson, Senior Trade Commissioner, Embassy of Canada in Korea

**WHERE:** Friday, January 26 2018 | 8:00 am – 8:45 am

Location: s.15

Seoul

**WHY:**

- Obtain a briefing on the day's program and hear Ambassador Walsh's insights on potential key meeting issues, future prospects for trade and investment, and recent developments in the Korean peninsula.

**GIFT:** No**ISSUE/DISCUSSION:**

- Review the Korea meeting itinerary and discuss any outstanding issues.

**KEY MESSAGES & DISCUSSION QUESTIONS:**

- Thank the Embassy and Trade Commissioner Service for their support on the mission.
- Korea is a key trade and investment partner for BC and we look forward to working with Global Affairs Canada on strengthening BC's economic relationship with Korea.
- BC appreciates the Embassy's support of the BC TIR office in Korea and for its continued cooperation on programming to support BC businesses in Korea.

**BACKGROUND:**

- Ambassador Walsh (Attachment I) and his staff have a strong working relationship with the Ministry of Jobs, Trade and Technology (JTT) and the Trade and Investment Representative (TIR) office in Seoul. They helped support arrangements for this trip.

- Ambassador Walsh visited BC in October 2017 to participate in a variety of meetings and events including the 15th Annual Canada-Korea Forum (October 19-21) – Vancouver Forum co-organized by the Centre for International Governance Innovation (Waterloo), and the Seoul International Forum of Korea.

#### BC Exports to Korea

- South Korea is BC's fourth-largest trading partner. In 2016, BC exports to South Korea were **\$2.2 billion** and accounted for 51% of total Canadian exports to South Korea. Top BC exports to South Korea (2016) include:
  - Coal (\$880 million); Copper ores and concentrates (\$512 million)
  - Unwrought aluminum (\$287 million); Wood products (\$185 million)
- With the advent of the *Canada Korea Free Trade Agreement* (CKFTA) in 2015, a key focus for JTT and the Korea TIR office is BC export development. The CKFTA is Canada's only free trade agreement in Asia.
- The strong relationship with the Canadian Embassy in Korea ensures BC businesses can fully leverage CKFTA export opportunities through coordinated support.
- Significant opportunities are present in BC agrifood/seafood exports and BC maintains two agrifood officers in the Seoul office.

#### Korean Tech Investment Attraction to BC

- Leading Korean tech companies and investors are looking to invest in the North American market, and greater Vancouver represents an entry point for expansion. Samsung Electronics maintains a research division in Burnaby which works on Samsung's KNOX mobile enterprise security solution and provides global enterprise client support.
- JTT and the TIR office are working to attract Korean investment into BC, including the tech sector. Recent tech investments have included:
  - Netmarble's acquisition of Kabam Games for <sup>s.17</sup> Kabam's Vancouver studio (~180 employees) was the primary component of the 2016 deal and is Netmarble's main office to advance North American growth. Kabam Vancouver will add an additional 100 employees in 2018.
  - Nuri Telecom acquired BC-based Apivio (Richmond) for <sup>s.17</sup> Nuri will use Apivio (IP telephone sets) to grow its smart meter business in North America.

**ADDITIONAL INFORMATION:****EVENT SCENARIO**

Time	Details
8:00 am	Premier arrives at s.15
8:01 am	Ambassador Eric Walsh and staff are guided into the lounge by the dining room.
8:02 am	Premier and staff greet Ambassador and move into dining room.
8:05 am	Meeting begins
8:43 am	Meeting ends
8:45 am	Premier, Ambassador and staff proceed to corporate call with KOGAS – 9:00 am (in hotel)

**SPEAKING NOTES:** N/A**CONTACT:**

Luke Shim  
Managing Director, BC TIR Korea  
Tel: +82 (10) 6205-6751  
Email: [LShim@britishcolumbia.ca](mailto:LShim@britishcolumbia.ca)

Richard Sawchuk  
Director, Japan, Korea and Hong Kong  
Tel: (604) 617-0378  
Email: [Richard.Sawchuk@gov.bc.ca](mailto:Richard.Sawchuk@gov.bc.ca)

**ATTACHMENTS:**

Attachment I: Biography – Eric Walsh, Ambassador of Canada to Korea

Attachment II: Seating Plan

Attachment III: BC-Korea Trade and Investment Update

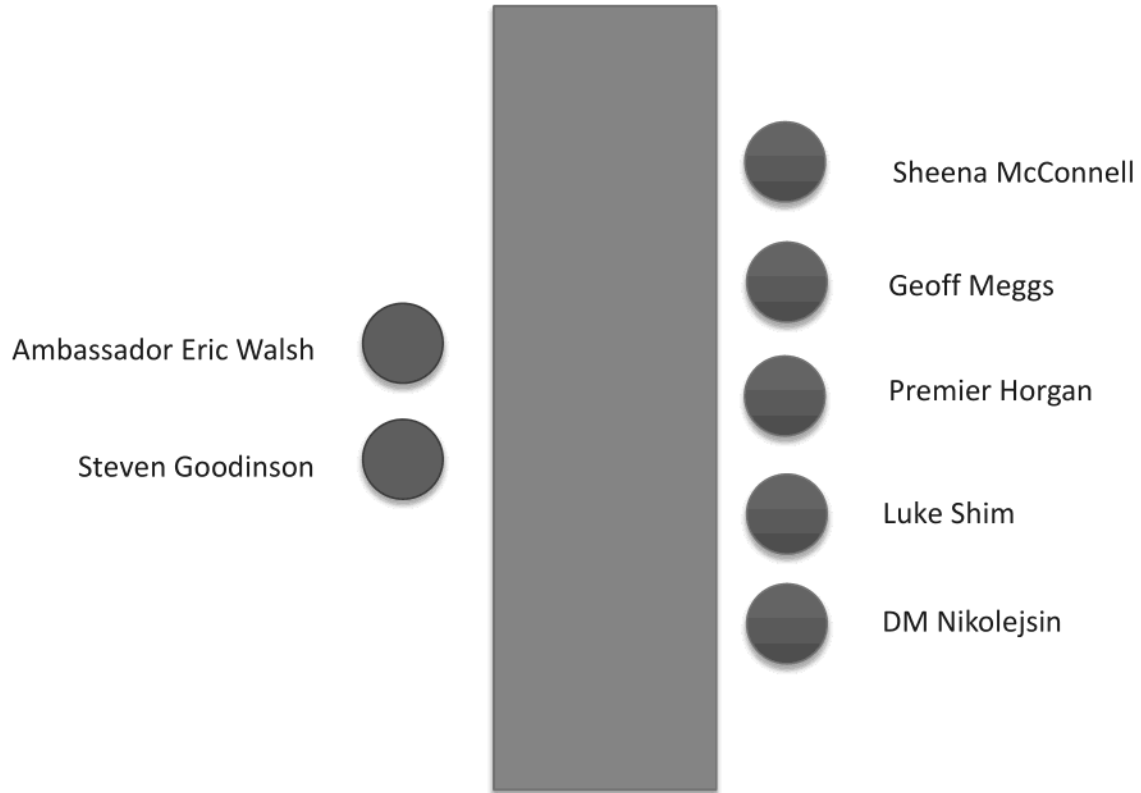
Attachment IV: Government of BC Partnerships with the Embassy of Canada (Korea)

**Attachment I****Biography - Mr. Eric Walsh  
Ambassador of Canada to Korea**

- Eric Walsh (BA Honours, McGill University, 1994) joined the Department of Foreign Affairs and International Trade in 1995.
- Following an assignment with the team negotiating the Ottawa Convention, which banned anti-personnel mines, he served abroad in Ankara and Bucharest. He was also posted to Geneva as counsellor and deputy permanent representative to the Conference on Disarmament.
- In Ottawa, he has held positions as coordinator for Middle Eastern and North African affairs and as director of the East Asia and North Asia divisions.
- Mr. Walsh previously served as minister and deputy head of mission in Berlin, where he acted as chargé d'affaires from December 2012 to September 2013.
- Mr. Walsh replaces David Chatterton who served as Ambassador until October 2014.

