

**PREMIER'S MISSION TO CHINA AND INDIA
NOVEMBER 4 – 16, 2011**

KEY OUTCOMES

Key Announcements:

1. The Premier will announce a cooperation agreement with the National Development and Reform Commission (NDRC)

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MOUs and Corporate Signings:

MOUs:

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2. In Guangzhou, the Premier will preside over MoU signed between BC Ministry of Agriculture and Guangdong Department of Agriculture on agriculture and fisheries management

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4. In Delhi, Premier will announce a MoU with the Central Government's Ministry of Mines on government to government and technical cooperation in Mining.
5. In Delhi, a Letter of Intent/MoU will be announced with Central Government's Ministry of New and Renewable Energy for clean technology cooperation in the Network Centre of Excellences in Bio-Fuels and Fuel Cells.
6. In Delhi, the Premier will announce Simon Fraser University MOUs.
7. In Delhi, the Premier will announce an MoU with Cellular Operators Association of India and Wavefront.
8. A MoU will be announced with the government of Punjab on cooperation on Education initiatives.

Corporate Signings:

1. In Shanghai, Premier will witness signing and announcement of Commercial Aircraft Corporation of China (COMAC) purchase of BC's Pelesys flight training software
2. In Delhi, Premier will announce Indian Technomac Company Limited's Joint Venture and investments into three minor metals mining companies from British Columbia TTM Resources, Waterfront Group and Play fair Mining.
3. In Bangalore, the Premier will announce corporate signing between Signal Chem (Vancouver) and Advinus (TATA company) on further development of drug molecules.
4. In Delhi, the Premier will announce two Wood deal signings between BC and Indian companies.

Office Openings:

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2. In Bangalore, the Premier will announce opening of the UBC office in India within the BC Government's Bangalore office.

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Strengthening Bilateral Relations:

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- 4. In Beijing, the Premier will meet with the Ministry of Housing and Urban-Rural Development to reinforce BC collaboration in wood frame construction
- 5. In Delhi, the Premier will meet with the Central Government’s Minister of Mines, Dinsha J. Patel and Secretary Kumar to discuss government cooperation in Mining

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- 9. In Mumbai, the Premier will speak at the World Economic Forum with five other Head of States from Maharashtra, West Bengal, Kerala, Bihar, etc. There is an opportunity to have brief pull-aside meetings with the Chief Minister of Maharashtra and others.

Corporate Calls/Investors:

- 1. A range of corporate calls with key investors in Beijing and Shanghai, including COSCO, s13
s13 Xinwen Mining Group, s13
- 2. A range of corporate calls in Delhi, Mumbai and Bangalore is organized to advance interests and discussions on investment into British Columbia companies, including RBB Group (wind and bioenergy); s13 TATA Group of Companies, Jet Airways s13
s13 and others.

Relationship Building

- 1. In Shanghai and Beijing, the Premier will host BC Alumni Ambassador events, strengthening relations with academic and business alumni in both cities
- 2. In Mumbai, the Premier will participate in a Remembrance Day Ceremony at the Afghan Church to commemorate the fallen heroes of the two World Wars.

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Major Events:

- 1. In Guangzhou, the Premier will preside over the opening of a Seafood Promotion event featuring BC seafood companies
- 2. In Shanghai, the Premier will speak to a Chinese business audience at a New West Partnership Luncheon event, highlighting investment opportunities in BC and western Canada

6. In Mumbai, the Premier will attend and speak at the Canada-India Business Council reception attended by many Canadian and Indian companies.

Accompanying Delegations:

Mining Delegation (Lead: Janet Cho, JTI + Bruce Madu, MEM)

November 6-8: China Mining in Qingdao (Tianjin Meijiang Convention and Exhibition Center)

November 10: China-Canada Mining Symposium in Beijing

November 14: Road Show Program in Hong Kong

Seafood Delegation (Lead: Joy Shi, JTI + AGRI)

November 1-3: 16th Annual China Fisheries and Seafood Convention (Qingdao International Convention Center)

November 7: BC Seafood Promotion Event Guangzhou

BC Cattlemen's Association Delegation (Lead: Brenda Lennox, AGRI)

Dates and Stops TBC (China, then on to Korea)

Advanced Education Delegation (Lead: Martin Young/Vincent Portal, AVED)

Dates and Stops TBC (anticipate Shanghai, Beijing, and India stops)

Forestry Delegation (Lead: Kevin Regan, Forestry Innovation and Investment)

Dates and Stops TBC (anticipate Shanghai, Beijing, then on to Japan)

Transportation Delegation (Lead: Ministry of Transportation)

Dates and Stops TBC (anticipate all stops)

Northern BC Delegation (Lead: Initiatives Prince George)

Dates and Stops TBC (anticipate all stops)

BC Chinese Community Delegation (Lead: BC Guangdong Business Council, BCGBC)

November 5-7: Guangzhou BCGBC anticipates over 80 BC community members in Guangzhou during these 2 days for a community reunion in nearby Taishan City.

Barkerville Historic Town (Lead: Jason Si, JTI)

November 5-7: Guangzhou historic photograph exhibit: *"Who Am I?" Bridging the Pacific: from Guangdong to Barkerville and back*

JOBS AND TRADE MISSION TO CHINA AND INDIA

NOVEMBER 4-18, 2011



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MISSION OBJECTIVES

Summary

The BC Jobs and Trade Mission to China and India was a key component of the BC Jobs Plan commitment to expand and open new markets in the Asia-Pacific Region. With the tremendous economic growth in that region, B.C. recognizes that strengthening ties to Asia is important to attract new investment and defend and create jobs at home.

The goals of the mission were to strengthen existing relationships, open doors to form new trade and business relationships, and set the stage for future trade missions. In order to grow markets overseas, it is important to continue to develop trade and investment relationships and that takes time, commitment and consistency.

This trade mission was different from previous missions in a number of ways. It was the largest in history - including some 250 representatives from B.C. businesses and organizations. The mission played a key role in helping to connect small and large businesses and institutions with foreign customers, and promoted B.C.'s competitive advantages.

For the first time, a trade mission brought together a wide range of sectors and representatives from forestry, mining, liquefied natural gas (LNG), technology, agrifood, transportation, tourism and education. The goal was to open new doors for all the sectors to benefit from opportunities in China and India.

The delegation also included over 100 community representatives from B.C.'s Chinese-Canadian and South Asian communities. This group played an important role to help B.C. develop strong business and cultural ties with China and India.

The itinerary was ambitious, with visits in eight cities over thirteen days. The cities were: Guangzhou, Shanghai and Beijing in China and Delhi, Mumbai, Bangalore, Amritsar and Chandigarh in India. A detailed itinerary is attached as Appendix A.

The trade mission exceeded expectations. During the mission, more than 60 agreements and partnerships were signed, with a dollar value exceeding \$1.4 billion. The mission was important in promoting relationships with government and business leaders in both countries, which is a necessity to expand business opportunities. For instance, Premier Clark attended approximately 70 events and meetings with business and political leaders. The trade mission also enhanced B.C.'s market presence and promoted the provinces' competitive advantages in key markets.

British Columbia has been working hard for many years to open markets in China and India. The BC Jobs Plan recognizes that to grow our markets, it takes time, commitment and a consistent purpose. The mission does not end when the Premier steps off the plane in B.C. Over the coming year, the Ministry of Jobs, Tourism and Innovation will work with B.C. companies and organizations to build on and strengthen the relationships and business ties created through this trade mission.

WHY CHINA AND INDIA?

The BC Jobs Plan has three key pillars:

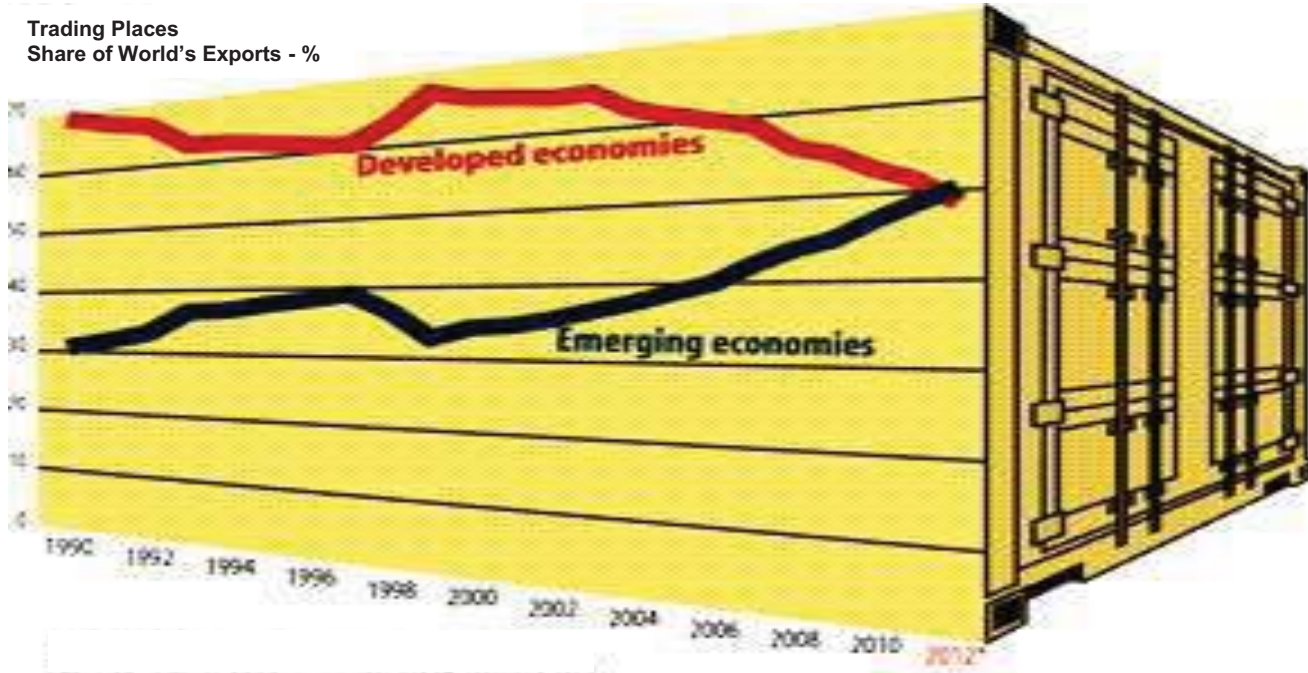
1. Expanding markets for B.C. products and services, particularly in Asia
2. Strengthening infrastructure to get our goods and services to market
3. Working with communities and employers to enable job creation

The BC Jobs Plan recognizes the importance of trade with Asia and B.C.'s ideal position as the Pacific gateway to trade with that market. With the U.S. economy currently lagging, the key to B.C.'s economic success lies in the Asia Pacific Region, where economies are stronger, and the need for products and services is great.

China and India present a tremendous opportunity for British Columbia. In the past decade, these economies have increased their share of global manufacturing production and exports.

The size of the emerging middle class in India and China will dramatically overtake that of both the U.S. and E.U. in the coming decades, with China overtaking the U.S. by 2020 and India overtaking China by 2030. And, for the first time in 2012, a growing, consumer-driven middle class is expected to help propel China and India to command the largest share of the world's imports. That is a dramatic change from 2000, when these countries imported just over half as much as industrialized countries.

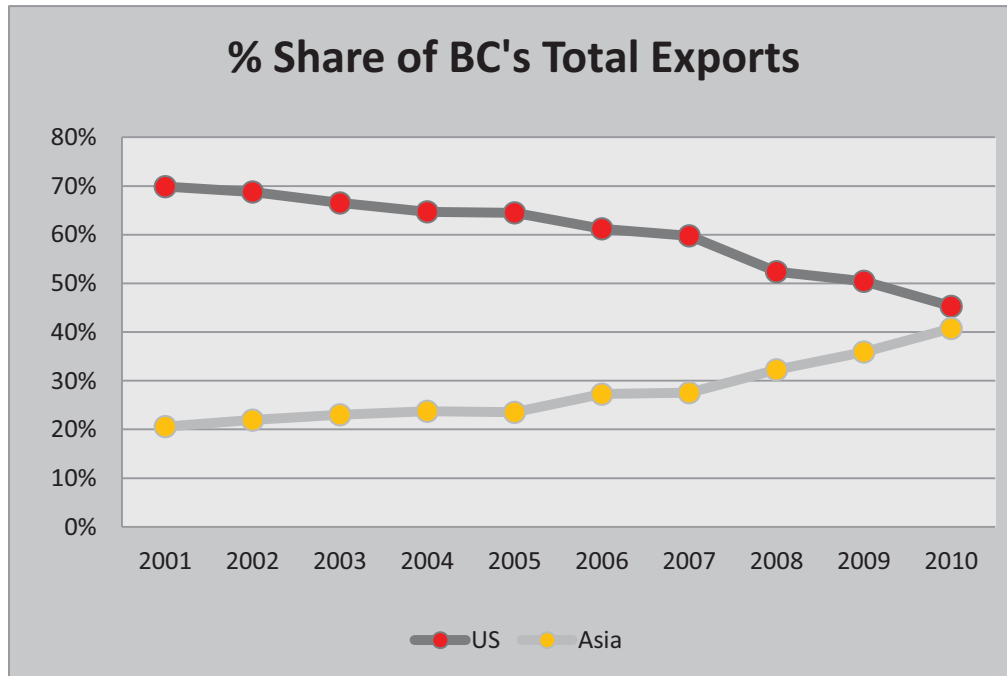
Both countries have also become some of the larger foreign direct investors in recent years, investing billions of dollars in companies in Europe, North America, and Australia. B.C. has proven strengths – and untapped potential – in a number of economic sectors like forest products, minerals and natural gas. We also have expertise in advanced technology, a high-quality education system, proximity and access to the Asian market, a business and cultural environment that welcomes and understands China and India and a sound economic and fiscal framework. China and India need the products we export and they also have growing numbers of entrepreneurs and investors looking for sound investment opportunities. B.C. is well positioned to benefit from enhanced connections to the Asia Pacific.



Source: The World in 2012, The Economist, Daniel Franklin, Editor

The increase in softwood lumber exports to China in the last decade has been a huge success story for B.C. In 2010 lumber exports to China and Hong Kong were worth to \$687 million – a 10-fold increase from what was shipped in 2003. Success continues in 2011. Through October, softwood lumber exports to China are worth \$944 million – up by 90 per cent over the same period in 2010 and have already set a record yearly sales figure.

With forestry products leading the way, Asia is now poised to overtake the U.S. as B.C.'s largest export market. B.C. is committed to bringing the same kind of success in lumber, to all the key economic sectors. A critical component of that success involves building strong relationships of trust. In China and India, government and business leaders expect to see government standing side-by-side with business. Those relationships are critical to success, and trade missions play an important role in this area.



Source: Industry Canada, Trade Data Online

MISSION RESULTS

(A list of MOUs, business deals and partnership agreements is attached in Appendix B)

CHINA

Market Overview/China-B.C. Relations

British Columbia and China have developed strong relationships over the last decade which will provide a strong foundation for continued growth in exports of trade and services.

China is now the second largest economy in the world (having recently surpassed Japan) and is expected to overtake the U.S. as the world's biggest importer by 2014. China has a large and growing middle class, the result of very rapid urbanization (about seven to 10 million people are moving into urban centers each year). China's cities are growing so quickly that the country now has more urban centers than most western nations. The nation has 90 cities with a rapidly growing middle-class population and this is expected to increase to 400 cities by 2020. The need for infrastructure, housing, energy, mining products and wood is huge, and will only increase over time.

The middle class wants and expects more products and services, are looking to other countries for educational opportunities, and are enjoying imports of B.C. seafood and other agri-products. More Chinese are travelling than ever before, and B.C. is working to build on tourism opportunities that will appeal to that market. B.C. witnessed the signing of an agreement between Sichuan Airlines and Vancouver Airport Authority that will see the parties working towards three weekly flights to and from YVR in 2012. The flights in China will originate from Guangdong province, a significant economic hub. The start of these new flights will generate about \$50 million in direct economic activity to B.C.

Trade mission delegates attended a seafood promotion event with key buyers in China. B.C. already posted record sales of over \$80 million in seafood to China in 2010. With key promotional activities happening, that figure can be expected to increase again next year and in the years to come.



Premier Christy Clark at B.C.-China Corporate Partnerships Signing Ceremony

Coast Tsimshian Resources signed an agreement with Fujian Hihong Wood Industry Co. Ltd. This is a new supply agreement of 150,000m³ with total value of about \$25-million U.S.

China is also placing high emphasis on sustainable cities (“eco-cities”) with over 20 developments currently at different stages. B.C. is recognized globally as a Green Building leader and many Chinese officials and companies have shown a strong interest in bringing our green building expertise to China. With its emphasis on sustainability, Chinese government and industry are keen to learn more about opportunities around wood products, liquefied natural gas (LNG), clean energy and high technology.