Attachment II

SEATING PLAN



**Attachment III****BC – KOREA RELATIONS****OVERVIEW**

- There are 63,300 people in BC of Korean origin (198,210 in Canada). (2016 Census)
- BC opened its Trade and Investment Representative Office in Seoul in 2008. The office has five staff focused on priority sectors for BC including agrifood/seafood, technology (ICT/wireless, digital media, clean tech), natural resources, and international education.
- BC received 108,000 South Korean overnight visitors in 2016, making it BC's fourth largest Asian tourism market. Canada signed an Open Skies agreement with South Korea in 2009 that allows Canadian and South Korean airlines to operate flights between any international airports in South Korea and Canada.
- 2016 - 12,445 students from Korea studying at all levels in BC
- With a GDP of \$1.4 trillion and a population of 49 million, South Korea has the fourth largest economy in Asia and is the eleventh largest in the world. GDP growth is projected to 2.8% in 2018 (OECD June 2017 Economic Forecast Summary).
- POSCO Canada (HQ in Vancouver) - one of the largest importers of BC metallurgical coal, approximately \$500 million worth of BC metallurgical coal annually.
- KOGAS - as the world's second largest importer of LNG, South Korea is seeking diversification among its source countries. State-owned KOGAS has invested in BC's Horn River and Montney upstream natural gas assets and is a 15% joint venture partner in the LNG Canada consortium led by Shell, one of the multiple LNG proposals still on the table in BC, demonstrating a continued interest in the province's export potential.

**CANADA KOREA FREE TRADE AGREEMENT (CKFTA)**

- The *Canada Korea Free Trade Agreement* (CKFTA) came into force on January 1, 2015. The CKFTA is Canada's only free trade agreement with an Asian trading partner. The CKFTA has established a more level playing field with competitors who entered into free trade agreements with South Korea before Canada, e.g. EU (July 2011); USA (March 2012); Australia (December 2014).
- The CKFTA covers virtually all aspects of Canada-South Korean trade, including goods and services, investment, government procurement, non-tariff barriers, environment and labour cooperation.

- The centrepiece of the CKFTA is tariff elimination. Nearly 100 percent of Canadian exports will be duty-free by January 1, 2032. Korean tariffs on average were three times higher than Canada's (13.3 percent vs. 4.3 percent). The most recent tariff phase out was on January 1, 2017 which now allows for 93 percent of Canada's exports to enter Korea duty free.
- BC goods which have had tariffs reduced or eliminated as a result of the CKFTA (e.g. agrifood/ seafood, forestry product) have experienced gains in export value relative to before CKFTA implementation, for example:

#### **Agrifood / Seafood Exports to Korea:**

- 2016 - BC agrifood and seafood exports increased relative to 2015:
  - 11.6 percent growth in agrifood exports (from \$48.0 M to \$53.6 M)
  - 60.5 percent growth in seafood exports (from \$6.3 M to \$10.1 M)

#### **Wood Products Exports to Korea:**

- 2016 - BC exports of wood products (including pulp and paper) reached \$326 million vs. \$301 million in 2013.

### **2016/17 BC-KOREA TRADE HIGHLIGHTS**

#### **Agrifood/Seafood**

- **Hana Fisheries of Vancouver** exported BC farmed salmon to Samyang Corporation which owns and operates fifteen 'Seven Springs' family restaurant locations across Korea. (Opportunity value: <sup>s.17</sup> ).
- Ocean Gate Fishery entered a number of deals with several Korean buyers:
  - E-Mart, one of Korea's largest hypermart chains which has around 150 stores, with fresh pollock (Opportunity value: \$300,000).
  - Lotte Mart, one of the largest hypermarkets in Korea fresh pollock. (Opportunity value: <sup>s.17</sup> ).
- **Fuggles & Warlock**, a craft brewery based in Richmond, entered a partnership with Beersum in Korea. Fuggles & Warlock conducted the Korean product launch of their product at the BC pavilion at the Seoul International Wine & Spirits Expo (April 2016). (Opportunity value: <sup>s.17</sup> ).

#### **Forestry**

- **Pinnacle Renewable Energy** supplied GS Global with 30,000 MT of BC wood pellets. GS Global previously purchased four separate 30,000 MT shipments of wood pellets from Pinnacle in 2014. (Opportunity value: <sup>s.17</sup> ).



**KOREAN COMPANIES DOING BUSINESS IN BRITISH COLUMBIA**

1. **Netmarble** - a Korean mobile games company acquired **Kabam** (for a reported USD s.17 ). Kabam's Vancouver studio was the main component of the deal which employs approximately 180 employees. s.21  
s.21
2. **Shinhan Bank Canada** - opened its first Western Canadian branch in Coquitlam, BC in October 2016. 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.
3. **POSCO** - one of the world's largest steel makers has its Canadian subsidiary based in Vancouver and is a buyer of s.17 worth of BC metallurgical coal annually.
4. **POSCO Daewoo** - a leading Korean trading corporation, and subsidiary of POSCO, invested \$8.2 M in development of the Kwanika copper-gold project in north-central BC owned by Serengeti Resources.
5. **Hyundai Motors** - launched its hydrogen fuel cell vehicle in Greater Vancouver, the first commercially available hydrogen fuel cell vehicle in the Canadian market.
6. **Samsung Electronics** - employs 100+ staff at its R&D centre in Burnaby.

## Attachment IV

**GOVERNMENT OF BC PARTNERSHIPS WITH THE EMBASSY OF CANADA (KOREA)**

1. **BC Korea Trade and Investment Forum** (Burnaby, BC) – June 23, 2015:  
Ambassador Eric Walsh attended and delivered remarks at the sold out Forum attended by over 350 BC and Korean businesses and interested parties.
2. **Wavefront Wireless Global Market Entry Tour** (Seoul) – Oct. 26-27, 2015:  
BC's TIR office partnered with the Embassy of Canada to deliver B2B matchmaking support for two BC wireless companies participating as part of a six-member Canadian delegation to Japan and Korea. The majority of B2B meetings were held at the Embassy of Canada.
3. **Seoul International Wines & Spirits Expo (SIWSE)** (Seoul) April 21-23, 2016:  
Embassy of Canada supported a Canadian pavilion to provide exhibition and B2B meeting space for Canadian | BC companies. The BC TIR and the Embassy supported a dedicated "BC" branded space in the Canadian pavilion for 4 BC companies.
4. **Seoul Food & Hotel Show** (Seoul) – May 16-19, 2017:  
JTT/BC TIR supported a delegation of 20 BC agrifood companies at Korea's largest food and beverage expo. The Embassy of Canada and participating provinces delivered a B2B matchmaking Export Café program prior to Seoul Food, and a Canada networking reception as added programming.
5. **Canada Premium Education Fair** (Seoul) – Sept. 23-24, 2017:  
The BC TIR and the Embassy of Canada provided support to BC institutions attending twice-annual Canadian education fairs in Seoul, targeting all sectors, including K-12, post-secondary and language training. The BC TIR partners with the Embassy and supports the BC Council for International Education (BCCIE) and BC institutions in strategic matchmaking with Korean partners. 22 BC institutions participated.
6. **Canadian Agrifood Festival** (Pyeongchang) – Sept. 12 – Oct. 9, 2017:  
Celebrating Canada 150 and the upcoming Pyeongchang 2018 Winter Olympics, the BC TIR, Embassy, and Alberta Korea Office co-hosted a Canadian Agrifood Festival and restaurant promotion at the InterContinental Alpensia Resort in PyeongChang, Gangwon Province. The offices worked closely to showcase BC/Canada products.
7. **G-Star** (Video game conference and expo) (Busan) - November 16-19, 2017:  
The Embassy of Canada co-supported a Canada pavilion jointly with the BC Korea TIR office and other Canadian provinces. BC formed the largest Canadian contingent with 6 BC companies. BC and Canada also co-hosted a digital media investment seminar at G-Star featuring speakers representing BC's digital media sector.