China is very interested in LNG as a source of clean energy. The LNG delegation had the opportunity to meet with key energy companies in Beijing to discuss emerging opportunities in the LNG sector, and with China’s enormous shipping company COSCO. This is the first step in a strategic and long term relationship with Asian energy investors, shippers and customers.

In the area of mining, the Premier witnessed the signing of two commitments to invest in major coal mine projects – totaling about \$1.3 billion and 6,700 jobs in B.C. Other agreements in the mining sector were signed, and this relationship will continue to develop, particularly as a result of an agreement signed between B.C. and China’s National Development and Reform Commission. This is the first time this Chinese federal level agency has collaborated with a Canadian province. The resulting cooperative working relationship will bring benefits to both jurisdictions’ mining and minerals sector. Highlights of the agreement are: personal training and exchange, bilateral investment and technical meetings, and short term training on B.C.’s regulatory and investment policies in the mining sector for Chinese officials.

Meetings held with the Chinese Ministry of Housing and Urban and Rural Development (MOHURD), along with federal Natural Resource Minister Joe Oliver, were useful to reinforce a coordinated and sustained message that the Canadian federal government and B.C. government are working closely to increase sales of Canadian forest products to China, and that B.C. represents the “entry” point to Canada (Canada Starts Here).

Relationships are the key to doing business in China. The large Chinese-Canadian presence, and the community's representatives on the trade mission, will help to grow business opportunities. British Columbia is well known in China. People-to-people ties between B.C. and Asia are arguably the longest, deepest, and most profound compared to any other western country. Over the past century, B.C. clearly has been where Canada starts for most Chinese.

It is important to note the trade mission was not just about big business, it also focused on supporting opportunities for small and medium-sized businesses to access the growing Chinese market. For instance, the Premier witnessed the signing of an agreement between Pelesys Learning Systems of Richmond and Commercial Aircraft Corporation of China (COMAC), which is China's preeminent aerospace firm poised to compete with Boeing and Airbus in the coming years.

Feedback from meetings indicates that the mission objective to communicate “B.C. is open for investment and trade” was achieved. Premier Clark was well received and Chinese investors were impressed with the BC Jobs Plan, and in particular with the major investments office and hosting program.

Conclusion

- Relationships were advanced with key influencers in China which will help advance B.C.'s economic interests.
- There is substantial investment capital and interest in B.C. from Chinese investors, particularly in mining and minerals, LNG, and forestry.
- B.C.'s advantages of low taxes, AAA credit rating, balanced budgets, stable government, closest proximity of ports in North America to China and preferred place to live are advantages that resonate with Chinese investors.
- B.C. is not alone in seeking Chinese investment. Dozens of countries, including the U.S., Australia, the U.K. and Germany, are working to beat B.C. in establishing key relationships and contracts that will guide future trade and investment. B.C. will have to demonstrate it can quickly and efficiently facilitate resource development and other transactions to secure key trade relationships before our competitors do.
- Sustaining our relationship with China is critical to future trade and investment flows. The Ministry of Jobs, Tourism and Innovation will lead the development and management of opportunities flowing from the trade-mission.
- Fourteen corporate signings took place in China, another 28 partnership agreements were reached and five offices were opened. The value of deals affected during the Trade mission exceeded \$1.3 billion.

INDIA

Market Overview/B.C.-India Relations

While phenomenal economic growth continues in China, economic growth in India can be described as explosive. India is experiencing the largest, fastest growth of its middle class in the world. India has emerged to become a major international investor with outbound investment expected to grow from \$15-20 billion in 2008, to \$30 billion by 2014.

As the trade relationship between B.C. and India is still in its early stages, the BC Jobs and Trade Mission was more about opening doors and building relationships. In India, the Premier met with the Minister of New and Renewable Energy and the Minister of Mines as well as top company officials from Tata, Infosys Technologies, Aditya Birla Group, Air India, and Jet Airways, among others.

The purpose of the trade mission was to build new relationships to demonstrate what B.C. has to offer in terms of resources to help fuel India's massive economic growth and products and services to meet the needs and demands of its middle class. In many ways, B.C.'s position with respect to India is the same as the province's position with China was a decade ago. India has the biggest potential to expand export of products and services over the next decade.

Energy security for India is a critical issue as the country seeks stable sources for petroleum, coal and natural gas and other resources to fuel its growing economy. At the same time, the country has become one of the largest producers of renewable energy in wind, solar and bio-fuels.

Notwithstanding its strong economic growth and interest in emerging economic sectors, India has massive infrastructure challenges. Dependable power, internet, road/port/aviation infrastructure, housing, education, health and other foundational areas are a key focus for the country.

India is interested in B.C.'s intellectual capital. During the trade mission, the Premier took the opportunity to showcase to government and industry leaders that B.C. has a growing hub of high-technology companies, universities with leading-edge research capabilities, and a strong domestic talent pool. In Bangalore, for instance, the Premier and trade mission delegation toured and met with Infosys Technologies, a \$6.6 billion world-class IT company with 141,000 employees which was recently recognized by Forbes Magazine as one of the world's most innovative companies.

In the area of high-technology, Ballard Power signed an agreement to provide its fuel-cell technology for commercial backup power systems for Indian telecom towers. The deal with Delta Power Solutions is significant for Ballard as it provides an opportunity for additional sales and as proof that fuel-cell technology is a viable solution for back-up power in India. Another technology company, Healthcare Resources Group Inc., signed a joint venture agreement with Continental Carriers Pvt. Ltd. for the introduction of the HRG Patient e-Link System in Indian hospitals, clinics, and extended and long term care facilities.

Education is another area of opportunity for B.C. India now turns out and will continue to produce, scientists, mathematicians and engineers in far greater numbers than most industrial countries. They will be far more prolific creators of intellectual property over the next 30 years. Every year, thousands of Indians are educated in the world's leading universities, and tens-of-thousands more are being educated in an Indian post secondary system that is undergoing massive expansion and modernization.

India is building universities and colleges at a dramatic rate. However, it cannot keep up with the demands of the growing middle-class population that wants the best education for their sons and daughters. The Premier and the education delegation emphasized B.C.'s strong education system, the province's safe and clean location, its strong economic performance and the opportunities it provides for international students to gain new ideas and knowledge. Agreements were signed in both China and India that will mean an additional 2,500 students will come to B.C. for post-secondary education over the length of these agreements. International students not only bring new dollars into local communities, but they spark an exchange of ideas and knowledge that will build future business ties with their home countries. This will support the commitment in the BC Jobs Plan to increase the number of international students by 50 percent over the next four years.



BC expands trade presence in India

Premier Christy Clark announced that B.C. will expand its trade and investment presence in India and is working with the federal government to co-locate in Mumbai and Chandigarh.

During this trade mission, UBC announced it will open two new offices to promote the university to Indian students. Thompson Rivers University launched a social media campaign while the Premier was in Bangalore that targets 400,000 Indian students who may be interested to study in B.C. Simon Fraser University and IIT Ropar are developing a joint graduate program in engineering and computing science which is expected to support about 15 students.

In Mumbai, the Premier announced B.C. will bid to host the 2013 Indian International Film Academy's (IIFA) Awards. The festival hosts can expect 700 million viewers across 110 countries will watch the Awards. This will be an unprecedented opportunity to promote the province to the world. Not only would a successful bid promote further business ties with India and showcase B.C.'s strong film and digital media industries to the world, it would also be a great marketing tool to potential tourists and students around the globe.

While in India, the Premier announced that the Province will open two B.C. trade and investment offices in Mumbai and Chandigarh in 2012. These are two key cities as Mumbai is the financial and business capital of India while Chandigarh is the source of the majority of the Indian immigrants to B.C. These offices will work to attract investment and assist B.C. goods and services exporters to succeed in the rapidly growing Indian market.

The Premier was a speaker at the prestigious World Economic Forum held in Mumbai. This was an opportunity to connect with an audience of world leaders, entrepreneurs and large investors from across India and around the globe. The Premier took part in a panel that discussed the roles of sub-national (provincial) governments. She had the opportunity to communicate the significant advantages that B.C. enjoys including: low taxes, AAA credit rating, balanced budgets, stable governments, closest proximity to Asia of ports in North America and a preferred place to work and live.

As with China, B.C.'s large South Asian community is important in helping to strengthen business relationships in India. They will help to build upon existing family relationships to increase B.C.'s trade and investment, particularly in the northern part of the country.