## Meeting Note

**CLIFF: 139079****TITLE:** Korea Pre-Luncheon Reception**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
  2. Eric Walsh, Ambassador of Canada to Korea
  3. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
  4. Honourable George Chow, Minister of State for Trade
  5. Fazil Mihlar, Deputy Minister, Ministry of Jobs Trade and Technology
  6. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
  7. Geoff Meggs, Chief of Staff, Office of the Premier
  8. Sheena McConnell, Press Secretary, Office of the Premier
  9. Luke Shim, Managing Director, Trade and Investment Office, Korea
- Approximately 20 guests including government officials, business leaders, and members of Korean civil society

**WHERE:** Friday, January 26 2018 | 12:00 pm – 12:30 pmLocation: <sup>s.15</sup>

Seoul

**WHY:**

- Promote BC-Korea relationships with key government officials, business leaders, and members of Korean civil society.

s.13,s.16

- Attending are a range of guests with key interests, relationships and connections to BC. It provides the opportunity to learn about a wide range of business, academic and cultural connections between BC and Korea.

**GIFT:** No**ISSUE/DISCUSSION:**

- The pre-luncheon reception will be held prior to the BC Partnerships Luncheon to provide a venue for networking between the BC delegation and senior invited guests.
- Guests: Governor of Gyeonggi Province, Korean corporate leaders (e.g. KOGAS, POSCO, Netmarble, and E-Mart) and leaders in civic society (Attachment I).

**KEY MESSAGES & DISCUSSION QUESTIONS:**

- The Premier will not speak at this short event. All guests are invited to the BC Partnerships Luncheon when the Premier will deliver a short key-note address.

**BACKGROUND:**

- The reception will be a stand-up event. There are 20 guests in attendance, including key government officials, business leaders, and members of Korean civil society. (Attachment I).
- Luke Shim, Managing Director, Korea TIR office, will introduce guests to the Premier. He will be accompanied by an interpreter.
- Spencer Park and Yun Ju Jung, Senior Managers, Korea TIR office will escort Minister Ralston and Minister Chow, respectively, to help facilitate introductions.

BC-Korea

- South Korea is BC's fourth-largest goods export market and Canada's third-largest trading partner in Asia. BC is Canada's top exporter to South Korea, representing half of all Canadian good exported (\$2.2 billion in 2016).
- The Canada Korea Free Trade Agreement (CKFTA) is Canada's only FTA in Asia. BC goods in agrifood and wood products which have had tariffs reduced or eliminated as a result of the CKFTA saw gains in 2016 export value relative to 2015.
- In 2008, BC opened its Trade and Investment Representative Office in Seoul. Luke Shim is the Managing Director.

**ADDITIONAL INFORMATION:****EVENT SCENARIO**

Time	Details
11:45 am	Registration desk opens
12:00 pm	Guests enter s.15
12:00 pm	Premier (with interpreter) introduced to guests by Luke Shim. Minister Ralston introduced to guests by Spencer Park, Senior Manager, BC TIR. Minister Chow introduced to guests by Yun Ju Jung, Senior Manager, BC TIR.
12:30 pm	Premier and reception guests transition to main ballroom for the Luncheon Premier escorted to BC Partnerships Luncheon by Luke Shim.

**CONTACT:**

Luke Shim  
Managing Director, BC TIR Korea  
Tel: +82 (10) 6205-6751  
[Lshim@britishcolumbia.ca](mailto:Lshim@britishcolumbia.ca)

Richard Sawchuk  
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Tel: (604) 617-0378  
[Richard.Sawchuk@gov.bc.ca](mailto:Richard.Sawchuk@gov.bc.ca)

**ATTACHMENTS:**

Attachment I: Pre-Luncheon Reception Guest List

Attachment II: Biographies of Pre-Luncheon Reception Guests (TO BE PROVIDED IN MARKET)

**Attachment I**
**Reception Guest List  
(Subject to change)**

	<b>First</b>	<b>Last Name</b>	<b>Title</b>	<b>Company</b>	<b>Sector</b>
1	Wooki	Song	Team Head	SPC	Agifood
2	Sing. K	Park	President	JJWV Korea Co., Ltd.	Agrifood
3	Sunghoon	Kim	Retail Food Group Director	Coupang	Agrifood
4	Eric	Walsh	Ambassador of Canada	Embassy of Canada	Gov't
5	Steven	Goodison	Minister-Counsellor	Embassy of Canada	Gov't
6	Peter	Kwak	CEO	Lululemon	Consumer
7	JuDong	Yu	Head of Division	NC Soft	Digital Media
8	Jongkook	Lim	Executive Vice President	KOGAS	Energy
9	H.I. (Harry)	Park	Executive Vice President	SK E&S	Energy
10	Chan-Sul	Jung	SEVP & CTO	Samsung Engineering	Energy
11	JiWon	Oh	Country Chair	Shell Korea	Energy
12	Justin	Oh	Director	POSCO Venture Capital	Finance
13	JC	Lee	Representative of Korea Market	BC Wood	Forestry
14	Tai Wook	Jeong	Country Director	Canada Wood Group Korea	Forestry
15	Yangki	Kim	Senior Vice President	SK Telecom	ICT
16		TBC	Executive	SK Telecom	ICT
17	Hae-Seong	Jung	Senior Vice President	POSCO	Mining
18	Anna	Lee	Managing Director	Destination Canada	Tourism
19	Seong-deok	Yun	Director General for Bilateral Economic Affairs	Ministry of Foreign Affairs, Korea	Gov't

**Attachment II**

**Brief Biographies of Guests**  
**(Attachment pending – to be provided in market)**

## Event Note

**CLIFF: 139080****TITLE:** BC Partnerships Luncheon**WHO:** British Columbia Government

1. Honourable John Horgan, Premier of British Columbia
2. Honourable Bruce Ralston, Minister of Jobs, Trade and Technology
3. Honourable George Chow, Minister of State for Trade
4. Fazil Mihlar, Deputy Minister, Ministry of Jobs Trade and Technology
5. Dave Nikolejsin, Deputy Minister, Ministry of Energy, Mines and Petroleum Resources
6. Geoff Meggs, Chief of Staff, Office of the Premier
7. Sheena McConnell, Press Secretary, Office of the Premier
8. Luke Shim, Managing Director, Trade and Investment Office, Korea

150 Community, Business and Government Guests

1. Eric Walsh, Ambassador of Canada to Korea
2. Community leaders - BC Alumni, Canadian Chamber of Commerce in Korea (CanCham),
3. Business leaders - technology, natural resources, tourism, and agrifood
4. Government officials - Government of the Republic of Korea, Gyeonggi Province, and Embassy of Canada
5. MC - Mike Weisbart, Chairman, Canadian Chamber of Commerce in Korea

**WHERE:** Friday, January 26 2018 | 12:30 pm – 2:00 pm

Location: s.15

Seoul

**WHY:**

- Promote Korea-BC business and cultural relations.
- Recognize and strengthen BC-Korea partnerships, both government-to-government and key industries (e.g. technology, natural resources, agrifoods, and tourism).
- Highlight recent BC-Korea successes and encourage the Korean business audience to explore BC opportunities.

**GIFT:** No**ISSUE/DISCUSSION:**

- A stand-up luncheon to promote BC-Korea cultural and business relations.
- Engage senior leaders in business, government and civil society with interests in BC.



s.13,s.16

- Approximately 150 guests have been invited from government, and strategic economic sectors including technology, natural resources, agrifoods, and tourism.
- The Premier's keynote address will highlight the recent changes in the provincial government and initiatives the new government is working on to strengthen business and government relations with Korea (**consecutive interpretation**).
- There may be an opportunity to launch a BC agrifood promotion marketing campaign on Coupang (the Amazon of South Korea).

s.13,s.16

**KEY MESSAGES & DISCUSSION QUESTIONS:** Speaking notes to be provided by GCPE.

**BACKGROUND:**

- The luncheon will be a stand-up reception and will showcase the best of BC seafood and craft beer (e.g. BC salmon from Ocean Gate Fisheries; BC craft beer from Fuggles and Warlock, Mission Springs Brewing and Whistler Brewing)
- Canadian Ambassador to Korea, Eric Walsh, will introduce the Premier.
- Mike Weisbart, Chairman, Canadian Chamber of Commerce in Korea will act as MC.
- The Premiers' keynote address will highlight BC's commitment to strengthening trade and investment with Korea. s.13,s.16  
s.13,s.16
- In addition to highlighting recent BC-Korea business successes, the address will mention the opportunities available in order to advance trade and investment between the two regions.
- Luke Shim, Managing Director of the Korea TIR office will introduce the Premier to as wide a range of guests as possible (accompanied by an interpreter).
- Spencer Park and Yun Ju Jung, Senior Managers of the Korea TIR office will escort Minister Ralston and Minister Chow, respectively, to facilitate introductions with guests.

- The event will showcase BC tourism, encouraging Korean guests to visit BC (in conjunction with Destination Canada).
- Winter Olympic mascots, Soohorang (white tiger) and Bandabi (black bear), may make an appearance to support the 2018 Winter Games (February 09-25, 2018) in Pyeongchang.
- BC opened its Trade and Investment Office in Seoul in 2008. Luke Shim is the Managing Director of the trade and investment office in Seoul.

## ADDITIONAL INFORMATION:

### EVENT SCENARIO

Time	Details
12:00 pm	Registration desk opens (outside ballroom)   Guests pick up pre-printed name badges
12:15 pm	Guests enter ballroom and receive welcome drink (wine or soft drink)
12:30 pm	Guests called to attention as Premier readies to enter the room
12:30pm	Luncheon service – food stations and tray service (includes BC food and beverages)
12:35 pm	Luke Shim and Ambassador Eric Walsh escort Premier into the ballroom Premier greets guests
12:40 pm	MC to podium - welcome and introduces Ambassador Eric Walsh Ambassador introduces Premier Horgan
12:45 pm	Premier speaks (10 minutes) with <b>consecutive interpretation</b> . Potential opportunity to launch BC agrifood promotion on Coupang (the Amazon of Korea).
1:05 pm	Speech concludes, MC thanks Premier
1:00 pm	Premier escorted around room and introduced to guests by Luke Shim Minister Ralston introduced to guests by Spencer Park, Senior Manager, BC TIR Minister Chow introduced to guests by Yun Ju Jung, Senior Manager, BC TIR
1:30 pm	Photo opportunities (TBC)
1:50 pm	MC adjourns luncheon
2:00 pm	Luncheon concludes. Transition to Netmarble.

**SPEAKING NOTES:** Yes - Speaking notes to be provided by GCPE.

### CONTACT:

Luke Shim  
Managing Director, BC TIR Korea  
Tel: +82 (10) 6205-6751  
Email: [LShim@britishcolumbia.ca](mailto:LShim@britishcolumbia.ca)

Richard Sawchuk  
Director, Japan, Korea and Hong Kong  
Tel: (604) 617-0378  
Email: [Richard.Sawchuk@gov.bc.ca](mailto:Richard.Sawchuk@gov.bc.ca)

### ATTACHMENTS:

Attachment I: Biography of Mike Weisbart, MC  
Attachment II: Luncheon Guest list

**Attachment I**

**Biography - Mike Weisbart**  
**Chairman, Canadian Chamber of Commerce in Korea**  
**Principal Consultant - Tower Communications**



- Mike is a corporate communications executive with nearly two decades on the ground in Seoul and a background in journalism and radio broadcasting.
- He is the founder of Tower Communications, a Seoul-based consultancy providing strategic media intelligence for the Korean market.
- He is the current Chairman of the Canadian Chamber of Commerce in Korea (CanCham) and has been a member of the board of directors since 2012.
- As a former radio anchor and correspondent, Mike is an accomplished public speaker. Mike has worked with clients across a range of industries.
- Korean references include Korea Telecom, Kia Motors, Dong-suh Foods, SK Telecom, Korea's Ministry of Agriculture, Seoul Metropolitan Government, Gyeonggi Provincial Government, Incheon International Airport, and the Gyeonggi Land Corporation.

KOREA: Luncheon Invitee list					
Sector	Company	Last Name	First Name	Position	Email
Agrifood	Emart	Kim	Taewoo	Senior Vice President	s.22
Agifood	SPC	Song	Wooki	Team Head	
Agifood	Hanhwa	Jang	Eugene	Assistant Manager	
Agrifood	Songrim Fisheries	Ryu	Yuki	Team Manager	
Agrifood	Chun Ha Corporation	Lee	Jongil	General Manager	
Agrifood	CoBees Enterprise Ltd.	Jeong	Young pil	Director	
Agrifood	Doobofoods Co., Ltd.	Sohn	Byung-Jin	Managing Director	
Agrifood	Edenhill Co., Ltd.	Kwak	Won-kyu	Director	
Agrifood	Erum Food System Co., Ltd.	Lee	Chul-ho	Director	
Agrifood	GoldenBell International Co., Ltd.	Kim	Michael (Sang Cheol)	President	
Agrifood	HJC	Kang	Yong-ki	Managing Director	
Agrifood	Ocean Gate Korea	Park	Jason	President	
Agrifood	Pristine Seafoods Co	Lee	Yunhee	Director	
Agrifood	Sooil Commerce Inc.	Shin	Matthew	Assist Manager	
Agrifood	Sung Poong Co.	Shin	Yoonsun	Manager	
Agrifood	Unique care	Ryu	Ae-young	Director	
Agrifood	Wellfood Living	Shin	David	President	
Agrifood	Ywkwang International	Ahn	Chul Hoon	President	
Agrifood	Macrocom Co., Ltd.	Ham	Kyung hoon	Director	
Agrifood	Natural Made	Choi	Michelle	Manager	
Agrifood	JIC Enterprises Ltd.	Kim	James	President	
Agrifood	Konjiam Mirasia Restaurant	Kim	Jonghyo	Executive Chef	
Agrifood	Coupang	Kim	Sunghoon	Retail Food Group Director	
Agrifood	Coupang	Seo	Daeyoun	Retail Food Team Leader	
Agrifood	Icefield Korea	Kim	Jinkyo	CEO	
Agrifood	CJ Freshway	Kim	Chul Hong	Seafood Manager	
Agrifood	CJ Freshway	Kim	Heeyeon	Seafood Manager	
Agrifood	H-Food Supply	Yoon	S.I.	CEO	
Agrifood	Ewha Womans University	Walsh	Kwang ok	Professor	
Canada Government	Embassy of Canada	Goodison	Eric	Ambassador of Canada	eric.walsh@international.gc.ca
Canada Government	Embassy of Canada	Reed	Steven	Minister-Counsellor	steve.goodison@international.gc.ca
Canada Government	Embassy of Canada	Couture	Lesely-Ann	First Secretary	Lesley-Ann.Reed@international .gc.ca
Canada Government	Embassy of Canada	Kay	Tommy	Counsellor and Trade Commissioner	tommy.couture@internationa.gc.ca
Canada Government	Embassy of Canada	Baker	Jennifer	First Secretary/Trade Commissioner	Jennifer.Kay@international.gc.ca
Canada Government	Alberta Korea Office	Panday	Gregory Baker	Managing Director	greg.baker@international.gc.ca
Canada Government	Ontario	Weisbart	Sonjay	Managing Director	sonja.panday@international.gc.ca
Chamber	Canadian Chamber of Commerce	Song	Mike	Chair	
Chamber	Canadian Chamber of Commerce	Huh	Eugene	Executive Director	
Chamber	Canadian Chamber of Commerce	Joh	Sung	Executive	s.22
Chamber	Canadian Chamber of Commerce	Park	Jacob	Executive	
Cleantech	KDHC	Yoon	Pansoo	VP&Executive Director	
Cleantech	KDHC	Kwon	Benjamin W.	Principal Officer	
Cleantech	KHNP	Choi	Byung-soo	Senior Manager	
Cleantech	Kolon Gobal	Ahn	Hyun-Jin	Team Leader	
Cleantech	GS Global	Lim	Johnny	Manager	
Cleantech	KOEN	Lee	Jae-Hyeon	Senior Manager	
Cleantech	Samwoo TCC	Choe	SoonGul	CEO	
Cleantech	Hanyang University	Shin	Kangil Chris	Reseach Professor	