India also has other natural advantages for British Columbia. There are many similarities between B.C. and India that make operating there more familiar. English can be used throughout India, making business relations easier to build and the legal system and parliamentary systems are based on the same framework as in Canada. B.C.'s trade and investment staff continues to help companies develop effective entry strategies for the market.

Conclusion

- Within India, B.C. is not known as an investment location or source of technological expertise, so we are in a similar position to where we were in China in 2003.
- To be successful in India over the longer-term, and to tap the large and growing opportunities there, B.C. needs to increase its market presence and focus on those opportunities where we have a competitive advantage.
- Building our relationship with India is important. The Ministry of Jobs, Tourism and Innovation will lead development of India-related BC Jobs Plan actions and trade mission follow-up.
- The India mission was successful at establishing relationships and generating new business. Fourteen corporate signings occurred, nine partnership agreements were reached, four new offices were opened and the value of delegation deals exceeded \$60 million.

APPENDIX A

ITINERARY CHINA & INDIA

Local Date/Time	Event
FRIDAY, NOVEMBER 4	
11:00 – 11:15 am	Media Event at YVR
1:00 pm	Departed for Guangzhou
GUANGZHOU, CHINA	
SATURDAY, NOVEMBER 5	
5:20 – 5:55 pm	Canadian Consul General <ul style="list-style-type: none"> Briefed by consul general en route to hotel on Canada China relations
SUNDAY, NOVEMBER 6	
9:00 – 10:00 am	Pearl River Park <ul style="list-style-type: none"> Attended welcome reception organized by Chinese community delegation Toured BC FII wood frame construction projects undertaken as a result of the B.C. Guangdong sister province relationship
10:15 – 11:10 am	Guangzhou Women and Children's Hospital <ul style="list-style-type: none"> Toured hospital Witnessed MOU between UBC and GWCH
12:00 – 1:00 pm	BC Guangdong Business Council Luncheon
1:00 – 1:45 pm	Sichuan Airlines/Guangdong Nanhu International/Shenyang Airport <ul style="list-style-type: none"> Met with corporate executives Announcement that Vancouver Airport Authority and Sichuan Airlines will work to establish regular flights in 2012
4:30 – 4:50 pm	Guangdong Acting Governor, Mr. Zhu Xiaodan <ul style="list-style-type: none"> Met with the acting governor to strengthen sister province relationship
4:50 – 5:00 pm	Barkerville Mini Exhibition Tour with Acting Governor Zhu <ul style="list-style-type: none"> Participated in Letter of Intent signing between Guangdong Museum of Overseas Chinese and Barkerville Heritage Trust
5:00 – 5:30 pm	Media interview <ul style="list-style-type: none"> Guangzhou's Nanfang Daily
6:00 – 7:45pm	Guangdong Sister Province Signing Ceremony and Dinner <ul style="list-style-type: none"> Attended and spoke at dinner hosted by Acting Governor Zhu
8:00 – 9:30 pm	Guangdong International Tourism and Cultural Festival <ul style="list-style-type: none"> Attended performance in honour of sister province relationship

Local Date/Time	Event
MONDAY, NOVEMBER 7	
8:45 – 9:15 am	Education Signing Ceremonies <ul style="list-style-type: none"> • Witnessed agreements between: • Royal Roads University and Jinan University • Thompson Rivers University and Chengdu Polytechnic • Capilano University and Huizhou University • University of Vancouver Island and South China Normal University • B.C. Institute of Technology and Tianjin Sino German Vocational Institute of Technology • British Columbia Institute of Technology and Dongguan Institute of Technology • Kwantlen Polytechnic University and Guangdong University of Foreign Studies
9:15 – 9:30 am	Education Roundtable on furthering cooperation between B.C. and Guangzhou <ul style="list-style-type: none"> • Provided opening remarks
9:30 – 10:00 am	Signing Ceremonies <ul style="list-style-type: none"> • Witnessed agreements between: • Guangdong Administration of Oceans and Fisheries and B.C. Ministry of Agriculture • Guangdong Department of Agriculture and B.C. Ministry of Agriculture • Clevest Solutions Inc. and China Telecom (Guangdong Branch) & Guangdong Future Information Technology Co., Ltd • Chilliwack based IMW Compressors (Shanghai) CO., Ltd. and China Gas Clean Energy (Shenzhen) Ltd.
10:00 – 10:45 am	Seafood Promotion Event <ul style="list-style-type: none"> • Welcomed about 100 South China seafood buyers, distributors, chefs, food media organizations and government officials to a B.C. seafood promotion event
11:30 am – 12:30 pm	China Southern Airlines <ul style="list-style-type: none"> • Met with China Southern Airlines' CEO and Chairman
1:00 pm	Flight to Shanghai
SHANGHAI, CHINA	
4:00 – 5:00 pm	Briefing by Canadian Senior Trade Commissioner <ul style="list-style-type: none"> • Briefing en route to hotel on Canada China relations in the Yangtze River Delta
6:30 – 7:00 pm	Educational Signing Ceremonies <ul style="list-style-type: none"> • Witnessed signings between: • UNBC and Wenzhou University • Royal Roads University and Shanghai Institute of Technology • Capilano University and Yunnan College of Business • Thomson Rivers University and Sino Canada High School • Douglas College and Shanghai Administrative Institute • Douglas College and Shanghai Institute of Foreign Trade

Local Date/Time	Event
7:15 – 8:30 pm	BC Alumni Ambassador Reception <ul style="list-style-type: none"> Spoke at reception BC Alumni reception. The reception was attended by those who have attended a B.C. educational institute, investors and business representatives who have shared connections to the province
TUESDAY, NOVEMBER 8	
8:10 am	Tour of Dream Home Canada <ul style="list-style-type: none"> Toured a residential building demonstration project that was constructed using B.C. wood
8:20 – 9:00 am	FII China/Canada Wood Group China Briefing <ul style="list-style-type: none"> Briefed about the current state of the B.C. forestry sector in China and prospects for further growth
9:00 – 9:30 am	Shanghai Industrial Investment Holdings Co. Ltd. <ul style="list-style-type: none"> Met with company officials and presided over an MOU signing in which Shanghai Industrial Investment Holdings agreed to use Canadian wood as its primary green building material in exchange for technical support from BC FII and Canada Wood China
9:30 – 9:50 am	Jingqiao Townhouse and Villa Projects <ul style="list-style-type: none"> Toured China's first wood frame townhouse project made from B.C. wood
10:30 – 11:15 am	Commercial Aircraft Corporation of China (COMAC) <ul style="list-style-type: none"> Met COMAC president and general manager Mr. Jin Zhuang Long to promote B.C.'s aerospace industry
12:00 – 1:15 pm	New West Partnership Investor Luncheon <ul style="list-style-type: none"> Spoke with Chinese investors to increase corporate awareness and interest in investing in the New West Partnership region in natural resources, energy, agriculture and transportation Announced business accelerator program will operate out of the New West Partnership's trade and investment office
1:15 – 1:55 pm	Corporate Signings Event <ul style="list-style-type: none"> Oversaw corporate signing agreements including: Abbarch Architecture joint venture with JY Architectural Design Co Ltd. Epic Data's agreement with Huazhong University
4:00 pm	Flight to Beijing
BEIJING, CHINA	
7:30 – 8:30 pm	Liquefied Natural Gas Gateway Reception <ul style="list-style-type: none"> Attended reception to promote the potential of B.C.'s LNG sector
WEDNESDAY, NOVEMBER 9	
9:00 – 10:00 am	Ministry of Housing and Urban-Rural Development (MOHURD) <ul style="list-style-type: none"> Meeting with minister and vice minister responsible for MOHURD Focusing of meeting was promoting wood frame construction as a preferred building system

Local Date/Time	Event
10:45 – 11:30 am	China Ocean Shipping (Group) Company (COSCO) <ul style="list-style-type: none"> Corporate meeting with COSCO chairman
12:00 – 2:00 pm	International Mining Finance & Capital Markets Conference Luncheon <ul style="list-style-type: none"> Delivered keynote speech at conference attended by approximately 150 executives from Chinese mining, resource and financial investment companies
2:30 – 3:30 pm	Forbidden City <ul style="list-style-type: none"> Site visit
5:30 – 6:30 pm	Corporate Signing Event <ul style="list-style-type: none"> Oversaw several corporate signings including between: <ul style="list-style-type: none"> Coast Tsimshian Resources LP and Fujian Hihong Wood Industry Co. Ltd. Bradley Pacific Enterprises and Qingdao Pacific Import and Export Corp. Ltd. Xinwen Mining Group and Canada Sukunka Coal Corp.
6:45 – 7:00 pm	Royal Roads University Reception <ul style="list-style-type: none"> Witnessed Royal Roads University confer an Honourary Doctorate of Law Degree to Prof. Fan Gang for his instrumental role and leadership in China's economy
7:00 – 7:30 pm	Gowling Lafleur Henderson LLP <ul style="list-style-type: none"> Spoke at the official opening of the firm's official opening of their first China office
7:30 – 8:30 pm	BC Alumni Ambassadors Reception <ul style="list-style-type: none"> Attended and spoke at event with BC Alumni to engage Chinese nationals and promote business, tourism and international education opportunities in B.C.
THURSDAY, NOVEMBER 10	
8:00 – 8:30 am	Deloitte sponsored mining breakfast <ul style="list-style-type: none"> Delivered address to promote new B.C. government initiatives that support the development of B.C.'s natural resources sector and mining industry
8:30 – 9:15 am	National Development and Reform Commission (NDRC) <ul style="list-style-type: none"> Met with the deputy director of NRDC, the agency responsible for creating and implementing national plans for economic and social development Signed the first MOU between NDRC's Department of Industry and a Canadian province
9:15 – 10:00 am	Canada Mineral Investment Forum <ul style="list-style-type: none"> Delivered keynote address to approximately 400 people to promote B.C. as being open to mining and mineral investment from international interests
10:00 – 10:20 am	HD Mining International <ul style="list-style-type: none"> Met with the company's chairman to discuss mining opportunities in B.C.
11:15 – 11:45 am	Media Interview with CCTV-4
11:45 am – 12:05 pm	Media Interview with Global Television
12:30 – 1:30 pm	LNG Investment Luncheon <ul style="list-style-type: none"> Delivered speech at a luncheon attended by Chinese energy, oil and gas company executives to promote B.C. natural gas and liquefied natural gas opportunities
4:00pm	Depart to India

Local Date/Time	Event
DELHI, INDIA	
FRIDAY, NOVEMBER 11	
10:45 – 11:10 am	Remembrance Day Ceremonies <ul style="list-style-type: none"> Visited the Commonwealth War Graves Commission's Delhi War Cemetery
1:00 – 1:20 pm	Indian Technomac Company Limited (ITCOL) <ul style="list-style-type: none"> Met with ITCOL's managing director to discuss the metal mining company's operations in B.C.
1:40 – 2:15 pm	Opening of Mining Seminar <ul style="list-style-type: none"> Speech to highlight B.C.'s mining investment opportunities
2:30 – 3:30 pm	Department of Science and Technology and Department of Biotechnology, India <ul style="list-style-type: none"> Meeting to discuss existing MOU and progress on the work done so far under the two Life Sciences Summits and what needs to be done to advance the projects identified during the two summits
4:00 – 4:40 pm	Corporate Signings <ul style="list-style-type: none"> Witnessed corporate signings between <ul style="list-style-type: none"> Healthcare Resources Group Inc. and Continental Carriers Pvt. Ltd. Ballard Power Systems and Delta Power Solutions
5:30 – 6:15 pm	Air India Meeting <ul style="list-style-type: none"> Met with Air India's CEO to discuss possibility of adding routes to B.C.
7:00 – 8:30 pm	Premier's Reception <ul style="list-style-type: none"> Reception at the High Commissioner's residence with approximately 250 guests, including representatives from government, business, and academic communities
SATURDAY, NOVEMBER 12	
9:00 – 9:45 am	RRB Energy Ltd. <ul style="list-style-type: none"> Meeting with RRB Energy's Chairman and Managing Director to discuss clean energy projects, especially wind power
12:00 pm	Depart for Mumbai
MUMBAI	
5:00 – 5:30 pm	Canada-India Business Forum Reception <ul style="list-style-type: none"> Speech at the Canada India Business Council's inaugural Canada India Business Forum
5:30 – 6:55 pm	Welcome Reception <ul style="list-style-type: none"> Approximately 35 corporate stakeholders.
7:15 – 7:45 pm	Mumbai Media Availability <ul style="list-style-type: none"> Arranged by Asia Pacific Foundation of Canada and India Gateway House
7:45 – 9:30 pm	BC Premier's Network Dinner <ul style="list-style-type: none"> Organized by the Asia Pacific Foundation of Canada and India Gateway House Announced expansion of B.C. trade presence in India

Local Date/Time	Event
SUNDAY, NOVEMBER 13	
10:30 am– 12:15 pm	Remembrance Sunday Ceremonies <ul style="list-style-type: none"> Attended and participated in Remembrance Sunday service at Afghan Church
12:30 – 1:45 pm	Abellon Clean Energy <ul style="list-style-type: none"> Meeting with company's managing director
1:50 – 2:10 pm	Gateway to India <ul style="list-style-type: none"> Walking tour
2:40 – 3:30 pm	Shiamak Davars Institute for the Performing Arts <ul style="list-style-type: none"> Meeting with renowned Bollywood choreographer Shiamak Davars
7:00 – 7:45 pm	International India Film Academy (IIFA) Reception <ul style="list-style-type: none"> Announcement that B.C. will bid on hosting the 2013 Indian International Film Academy (IIFA) Awards
8:00 – 10:00 pm	World Economic Forum – 2011 India Economic Summit Dinner
MONDAY, NOVEMBER 14	
10:30 am – 12:30 pm	World Economic Forum – 2011 India Economic Summit Dinner <ul style="list-style-type: none"> Panel discussion on 'The New Role of the State' with chief ministers of Maharashtra, Madhya Pradesh, Andhra Pradesh and Kerala
12:30 – 1:00 pm	Media Availability <ul style="list-style-type: none"> Media interviews with domestic and international media covering the panel discussion
3:00 – 4:00 pm	Aditya Birla Group <ul style="list-style-type: none"> Meeting with company executives about clean energy and mining opportunities in B.C.
5:00 – 6:00 pm	Jet Airways <ul style="list-style-type: none"> Meeting with Jet Airways' chief commercial officer and other executives about the possibility of flights to and from B.C.
8:00 pm	Flight to Bangalore
BANGALORE, INDIA	
TUESDAY, NOVEMBER 15	
8:45 – 11:00 am	Infosys Technologies <ul style="list-style-type: none"> Tour of Infosys Campus Meeting with company's CEO and other executives
12:00 – 2:30 pm	Corporate and Education Announcements <ul style="list-style-type: none"> Thompson Rivers University social media student recruitment campaign launch SignalChem Pharmaceuticals collaborative agreement with Advinus Therapeutics
4:30 pm	Flight to Delhi

Local Date/Time	Event
AMRITSAR, INDIA	
WEDNESDAY, NOVEMBER 16	
10:15 – 11:45 am	Golden Temple Tour <ul style="list-style-type: none"> Organized by the Shiromani Gurdwara Prabandhak Committee (SGPC)
CHANDIGARH, INDIA	
6:00 – 6:30 pm	Government of Haryana <ul style="list-style-type: none"> Meeting Chief Minister Bhupinder Singh Hooda to discuss areas of interest, including information communications and technology (ICT), agri food and education
6:45 – 7:15 pm	Media availability <ul style="list-style-type: none"> Discussed expanding economic and cultural ties between BC and Haryana and Punjab with local media
7:30 – 8:00 pm	Government of Himachal Pradesh <ul style="list-style-type: none"> Meeting with Chief Minister Professor Prem Kumar to discuss collaborations in the areas of power, forestry, tourism, education and agriculture
8:00 – 9:00 pm	Reception at Consul General's Residence <ul style="list-style-type: none"> Focus was on highlighting cultural connections Educational agreement signings involving Royal Roads University, Simon Fraser University, University of British Columbia, University of the Fraser Valley, and the Province of BC with the State of Punjab and Indian post secondary institutes
THURSDAY, NOVEMBER 17	
DELHI, INDIA	
8:50 am	Flight to Delhi
11:30 am – 12:15 pm	Ministry of Mines <ul style="list-style-type: none"> Meeting with the Dinsha Patel, Indian Minister of Mines Mining MOU signed on cooperation in areas such as exploration, sustainable development, human resource development, and worker health and safety
12:45 – 1:30 pm	Delhi Public School Students and MITACS Town Hall <ul style="list-style-type: none"> Pitched the advantages of B.C.'s universities and advantages to about 200 elite students
3:00 – 3:40 pm	Ministry of New and Renewable Energy <ul style="list-style-type: none"> Meeting to discuss collaboration between B.C. and India around clean and renewable energy areas: Bio Fuels, Solar and Fuel Cells.
7:15 – 10:15 pm	Kingdom of Dreams <ul style="list-style-type: none"> Site tour and presentation on the culture of the IIFA Awards
FRIDAY, NOVEMBER 18	
1:30 am	Depart for B.C. <ul style="list-style-type: none"> Switched flights and airlines in Frankfurt
1:20 pm	Arrived at Vancouver International Airport