Cleantech	Korea Engineering Consultants Corp	Chong	Deuk Chol	Managing Director	s.22
Cleantech	Hipia Co.,Ltd.	Kim	Byong Cho	Chairman	
Cleantech	Dioson	Baik	Jacob	Project Manager	
Cleantech	Dioson	Shin	Hyun kyung	General Manager	
Consumer	HB International	Peter Kwak	Sera	General Manager	
Consumer	Lululemon	Lim		CEO	
Digital Media	NC Soft	Kim	JuDong	Head of Division	
Digital Media	Naver	Kal	Juhee	Manager	
Digital Media	Wonderful Platform	Lee	Seung Yub	CEO	
Digital Media	Wonderful Platform	Chung	Louis	CMO	
Digital Media	Nexon	Choi	Taiyoung	Senor Biz Dev Manager	
Education	Canus	Lee	Tim	CEO	
Energy	Seoul City Gas	Kim	Dong Kwan	General Manager	
Energy	KOGAS	Lee	Jongkook	Executive Vice President	
Energy	KOGAS	Kim	Kyejung	Team Leader	
Energy	KOGAS	Ahn	Inkee	Team Leader	
Energy	KOGAS	Park	Joonyoung	Senior Manager	
Energy	Methanex Korea Limited	Park	Sean	Country Manager	
Energy	SK E&S	Moon	H.I. (Harry)	Executice Vice President	
Energy	SK E&S	Jin	Sangyo	Vice President	
Energy	Samsung Engineering	Kim	Chan-Sul	SEVP & CTO	
Energy	Chevron Korea	Dodds	Patrick	General Manager	
Energy	Shell Korea	Chung	JiWon	Head of Government Relations	
Finance	POSCO Venture Capital	Lee	Justin	Director	
Finance	POSCO Venture Capital	Sim	Jae-Sun	Sr.Manager	
Finance	Toronto Dominion Bank Seoul Representative Office	Lee	K.J.	Representative	
Finance	Asia Investment Capital Holdings	Shin	Dong-Pyo	President	
Finance	Shinhan Bank	Kim	Yoo Jin	Manager	
Finance	Shinhan Bank	Yoo	Sebin	Manager	
Canadian Government	Quebec Government in Korea	Lee	Chung Yoll	Representant	chungyoll.yoo@mri.gouv.qc.ca
Forestry	BC Wood	Jeong	JC	Representative of Korea Market	s.22
Forestry	Canada Wood Group Korea	Hwang	Tai Wook	Country Director	
Forestry	Canada Wood Group Korea		Taeik	Program Director	
Forestry	Korea Wood Construction Association	Lee	Kyunghwan	Chairman	
Forestry	Korea Wood Construction Association	Kang	Dong Heub	Executive Director	
Forestry	New Time Housing	Kim	Dae Kyung	Vice Chairman	
Forestry	Stuga Wood Construction	Kang	Gab Bong	President	
Forestry	Nova Studio	Valiant	Seung Hee	Principal Architect	
Government	Gyeonggi Province	Kim	Donald	Assistant Director	dsv@gg.go.kr
Government	Gyeonggi Province	Kang	Hyun-soo	Director General, Internationl Cooperation Bureau	
Government	Gyeonggi Province	Lee	Hyeon-seok	Deputy Director	blakston@gg.go.kr
Government	Gyeonggi Province	Chang	Jennifer	International Relations Specialist	lyh0831@gg.go.kr
Government	MOTIE	Chang	Sung-gil	Senior Director	s.22
ICT	Samsung SDI	Cho	BJ	Senior Manger	
ICT	SK Telecom	Yang	Hyung Joon	Team Leader	
ICT	SK Telecom	Kim	Seung Ji	Manager	
ICT	SK Telecom	TBC	Yangki	Senior Vice President	
ICT	SK Telecom	Kim		Executive	
Life Science	Asan Medical Center	Ha	Namkug	Professor	

Life Science	Asan Medical Center	Lee	Youngsik	Manager	s.22
Manufacturing	Husteel	Hwang	Jong-Beom	Director	
Manufacturing	Husteel	Hwang	Kelly	Head / Husteel Canada	
Mining	KORES	Shin	Yongjun (Sean)	Team Leader	
Mining	LS-Nikko Copper	Choi	TS (Tae-Sun)	Vice President	
Mining	LS-Nikko Copper	Jung	HS	Senior Manager	
Mining	LS-Nikko Copper	Lee	Clark	Manager	
Mining	POSCO	Kang	Hae-Seong	Senior Vice President	
Mining	POSCO	Kwon	Sung-Wook	Group Leadeer	
Mining	POSCO	Chung	Yung-Moo	Team Manager	
Mining	POSCO	Seo	Kwang-Wook	Team Manager	
Mining	POSCO Daewoo	Park	Wonchan	Group Leadeer	
Mining	POSCO Daewoo	Lee	Joon-Young	Deputy General Manager	
Mining	Rio Tinto Korea Limited	Han	Kenny	General Manager & Country Head	
Professional Services	Pantos	Lee	Sevenstars	General Manager	
Tourism	Canada Tourism	Lee	Anna	Managing Director	
Trading	KOIMA	Lee	Joong Hyun	Head / Director	
Transportation	Air Canada	Hwang	Young	General Manager	
Transportation	Hanbaek Aerospace	Koh	In Kew	CEO	
Government	MOFA	Koh	Seong-deok	Director General for Bilateral Economic Affairs	
Tourism	Hana Tour	Koh	Youngsung	Director	s.22
Touism	PHAROS Travelartifex Corp.	Lee	Kanghee	Director	
Tourism	Tour 2000	Yang	Mooseung	Chairman	

## Attachment II




### BC Japan TIR Office Directory

**18F Otemachi Financial City Grand Cube, 1-9-2 Otemachi, Chiyoda-ku, Tokyo, 100-0004**

**100-0004** 東京都千代田区大手町1-9-2 大手町ファイナンシャルシティグランキューブ18階

**Office: +81 (3) 3516-1501 Fax: +81 (3) 3516-1509**

Team Member/Title	Role	Photo
<b>Avrom (Avi) SALSBERG</b> Managing Director, Japan O: +81 (3) 3516-1502 M: +81 (80) 5417-1880 asalsberg@britishcolumbia.ca	Lead on in-market trade promotion, investment attraction, strategic partnering and marketing of British Columbia business opportunities in Japan. <input type="checkbox"/> Management of BC Trade and Investment office in Tokyo <input type="checkbox"/> Laise with Embassy  Sector Practices: <input type="checkbox"/> <i>Oil &amp; Gas</i> <input type="checkbox"/> <i>Mining</i> <input type="checkbox"/> <i>Government relations</i>	
<b>Shiho ERI</b> Program Assistant O: +81 (3) 3516-1507 seri@britishcolumbia.ca	Program Support <input type="checkbox"/> Logistics Support <input type="checkbox"/> Trade and Investment Research <input type="checkbox"/> Accounting and Office Management  Sector Practice: <input type="checkbox"/> <i>Agrifoods and Consumer Products</i>	
<b>Ichiro MIZUSAWA</b> Senior Manager, Trade and Investment O: +81 (3) 3516-1503 imizusawa@britishcolumbia.ca	Lead on Trade and Investment research <input type="checkbox"/> Business development Japan Trade & Investment Program <input type="checkbox"/> Work with Japan business communities, associations, partners to identify and pursue opportunities/sources of investments for BC companies  Sector Practices: <input type="checkbox"/> <i>Clean Technology</i> <input type="checkbox"/> <i>Forestry (biomass)</i> <input type="checkbox"/> <i>Aerospace, Marine and Ocean Tech</i> <input type="checkbox"/> <i>Infrastructure &amp; Services</i>	

<p><b>Tomoko NAKASUJI</b> Manager, Trade and Investment O: +81 (3) 3516-1504 tnakasuji@britishcolumbia.ca</p>	<p>Trade and Investment research</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Business development Japan Trade &amp; Investment Program</li> <li><input type="checkbox"/> Work with Japan business communities, associations, partners to identify and pursue opportunities/sources of investments for BC companies</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> <i>ICT/Digital Media</i></li> <li><input type="checkbox"/> <i>Software</i></li> </ul>	
<p><b>Michiko AOSHIMA</b> Education Marketing Manager, Research Partnerships O: +81 (3) 3516-1506 maoshima@britishcolumbia.ca</p>	<p>Lead on Education and Research Partnerships</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Business development Japan Education &amp; Innovation partnership programs</li> <li><input type="checkbox"/> Work with Japanese Educational institutes, organizations, local governments, and research networks, and partners to identify and pursue opportunities/sources of education and innovation partnerships</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> <i>International education</i></li> <li><input type="checkbox"/> <i>Technology/Innovation partnerships</i></li> </ul>	
<p><b>Emi KELVER</b> Manager, Trade and Investment O: +81 (3) 3516-1505 ekelver@britishcolumbia.ca</p>	<p>Trade and Investment research</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Business development Japan Trade &amp; Investment Program</li> <li><input type="checkbox"/> Work with Japan business communities, associations, partners to identify and pursue opportunities/sources of investments for BC companies</li> </ul> <p>Sector Practices:</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> <i>Agrifoods and Consumer Products</i></li> </ul>	



**From:** [Badger, Joleen GCPE:EX](#)  
**To:** [Nash, Amber PREM:EX](#); [Wong, Tamarra PREM:EX](#)  
**Subject:** FW: Updates to hard copy binders  
**Date:** Thursday, January 18, 2018 9:56:58 AM  
**Attachments:** [KM-IN Binder - Table of Contents - January 16, 2018.pdf](#)  
[139451 - Meeting with JERA.pdf](#)  
[JAPAN - Itinerary -Vs. 17.5 - Jan 17.pdf](#)  
[KOREA - Itinerary -Vs. 17.5 - Jan 17.pdf](#)  
[CHINA - Itinerary -Vs. 17.5 - Jan 17.pdf](#)  
[Tab 11 f - IN UNDRIP Free Prior and Informed Consent.pdf](#)

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FYI - I'll come over shortly with these printed and insert them in the binders.

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**From:** Yelovatz, Maureen JTT:EX  
**Sent:** Wednesday, January 17, 2018 2:33 PM  
**To:** Badger, Joleen GCPE:EX  
**Cc:** Stoica, Flavia JTT:EX  
**Subject:** Updates to hard copy binders  
**Importance:** High

Good after noon. Following are our final updates to the hard copy binder from the JTT side in Vancouver.

1. **CHINA** Meetings and Events binder – please replace the **itinerary** with this updated version
  
2. **KOREA** Meetings and Events binder - please replace the **itinerary** with this updated version
  
3. **JAPAN** Meetings and Events binder
  - a. Please replace the **itinerary** with this updated version
  
  - b. Please add this meeting note behind **Tab 17** – Meeting with JERA - yellow Placeholder.
  
4. Background Binder – **Key Messages / Issues Notes**
  - a. Please replace **Table of Contents** with this new version
  
  - b. Please add this Issues Note at the back of the **Key Messages / Issues Notes**

**binder**, right behind the IN: Softwood Lumber Dispute (Tab 11 E)

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.5, Last updated Jan 17, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 22, 2018 - GUANGZHOU, CHINA				
10:45 - 11:15	Depart for S.15 Location: S.15 Guangdong	Depart for S.15 10:30 - 11:15 Location: S.15 Guangdong BC Delegate: Fazil Mihlar	Depart for S.15 10:45 - 11:15	
11:15 - 12:00	Private program		Bilateral with Tourism Administration of Guangdong Province 11:30-12:00 Location: S.15	
12:00 - 13:30	Explore British Columbia Guest Registration: 11:30 - 12:30 Location: S.15 S.15 Guangdong -PJH and MLB to address audience  BC Delegates: Fazil Mihlar, Dave Nikolejsin, Sandra Carroll, Geoff Meggs, Sheena McConnell, Cathy Yao  -Tourism promotional luncheon in partnership with Destination BC to mark the "2018 Canada-China Year of Tourism". The event will promote BC agrifood, seafood, fruit wine and tourism. -MC will invite the media group to transit to the Silver Jade 4 room for the Wechat signing. Other guests will be able to stay at the event until 1:30pm.			

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.5, Last updated Jan 17, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Wednesday, January 24, 2018 - BEIJING, CHINA				
12:30 - 13:30	<p><b>Ski British Columbia</b>  <b>Location: S. 15</b>  <b>Guest Registration: 12:00 - 12:30</b>  - PJH and MLB to address audience  - MBR to arrive at 13:00 for walk-through &amp; conclusion  - Tourism promotional luncheon in partnership with Destination BC to mark the "2018 Canada-China Year of Tourism". The event will promote BC agrifood, seafood, fruit wine and tourism.</p>			
13:30 - 14:00	<p><b>Depart for the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)</b>  <b>Location: 1 Taijichang St, Dongcheng District, Beijing</b></p>	<p><b>Private program/lunch</b>  <b>Location: Hotel room</b></p>		<p><b>Depart for the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)</b>  13:30 - 14:00  <b>Location: 1 Taijichang St, Dongcheng District, Beijing</b></p>
14:00 - 14:45	<p><b>Meeting with the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)</b>  <b>Location: 1 Taijichang Street, Dongcheng District, Beijing</b></p>	<p><b>Meeting with Tsinghua Holdings</b>  14:00 - 15:00  <b>Location: S. 15</b></p>		<p><b>Meeting with the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)</b>  14:00 - 14:45  <b>Location: 1 Taijichang Street, Dongcheng District, Beijing</b></p>

## Table of Contents

### Key Messaging / Issues Notes

1. Agrifoods Sector
  - a. KM: Agrifoods Sector Strategy
  - b. KM: GF2 / Federal Partnership
2. BC Climate Change
  - a. KM: Climate Solutions and Clean Growth Advisory Council
  - b. KM: Low Carbon Economy
  - c. KM: Clean Transportation
3. Digital Entertainment Sector
  - a. KM: Interactive and Digital Media
4. Destination BC
  - a. KM: Tourism Marketing – China, South Korea and Japan
5. Forestry Sector
  - a. KM: BC Forest Products East Asia Market Development
  - b. KM: Pulp and Paper Strategy
  - c. IN: Log Exports
6. International Missions
  - a. IN: Vetting Trade Mission Meetings
7. International Trade
  - a. KM: International Trade – China, South Korea and Japan
8. LNG Sector
  - a. KM: LNG Sector
  - b. KM: Trans Mountain Pipeline Expansion
  - c. IN: Natural Gas Pipeline Investment
  - d. IN: North Coast Tanker Moratorium

9. Provincial Nominee Program (PNP)
  - a. KM: Provincial Nominee Program
  - b. KM: Temporary Foreign Workers on Major Projects
  - c. IN: Tech Talent Immigration
  
10. Technology Sector
  - a. KM: BC Tech Strategy and Support for BC Tech
  - b. KM: Information Communications Technology
  - c. Top Reasons Why Tech Firms Should Choose BC
  
11. Trade Policies:
  - a. KM: Canada-Korea Free Trade Agreement
  - b. KM: Canada-China Exploratory Discussion on a Potential Free Trade Agreement
  - c. IN: NAFTA Renegotiation
  - d. IN: Comprehensive and Progressive Trans-Pacific Partnership (CPTPP)
  - e. IN: Softwood Lumber Dispute
  - f. IN: United Nations Declaration on the Rights of Indigenous Peoples (UNDRIP): Free, Prior and Informed Consent

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.5, Last updated Jan 17, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
9:00 - 9:45	<p><b>Meeting with KOGAS (LNG – LNG Canada Consortium)</b> <b>Location: S.15</b> <b>BC Delegates: Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b></p> <p>-KOGAS is the world’s second-largest corporate buyer of LNG and is part of the LNG Canada consortium.</p>	<p><b>Site visit to “Canada Village” project development site, Gyeonggi Province (organized by Canada Wood Korea)</b> <b>9:00 - 10:20</b> <b>BC delegates: Fazil Mihlar, Michael Loseth</b></p> <p>- The first public sector driven wood frame construction (WFC) community development in Korea, a total of 141 housing units – all using wood supplied from B.C.</p> <p>- Joint venture between GICO (Gyeonggi Urban Innovation Corporation) as the developer, and DSK (Dreamsite Korea), the general contractor.</p>		
10:00 - 10:45	<p><b>Meeting with POSCO</b> <b>Location: S.15</b> <b>BC Delegates: Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b></p> <p>-POSCO is one of the largest importers of BC metallurgical coal with interests in BC mines through a partnership with Teck.</p>	<p>- Canada Wood Korea (funded by FII, NRCan and industry) is providing technical transfer and quality support for the project, including progressive site inspections and training for construction crews.</p> <p>- GICO has adopted Canadian Super-E and Net Zero technologies for 13 energy efficient units to be built as part of the project with technical support from NRCan’s Super E Office and Canada Wood Korea.</p>		
		<p><b>Depart for Seoul</b> <b>10:20</b></p>		
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
11:00 - 12:00	<p><b>Private program (Media and/or speech prep)</b></p>	<p><b>Private program</b></p>		
12:00 - 12:30	<p><b>Pre-Luncheon Reception</b> <b>Location: S.15</b> <b>BC delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b> -Small reception to welcome Korean community and business leaders (20 people).</p>			
12:30 - 14:00	<p><b>BC Partnerships Luncheon</b> <b>Location: S.15</b> <b>PJH address the Korean government, business &amp; community leaders</b> <b>BC delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim</b> -Stand-up event promoting BC agrifood, seafood, craft beer, wine and tourism.</p>			