APPENDIX B

SIGNINGS/OUTCOMES

CHINA AGREEMENTS

Category	Organization(s)	Description
Corporate Signing Technology Deal value: \$16 Million	Clevest Solutions Inc. AND China Telecom Guangdong Branch, and Guangdong Future Information Technology Co., Ltd.	Agreement for the deployment and use of Clevest's Mobile Field Force (MFF) technologies in southern China.
Corporate Signing Clean Technology Deal value: \$65 million	IMW Compressor (Shanghai) Co., Ltd. AND China Gas Clean Energy (ShenZhen) Ltd.	IMW will supply turn-key solution including equipment, tech support and training for more than 100 compressed natural gas and liquefied natural gas stations.
Corporate Signing Aviation Deal value: N/A	Vancouver International Airport AND Sichuan Airlines, Shenyang Airport, Nanhu International Travel	Letter of intent to establish new flights from Chengdu/Shenyang to Vancouver in 2012.
Corporate Signing Aerospace Deal value: \$1 million	Pelesys AND Commercial Aircraft Corporation of China	Service contract with Chinese aerospace manufacturer COMAC, including software and training services.
Corporate Signing Aerospace Deal value: \$6 million	Pelesys AND Nanjing Taitong Tech	Product and service marketing and distribution agreement with Taitong of Nanjing. Pelesys will be expanding its business and service offering into the product and operations software in the high-speed rail market in China.
Corporate Signing Technology Deal value: \$20 million	Epic Data AND Huazhong University	Joint-venture agreement for the commercial development and marketing of Epic Data products and services to Chinese industrial firms.
Corporate Signing Architectural Services Deal value: \$750,000	Abbarch Architecture AND JY Architectural Design Co Ltd	Joint venture for the design of four buildings for the Shanghai Entry-Exit Inspection Center, in China's largest import/export center.
Corporate Signing Mining Deal value: \$740 million	Canadian Dehua International AND Kailuan Group, Shougang Group	Further investment of \$740 million in Tumbler Ridge Gething coal mine project, building on initial \$120 million worth of investments.
Corporate Signing Forestry Deal value: \$1 million	Bradley Pacific Enterprises AND Qingdao Pacific Import & Export Co., Ltd	Lumber export contract worth \$1 million.
Corporate Signing Clean Tech Deal value: \$10 million	Cascade Renewable Corporation AND Tianjin Yibo Biotechnology Development Co., Ltd	Tianjin Yibo Biotechnology Development Co., Ltd. will invest \$10 million in a waste-to-organic fertilizer manufacturing facility in B.C.

Category	Organization(s)	Description
Corporate Signing Natural Resources Deal value: \$25 million	Coast Tsimshian Resources LP AND Fujian Hihong Wood Industry Co. Ltd.	Signing of a long-term annual purchase order for forest resources.
Corporate Signing Film & Media Deal value: N/A	BC Film & Media, Royal Roads University, the Centre for Digital Media AND Beijing Multimedia Industry Association	BMIA met with BC Film and Media during the 1 st Beijing Int'l Film Festival in April 2011 and now signed a collaboration agreement.
Office Opening Financial Services Vancouver	Agricultural Bank of China	Establishing presence in Vancouver, pending Canadian regulatory approval.
Office Opening Multi-sector Shanghai	New West Partnership Business Accelerator	Announcement of Business Accelerator in Shanghai to assist western Canadian companies to expand their products and services in China.
Office Opening Technology Shanghai	Epic Data	Official opening of office operations and formal announcement of Wholly Owned Foreign Enterprise in China.
Office Opening Forestry Beijing	Coast Tsimshan Resources LP	Announcement of Beijing office expansion to support resource exports to China.
Office Opening Legal service Beijing	Gowling Lafleur Henderson LLP	Official opening of Gowling's China Office. The law firm's China practice is led out of Vancouver.
Corporate Philanthropic Contribution Deal value: N/A	B.C. Society for Educating Girls of Rural China AND Eldorado Gold China	Reinforcing Eldorado's corporate social responsibility in China by supporting B.C.-based charity assisting in the education of girls from rural China.
Partnership Agreement Agriculture	B.C. Ministry of Agriculture AND Guangdong Administration of Oceans and Fisheries	Technical cooperation agreement with B.C.'s sister province on ocean and fisheries management and encouragement of two-way investment.
Partnership Agreement Agriculture	B.C. Ministry of Agriculture AND Guangdong Department of Agriculture	Technical cooperation agreement with B.C.'s sister province in China on agriculture management and technical cooperation.
Partnership Agreement Cultural	Historic Town of Barkerville and Guangdong Museum of Overseas Chinese	Signing of letter of intent to collaborate in delivering Barkerville photo exhibit in Guangdong 2012.
Partnership Agreement Education	Royal Roads University AND Jinan University (Guangdong)	The agreement will see the creation of a joint institute to deliver customized emergency and disaster management programs for this rapidly growing market.
Partnership Agreement Education	Capilano University AND Huizhou University (Guangdong)	Continuation of a successful university leadership development executive program where Capilano hosted 22 university leaders and administrators from Huizhou.

Category	Organization(s)	Description
Partnership Agreement Education	Thompson Rivers University AND Chengdu Polytechnic (Sichuan Province)	TRU and Chengdu Polytechnic (CDP) will develop a joint program in architecture and engineering technology.
Partnership Agreement Education	Vancouver Island University AND South China Normal University (Guangdong)	Agreement advances collaboration between VIU and South China Normal University (SCNU), including student and faculty exchanges, visiting scholars and research collaboration.
Partnership Agreement Education	B.C. Institute of Technology AND Tianjin Sino-German Vocational Institute of Technology	This MOU will establish a pathway for international students to study in the automobile service program at BCIT.
Partnership Agreement Education	B.C. Institute of Technology AND Dongguan University of Technology	The MOU will establish an institutional partnership in a number of key areas.
Partnership Agreement Education	University of British Columbia AND Guangdong Women and Children's Health Center	UBC researchers will help manage and design a large cohort study spearheaded by the Guangzhou Women and Children's Health Center.
Partnership Agreement Education	Kwantlen Polytechnic University AND Guangdong University of Foreign Studies	Agreement to develop a new bachelor of business administration in marketing management program in Guangzhou starting in the 2012-13 academic year.
Partnership Agreement Education	University of Northern B.C. AND Wenzhou University	A partnership program resulting in a master's degree in environmental science. Approximately eight Chinese students per year will participate in the graduate program at UNBC.
Partnership Agreement Education	Royal Roads University AND Shanghai Institute of Technology	Agreement will create a Joint Institute of Applied Leadership and Management Science between Royal Roads University and the Shanghai Institute of Technology.
Partnership Agreement Education	Capilano University AND Yunnan College of Business Management	Yunnan College of Business Management students will receive articulated transfer credit and direct entry into Capilano University's School of Business to complete an international business diploma leading to a bachelor's degree in business administration.
Partnership Agreement Education	Thompson Rivers University AND Sino-Canada High School	This agreement will create a pathway program for Sino-Canada high school graduates to continue their studies at TRU.
Partnership Agreement Education	Douglas College AND Shanghai Administrative Institute	The agreement will result in approximately one annual public administration training program for senior Chinese civil servants from the Shanghai Municipality and other agencies.
Partnership Agreement Education	Douglas College AND Shanghai Institute of Foreign Trade	The agreement will expand on the partnership agreement with Shanghai Institute of Foreign Trade. There are approximately 550 students enrolled in the joint bachelor of administration.

Category	Organization(s)	Description
Partnership Agreement Education	Royal Roads University AND Tianjin University of Technology	A new master of arts in environment and management joint program will be offered to increase the number of exchange of students and joint academic research between both universities, starting with 60 students in one full time stream in February.
Partnership Agreement Education	Royal Roads University AND China Association of Small and Medium Enterprise (CASME)	The agreement will increase business linkages and create strategic partnerships between businesses in B.C. and their counterparts in China.
Partnership Agreement Education	Trinity Western University AND Tianjin Education Association for International Exchange	The TEAIE agreement is called the 'Visiting Teachers Program' and it involves bringing top Tianjin Education Commission K-12 teachers to TWU.
Partnership Agreement Education	Trinity Western University AND Hebei University	The agreement specifies cultural, faculty, student exchange, and travel abroad opportunities for both institutions.
Partnership Agreement Education	Douglas College AND Beijing Union University	This agreement creates opportunities for Chinese students to do semester studies at Douglas College, as well as faculty exchange and joint research opportunities, particularly in the area of urban heritage and sustainability.
Partnership Agreement Education	North Island College AND Foundation College of China Scholarship Council	The agreement addresses the design and execution of a joint program at undergraduate or postgraduate levels.
Partnership Agreement Education	The University of Victoria AND Chinese Academy of Science	The MOU will formalize the relationship between the University of Victoria and the Chinese Academy of Science, furthering an initiative started by UVic's Institute for Integrated Energy Systems and Peking University in 2009.
Partnership Agreement Education	University of British Columbia AND Chongqing Medical University	The objective is to allow UBC researchers access to clinical data on Alzheimer's that may result in new therapies to treat this disease.
Partnership Agreement Health	University of British Columbia AND Guangdong Women and Children's Health Centre	Partnership on Guangzhou Birth Cohort Project.
Partnership Agreement Mining	BC Ministry of Jobs, Tourism and Innovation and Ministry of Energy AND Mines and National Development and Reform Commission (NDRC)	Governmental cooperation agreement to support bilateral trade and investment in mining and minerals between B.C. and China.
Partnership Agreement Mining	Xinwen Mining Group AND Canada Sukunka Coal Corporation	Collaboration Agreement between Chinese and B.C. companies in mining sector.



Canada B.C. China collaborate on Wood Frame Construction

Premier Christy Clark, federal Minister Joe Oliver and Canadian Ambassador David Mulroney meet with officials from China's Ministry of Housing and Urban Development. The Premier emphasized there would be a continued focus through the Canada-B.C.-China collaboration on development of Wood Frame Construction as a preferred building system.

B.C. bids to host 2013 "Oscars" of Indian film

Premier Christy Clark announces that British Columbia is making a bid to host the International Indian Film Academy Awards (IIFA) in 2013 in Vancouver, which would bring world-wide attention to B.C. and strengthen the province's trade relationship with India.

INDIA AGREEMENTS

Category	Organization(s)	Description
Office Opening Education Bangalore	University of British Columbia Sauder School of Business	UBC Sauder School is opening an office in Bangalore to support greater engagement with key Indian universities, research institutions, NGOs and businesses. The office will also organize outreach programs for alumni across India.
Office Opening Education New Delhi	University of British Columbia	UBC will be opening an office in New Delhi to strengthen the university's academic and research programs and better serve students, faculty and alumni.
Office Opening/ Campaign Education Bangalore	Thompson Rivers University (TRU)	TRU announced their new recruiting office in Bangalore and also the launch of a social media campaign.
Partnership Agreement Education	B.C. Ministry of Education AND Advanced Education and the Ministry of Education in Punjab	A Memorandum of Understanding of educational co-operation was signed to establish and strengthen linkages and foster international initiatives between K-12 and government-recognized post-secondary education institutions in B.C. and Punjab.
Partnership Agreement Education	UBC School of Nursing AND Baba Farid University of Health Sciences	The UBC School of Nursing has been working in Punjab for over 12 years. The new agreement will support professional development of nurse educators, facilitate collaboration in research, and offer global learning opportunities for students of both institutions.
Partnership Agreement Education	Simon Fraser University AND Baba Farid University of Health Sciences	SFU will offer assistance to Baba Farid University of Health Sciences to expand their health programs. SFU will provide faculty training and curriculum development advice focussing on public and environmental health interventions to resolve issues faced by residents of Northern Indian villages.
Partnership Agreement Education	Simon Fraser University AND Indian Institute of Technology (IIT) Ropar	SFU and IIT Ropar are developing a joint graduate program in engineering and computing science. Based on a Letter of Intent regarding student exchanges, the institutions will work collaboratively on the new program which is expected to support about 15 students.

Category	Organization(s)	Description
Partnership Agreement Education	Royal Roads University AND Swift Group of Schools	RRU and the Swift Group of Schools in Chandigarh are working to develop a joint program in hospitality and tourism management. Students will complete their first two years of study in India and the last two years at Royal Roads.
Partnership Agreement Education	Langara College AND INSCOL Academy	Langara and INSCOL Academy in Chandigarh are exploring opportunities to partner on post-grad, advanced and specialty training certificates. The agreement will enable 80 registered nurses from India to complete a post-graduate certificate at Langara annually.
Partnership Agreement Education	University of the Fraser Valley AND Punjabi University	UFV and Punjabi University in Patiala, Punjab are pursuing partnership opportunities for online and summer intensive Punjabi courses, faculty and student exchanges, diaspora studies program, and cultural studies curriculum development.
Partnership Agreement Education	Canada India B.C. Academy (Chandigarh)	'Plaque unveiling ceremony' for a new K-12 school building in India offering a B.C.-certified education program.
Partnership Agreement Education	University of Mumbai AND University of Fraser Valley	The B.C. Ministry of Health announced \$50,000 of funding for the Indo-Canadian Studies Centre at the University of Mumbai, in partnership with UFV.
Partnership Agreement Bilateral/Government	Province of B.C. AND State of Himachal Pradesh	A Letter of Intent (LOI) was signed to promote cooperation and collaboration in areas such as education, energy, forestry, agriculture and tourism.
Bid Announcement Film	Indian International Film Academy (IIFA) Awards	B.C. announced it will officially enter the bidding process to host the 2013 Indian International Film Academy Awards.
Office Opening Government Chandigarh	B.C. Trade and Investment Presence	B.C. will be opening an office within the Canadian Consulate to increase its trade and investment presence in Chandigarh.
Office Opening Government Mumbai	B.C. Trade and Investment Presence	B.C. announced that it will open an office within the Canadian Consulate in India's financial and commercial capital, Mumbai.
Partnership Agreement Mining	B.C. Ministry of Energy and Mines AND Indian Ministry of Mines	A Memorandum of Understanding (MOU) was signed to enhance mutual cooperation in mining including: exploration, sustainable development, human resources development; investment promotion; worker health and safety, and research and innovation.

Category	Organization(s)	Description
Office Opening Mining	Indian Technomac Company Limited (ITCOL)	Indian Technomac Company Limited will open an office in Vancouver for mining investments in early 2012.
Corporate Signing Mining	TTM Resources AND ITCOL (Indian Technomac Company Limited)	A Memorandum of Understanding was signed between ITCOL and TTM Resources.
Corporate Signing Mining	Sultan Minerals AND ITCOL	ITCOL intends to acquire prospecting rights on Sultan Minerals' property in B.C.
Corporate Signing Mining	War Eagle Mining AND ITCOL	A Memorandum of Understanding was signed between ITCOL and War Eagle Mining Company Inc., Vancouver, for prospecting rights on its MAC property.
Corporate Signing Mining	Mackevoy GeoSciences Ltd. AND ITCOL	ITCOL has retained Mackevoy for its consulting services for prospecting and exploration of various minerals in B.C. in an agreement valued at \$1.25 million.
Corporate Signing Life Sciences	Health Care Resources Group AND Continental Carriers Pvt Ltd	A joint venture agreement was signed for the introduction of Patient e-Link Systems into Indian hospitals, clinics, and extended and long term care facilities.
Corporate Signing Life Sciences	Signal Chem AND Advinus Therapeutics (Tata Group)	Advinus Therapeutics, a research-based pharmaceutical development company (promoted by the TATA Group) and SignalChem Pharmaceuticals, a B.C.-based company signed a multi-year collaboration to develop several drugs to treat cancer.
Partnership Agreement Life Sciences	GVK Biosciences AND PROOF Centre of Excellence	A partnership agreement focusing on biomarker development for heart, lung and kidney failure.
Corporate Signing Clean Energy	Ballard Power AND Delta Power Solutions	A supply agreement with Delta Power Solutions India and Idea Telecom in India for fuel cell systems to provide extended back-up power for wireless telecom base stations.
Office Opening Clean Energy Vancouver	Abellon Clean Energy	Abellon Clean Energy is moving its North American headquarters to Vancouver and investing in wood pellet production at Monte Lake, B.C.
Corporate Signing Agri-Food	Summerhill Pyramid AND Kalala Wineries	Pyramid Wine Exports Ltd and Spectrum Organic Wines Pvt. Ltd. entered into an agreement with B.C. -based Summerhill Pyramid Winery and Kalala Wines to distribute their wines in the Indian market.

Note: Commercially confidential deals, along with their associated values, are not listed in this report.