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 17.5, Last updated Jan 17, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
14:15 - 15:30	Premier Departs for Netmarble Tour BC Delegates: Geoff Meggs, Sheena McConnell, Luke Shim	Meeting with Netmarble Minister departs at 13:45 Meeting: 14:30 - 15:00 Location: Netmarble Travel time: 40 mins each way. BC Delegate: Fazil Mihlar  -Meeting to discuss Netmarble growth of Kaban Studios in Vancouver s.21 s.21  Netmarble is Korea’s largest mobile game publisher and 6th largest in the world (2017 by	Meeting with Destination Canada Location: s.15 14:30 - 15:15	
15:00 - 15:30	Netmarble (Tour) Location: Netmarble BC Delegates: Fazil Mihlar, Geoff Meggs, Sheena McConnell, Luke Shim		Meeting with Coupang (BC Agrifood Promotion Online) Location: s.15 15:30 - 16:15	
15:35 - 16:30	Depart for Kukkiwon Location: 32, Teheran7gil, Gangnam-gu-Seoul	Private program		
16:30 - 17:30	Cultural program: Location: Kukkiwan 32, Teheran7gil, Gangnam-gu-Seoul BC Delegates: Fazil Mihlar, Geoff Meggs, Sheena McConnell, Luke Shim -Kukkiwan Taekwondo Headquarters.			
17:30 - 18:00	Transfer to s.15 Location: s.15 Seoul			
18:00 - 22:00	Private Program			



**From:** [Nash, Amber PREM:EX](#)  
**To:** [Wong, Tamarra PREM:EX](#)  
**Subject:** FW: RUSH BN - For evening mtg  
**Date:** Tuesday, January 16, 2018 11:16:03 AM  
**Attachments:** [Jan 16 2018 PJH Freeland Mtg Note.docx](#)  
[PJH Asia 2018 - Itinerary -Vs. 16.9 - Jan 9.pdf](#)

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For the meeting this evening.

A

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**From:** Brubacher, Kelly IGRS:EX  
**Sent:** Tuesday, January 16, 2018 10:31 AM  
**To:** Nash, Amber PREM:EX  
**Cc:** Yuma Morisho, Okenge PREM:EX; Maranda, Pierrette IGRS:EX; Hewitt, Jeremy IGRS:EX; Vinette, Nicole IGRS:EX; Sparling, Anika IGRS:EX; Wensink, Alison PREM:EX  
**Subject:** RUSH BN - For evening mtg

Hi Amber,

Here is the briefing note for Premier Horgan's informal dinner meeting with Minister Chrystia Freeland this evening. Also included in the latest draft itinerary for the mission.

Thank you,

**Kelly Brubacher**

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**INTERGOVERNMENTAL RELATIONS SECRETARIAT  
OFFICE OF THE PREMIER**

**MEETING NOTE**

**PREPARED FOR:** Premier John Horgan

**MEETING WITH:** The Honourable Chrystia Freeland, Minister of Foreign Affairs

**DATE AND TIME:** January 16, 2018 / 7:00 pm informal dinner / Vancouver

**B.C.'S INTERESTS:**

s.13,s.16

**MINISTER FREELAND'S INTERESTS:**

- Minister Freeland will have an interest in the upcoming Asia mission. You may wish to provide an overview of the itinerary (Appendix 1).

**BACKGROUND:**

NAFTA

Round six of the NAFTA negotiations will take place in Montréal January 23-28, 2018. Little progress was made during the previous five rounds. Reports of the U.S.'s next steps are mixed—early in January there were several reports that President Trump was seriously considering withdrawing from NAFTA, but more recently, there is a strong view that he wishes to remain and only seek adjustments. Six months' notice is required from signatories to withdraw from the agreement. There is also uncertainty about whether President Trump can legally withdraw from NAFTA without the consent of Congress, and would likely result in legal action in the U.S. When talks began in 2017, negotiators were aiming to have a finalized agreement before the July 1, 2018, general elections in Mexico.

### B.C. Wine

In 2017, the U.S. Trade Representative launched two formal WTO disputes and requests for consultations about the sale of B.C. wine on grocery store shelves. The second complaint mainly updated information from the original.

At the most recent round of consultations on October 25, 2017, Canada had 60 days to resolve the dispute to the U.S.'s satisfaction. In the absence of any resolution, the U.S. can request a dispute settlement panel through the WTO. If a WTO panel finds that B.C.'s liquor policies are in violation of the General Agreement on Tariffs and Trade, B.C. will be required to change its laws or risk trade sanctions. The process can take 18 months to several years to resolve.

The earliest that a formal dispute settlement panel can be formed to investigate the dispute through the WTO is February 2018, although no date has been set yet.

### Softwood Lumber

On January 3, 2018, the U.S. Department of Commerce (Commerce) published the countervailing duty (CVD) and anti-dumping (AD) duty orders for the softwood lumber investigations. The U.S. Customs and Border Protection will now collect CVD and AD duties on all lumber shipments from Canada since December 28, 2017.

On January 9, 2018, the preliminary determination for the CVD investigation of uncoated groundwood paper imports from Canada was announced: 9.93% for Kruger, 6.09% for Catalyst, 4.42% for Resolute, 0.65% for White Birch Paper Canada Co., and 6.53% for all others. A final determination is expected by May 23, 2018. A preliminary determination for the AD investigation is expected no later than March 7, 2018. The petitioner is North Pacific Paper Company from Washington State.

### Prime Minister's Visit to China

Prime Minister Trudeau travelled to China on December 3 to 7, 2017. During the trip, the Prime Minister met with Chinese government and business leaders to build on the progress made since the Prime Minister's first official visit to China in September 2016.

The Prime Minister met with President Xi Jinping and Li Keqiang, Premier of the State Council of the People's Republic of China. They agreed to move forward on several initiatives to deepen bilateral ties, including continuing exploratory discussions towards a comprehensive trade agreement, issuing the Joint Statement of Climate Change and Clean Growth, and increasing market access for Canadian producers of beef and pork. According to a news release by the Prime Minister's Office, they also addressed important regional issues, including North Korea and Myanmar, and discussed continuing efforts to improve human rights and the rule of law in both countries.

### World Trade Organization Request

On January 10, 2018, the Government of Canada filed a wide-ranging request for WTO consultations with the U.S. concerning certain laws, regulations, and other measures maintained by the U.S. with respect to AD and CVD proceedings. U.S. Trade Representative Robert Lighthizer issued a statement criticizing Canada's request as a "broad and ill-advised attack on the U.S. trade remedies system." He added, "Canada's claims are unfounded and could only lower U.S. confidence that Canada is committed to mutually beneficial trade."

### Comprehensive and Progressive Agreement for Trans-Pacific Partnership

In February 2016, 12 nations that border the Pacific Ocean signed up to participate in the Trans-Pacific Partnership Agreement (TPP). Following the withdrawal of the U.S. from the agreement, the TPP was renamed the Comprehensive and Progressive Agreement for Trans-Pacific Partnership ("CP-TPP").

Leaders from the 11 remaining CP-TPP nations were scheduled to meet on the margins of the Asia-Pacific Economic Cooperation (APEC) summit in Vietnam on November 10, 2017. Shortly before the meeting was scheduled to start, Prime Minister Trudeau advised Japanese Prime Minister Shinzo Abe in a bilateral meeting that Canada was not prepared to sign the agreement. While Prime Minister Trudeau did not participate in the meeting with the leaders of the other CP-TPP nations, trade ministers from all of the countries, including Canada, agreed on what the Japanese are calling an "agreement in principle" and what the Canadians are calling a "framework." A statement by Canada's Minister of International Trade advised that while he was pleased with the progress made on the CP-TPP during the APEC summit, there are still a number of issues that remain outstanding for Canada.

### North Korea

On January 16, 2018, Minister Freeland and U.S. Secretary of State Rex Tillerson are hosting a Foreign Ministers' Meeting on Security and Stability on the Korean peninsula in Vancouver. Prior to the meeting, Minister Freeland will have met the foreign ministers from South Korea and Japan (both countries the Premier will be visiting this month).

According to a news release from Global Affairs Canada, foreign ministers will discuss ways to increase the effectiveness of the global sanctions regime in support of a rules-based international order.

### **DISCUSSION:**

s.13,s.16

s.13,s.16

### B.C. Wine

On January 16, 2018, Australia filed a complaint with the WTO about the rules applied to the sale of wine by Canada and various Canadian provinces, including B.C., Ontario, Québec and Nova Scotia. s.13,s.16

s.13,s.16

s.13,s.16 The complaint targets B.C.'s practice of selling only B.C. wine in grocery stores, its Vintners Quality Alliance licenses and mark-ups. The complaint is broader than the U.S.'s challenge, which focuses on the grocery store issue.

Under WTO rules, Canada has 60 days to settle the dispute with Australia. If an agreement is not reached within that timeframe, Australia could ask the WTO to adjudicate, with the aim of forcing Canada to change its laws or risk trade sanctions.

s.13,s.16

As announced on January 15, the B.C. Government ended the contract with its Special Envoy to the U.S., David Emerson. Mr. Emerson was brought in to attempt to facilitate a negotiated solution prior to the commencement of litigation. s.13,s.16

s.13,s.16

## **Appendix 1: Itinerary for the Premier's Asia Mission – January 2018**

### **Prepared by:**

Nicole Vinette  
Manager, International Relations  
250-415-5681

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 16.9 Last updated Jan 9, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Monday, January 22, 2018 - GUANGZHOU, CHINA				
11:15 - 12:00	Private program	<p>Depart for S.15 11:00 - 11:40 Location: S.15 Guangdong BC Delegate: Fazil Mihlar</p>		<p>Bilateral with Tourism Administration of Guangdong Province 11:30-12:00 Location: S.15 S.15</p>
12:00 - 13:30	<p>Explore British Columbia Guest Registration: 11:30 - 12:30 Location: S.15 S.15 Guangdong -PJH to open (option to depart early) -MLB to moderate event BC Delegates: Fazil Mihlar, Dave Nikolejsin, Sandra Carroll, Geoff Meggs, Sheena McConnell, Cathy Yao</p> <p>-Tourism promotional luncheon in partnership with Destination BC to mark the "2018 Canada-China Year of Tourism". The event will promote BC agrifood, seafood, craft beer, wine and tourism.</p>			
13:30 - 13:45	Private Program			
13:45 - 14:00	<p>Photo Opportunity with Ballard Bus Location: S.15 Main Entrance S.15 Guangdong BC Delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs</p>		Side program TBC	<p>Breifing / prep 13:30 - 13:50 Room TBC, S.15</p>

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 16.9 Last updated Jan 9, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Wednesday, January 24, 2018 - BEIJING, CHINA				
12:30 - 13:30	<p>Ski British Columbia  Location: S. 15  Guest Registration: 12:00 - 12:30  - PJH to open  - MLB to moderate event  - MBR/MGC to arrive at 13:00 for walk-through &amp; conclusion  - Tourism promotional luncheon in partnership with Destination BC to mark the "2018 Canada-China Year of Tourism". The event will promote BC agrifood, seafood, craft beer, wine and tourism.</p>			
13:30 - 14:00	<p>Depart for the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)  Location: 1 Taijichang St, Dongcheng District, Beijing</p>	<p>Private program/lunch  Location: Hotel room</p>	TBC	
14:00 - 14:45	<p>Meeting with the Chinese People's Association for Friendship with Foreign Countries (CPAFFC)  Location: 1 Taijichang Street, Dongcheng District, Beijing</p>	<p>Meeting with Tsinghua Holdings  14:00 - 15:00  Location: S. 15</p>		
14:45 - 15:15	<p>Depart for Tiananmen Square and the Forbidden City, 4 Jingshan Front St, Dongcheng, Beijing, 100006  POSSIBLE CALL-BACK FROM VEHICLE (22:45 - 23:15 PST)</p>	<p>Corporate meeting with Union Mobile Financial (UMF)  15:00 - 16:00  Location: S. 15</p>	<p>Option: Depart for Tiananmen Square and the Forbidden City, 4 Jingshan Front St, Dongcheng, Beijing, 100006</p>	

# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 16.9 Last updated Jan 9, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
9:00 - 9:45	<p>Meeting with KOGAS (LNG – LNG Canada Consortium) Location: S.15 BC Delegates: Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim -KOGAS is the world’s second-largest corporate buyer of LNG and is part of the LNG Canada consortium.</p>	<p>Site visit to “Canada Village” project development site, Gyeonggi Province (organized by Canada Wood Korea) 9:00 - 10:20 BC delegates: Fazil Mihlar, Michael Loseth</p> <p>- The first public sector driven wood frame construction (WFC) community development in Korea, a total of 141 housing units – all using wood supplied from B.C.</p> <p>- Joint venture between GICO (Gyeonggi Urban Innovation Corporation) as the developer, and DSK (Dreamsite Korea), the general contractor.</p> <p>- Canada Wood Korea (funded by FII, NRCan and industry) is providing technical transfer and quality support for the project, including progressive site inspections and training for construction crews.</p> <p>- GICO has adopted Canadian Super-E and Net Zero technologies for 13 energy efficient units to be built as part of the project with technical support from NRCan’s Super E Office and Canada Wood Korea.</p>		
10:00 - 10:45	<p>Meeting with POSCO Location: S.15 BC Delegates: Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim -POSCO is one of the largest importers of BC metallurgical coal with interests in BC mines through a partnership with Teck.</p>	<p>Depart for Seoul 10:20</p>		
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
11:00 - 12:00	Private program (Media and/or speech prep)	Private program		
12:00 - 12:30	<p>Pre-Luncheon Reception Location: S.15 BC delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim -Small reception to welcome Korean community and business leaders (20 people).</p>			
12:30 - 14:00	<p>BC Partnerships Luncheon Location: S.15 PJH address the Korean government, business &amp; community leaders BC delegates: Fazil Mihlar, Dave Nikolejsin, Geoff Meggs, Sheena McConnell, Luke Shim -Stand-up event promoting BC agrifood, seafood, craft beer, wine and tourism.</p>			



# DRAFT

## PJH - China, Korea, Japan 2018

### Itinerary

Version 16.9 Last updated Jan 9, 2018

Time	PJH	MBR	MGC	MLB (China only)
CONTINUED: Friday, January 26, 2018 - SEOUL, KOREA				
14:30 - 15:00	Premier Departs for Netmarble Tour BC Delegates: Geoff Meggs, Sheena McConnell, Luke Shim	Meeting with Netmarble Location: Netmarble Travel time: 40 mins each way. Minister departs at 14:00 BC Delegate: Fazil Mihlar  -Meeting to discuss Netmarble growth of Kaban Studios in Vancouver s.21  Netmarble is Korea’s largest mobile game publisher and 6th largest in the world (2017 by revenues).	Meeting with Destination Canada	
15:00 - 15:30	Netmarble (Tour) Location: Netmarble BC Delegates: Fazil Mihlar, Geoff Meggs, Sheena McConnell, Luke Shim		Transit time 15:30 - 16:00	
16:30 - 17:30	Cultural program: Location: Kukkiwan BC Delegates: Fazil Mihlar, Geoff Meggs, Sheena McConnell, Luke Shim -Kukkiwan Taekwondo Headquarters.	Private program	Meeting with Coupang (BC Agrifood Promotion Online) 16:00 - 16:45	
17:30 - 18:00	Transfer to s.15 Location: s.15 Seoul		Transfer to s.15 Location: s.15 Seoul	
18:00 - 22:00	Private Program			