APPENDIX C

PREMIER'S MISSION COSTS

BC Jobs and Trade Mission Costs (CDN \$) *		
<i>Premier's Mission Costs</i>		
Travel Official Delegation	149,850	
Travel Support Staff	90,096	
Ground Transportation	41,035	
Visas	1,095	
Meetings, Ceremonies, Luncheons and Receptions	171,415	
Gifting	6,023	
Interpreter/Translation	14,107	
Premier's Total mission costs		473,621
Pre-departure Event & Advance Travel		41,274

Travel costs of Ministers whose activities aligned with and supported Premier Clark's BC Jobs and Trade Mission (CDN \$) *	
Minister Pat Bell (China and Hong Kong)	67,781
Minister Michael De Jong (India)	31,317

*These expenses included the costs of ministry and ministers' staff

Please note: These expenses are accurate to the best available information of Jan. 10, 2012.



MARKET PRIORITIES - KOREA

Mining

Korea is world's 3rd largest importer of coal and annual consumption is reached 90million Mt/year. Due to the coal export restrictions in China, Korea has diversified its sources to Australia and Canada. BC has sent mining delegations every year to Korea led by Ministry of Energy Mines to promote BC's mining projects.

Investments & projects:

- Posco Canada - \$200 investment in Mt. Klappan Coal mine (\$180M)
- Korea Resources Corporation (KORES) & Seah Holdings – investment in Kisault moly mine (\$200M – in progress)
- Korea Electric Power Corporation (KEPCO)' investment in CoalSpur (\$350 M – in progress)

LNG

Korea is world's 2nd largest importer of LNG. Since Kogas' long term purchase agreements with South East Asian countries are soon to expire, KOGAS has been in discussions with Kitimat LNG for terminal construction, pipeline construction and long-term LNG purchase. BC sent LNG and Gateway Executive delegations led by the Ministry of Energy and Mines and Ministry of Transportation and Infrastructure to Korea.

Investments & projects:

- Korea Gas Corporation (KOGAS)'s investment in Kitimat LNG (\$20B – in progress)
- KOGAS's investment of \$566M in Horn River Shale and the Montney formation with 50:50 joint venture with Encana
- POSCO interests in investment in Kitimat LNG pipe line construction (700-800km: initiated).
- KEPCO's interests in investment and off take agreement in Kitimat LNG - initiated

Forest Products (lumber, green buildings, bioenergy)

The Korea National Assembly passed the Renewable Portfolio Standard (RPS) in 2010 which will become effective in January 2012 with a beginning renewable electricity quote of 2% of total generation. Biomass is considered as the most commercially feasible renewable energy source by the Korean power producers and they estimated the quantity of biomass to be about 3million MT/ year and the volume is to be increased by 1million per year until 2020. BC and BC companies have participated in the Green Energy Expo (GEE), Environment Technology and Green Energy International Exhibition (ENVEX), Environment and Renewable Energy Technology Trade Show (ENTECH), Renewable Energy Korea (REK) to promote BC's biomass industries

Investments & projects:

- Sungchang – Pellet & sawmill Investment and lumber product purchase (\$20M-initiated)
- Princeton Co-Gen – pellet plant joint venture with Korea South East Power (\$15M – in progress)
- Pacific Bioenergy – pellet export to Korea South East Power (\$20M - initiated)



- Lillooet pellet mill – JV among Korea Woodpellet Corp. + Korea Southern Power+ Lillooet bands (\$20.4M – in progress)

Technology (fuel Cells, digital media)

Fuel Cell is identified as the third tier new and renewable energy resources under the RPS. Korea is hosting the 2014 World Hydrogen Energy Conference (Canada is hosting in 2012). Hyundai is actively pursuing hydrogen fuel cell powered cars and expects to roll them out commercially in the next couple of years. BC and BC's fuel cell companies have participated in the Green Energy Expo (GEE), Environment Technology and Green Energy International Exhibition (ENVEX), Environment and Renewable Energy Technology Trade Show (ENTECH), Renewable Energy Korea (REK) to promote BC's fuel cell industry.

Investments & projects:

- MOU between Canadian Hydrogen and Fuel Cell Association & Korean Fuel Cell Association
- Ballard – 3MW fuel cell system to Korea East West Power (\$8.7 M – in progress) in joint venture with Samsung Total/ Similar project is under discussion with SK Energy.
- Greenlight Innovation – fuel cell testing equipment to POSTECH (\$1M)

Agrifood (beef)

The Canadian Agriculture Minister was reported as being optimistic that South Korea will open its market to Canadian beef by the end of the year. In June this year, both countries announced they would finalise the science based agreement to allow Canada to export beef to the Korean market from cattle under the age of 30 months. Korea is the last Asian market that still imposes a trade ban on Canadian beef after BSE was found in Canadian cattle in 2003. The Canadian Beef Export Federation (CBEF) estimates that this agreement could mean more than \$30 million for Canadian producers by 2015. In 2002, South Korea was Canada's fourth biggest beef market and remains a key market for the Canadian agriculture sector.

International Education (students, university partnerships)

International education is now a leading export for British Columbia, creating jobs and supporting families in communities and regions across the province. The total value of international education exports in 2010 reached over \$1.8 billion dollars, ranking the sector fifth in the generation of export income. Among BC's key trading partners Korea, China and India, international education ranks as a top-three contributor to BC's economy. Korea alone contributes \$760M each year to BC's economy. One of the most famous Korean soccer player Young-Pyo Lee is likely to sign the contract with Vancouver Whitecaps. one of the main reasons why he has chosen Vancouver soccer team is for his children's future because Vancouver is well known to Korea as an excellent education on K-12. BC has participated in the Educational Fair Korea each year led by the Ministry of Jobs, Tourism and innovation.

Investments & projects:

- BIS Canada, Sungnam City – 400 students
- British Columbia Academy Canada, SeoCho Dong, Seoul City – 100 students
- British Columbia International School , Sanil Dong, Seoul-500 students (\$2M/year)



- Maple Leaf International Academy, Suncheon City, (\$53M investment in Korea using BC curriculum - \$6.55M/year, in progress)
- BC International School in CheonAn City (\$1M/year, initiated)
- MOU between UBC and Korea institute of Science and Technology (KIST) to establish a KIST's North America campus in BC (initiated)

Community/ Municipal Twinning

The Asia Pacific region is home to over one-third of the earth's population and has the world's fastest growing economies with a US\$10 trillion market and US\$2.5 trillion in foreign reserves for investment. Currently, local governments in B.C. are involved in over 100 twinning arrangements with international communities. Approximately half of these arrangements are with communities in the Asia Pacific, including cities in Korea, Japan, China and India.

Twining MOUs:

- District of North Vancouver & Guro District
- Coquitlam & Paju City
- Burnaby & Hwaseong City
- Vancouver & Incheon City (initiated)
- Cranbrook & Wonju or Chuncheon City (initiated)
- Prince Rupert with Gwangyang City (initiated)



MARKET PRIORITIES

Mining/Minerals

Japan remains dependent on imports of energy for its security and economic development. British Columbia is viewed by Japan as a key partner with a stable government and an abundant supply of natural resources. Japan is the world's largest importer of coal, with approximately 60% of domestic demand imported from Australia. In 2010, British Columbia's coal exports to Japan were valued at \$1.63 billion. Exports of metallic mineral products (copper, unwrought aluminium and molybdenum) to Japan totalled \$1.04 billion.

Investments & projects:

Mitsubishi Materials (Copper Mountain Mine, Huckleberry Mine)
Sojitz (Taseko's Gibraltar Copper Mine, Thompson Creek Metals' Endako Mine)
Itochu (Raven and Bear Coal Mines).

LNG

Japan is the world's largest importer of liquefied natural gas (LNG), primarily from the Asia-Pacific and Middle East. There are currently no natural gas exports from British Columbia to Japan.

Investments & projects:

In May 2011, a consortium comprising Mitsubishi Corporation, Japan Oil Gas and Metals National Corporation (JOGMEC), Chubu Electric Power, Tokyo Gas and Osaka Gas announced an investment of \$1 billion in the Cordova Embayment shale gas project (joint venture with Penn West Energy). Funding will be covered by the Japan Bank for International Cooperation and The Bank of Tokyo-Mitsubishi UFJ Ltd. Mitsubishi Corporation is involved with a consortium including Shell, Kogas (Korea) and China National Petroleum Corporation to develop an LNG export terminal in Kitimat.

Forest Products (lumber, green buildings, bioenergy)

British Columbia's exports of wood products to Japan were \$892 million in 2010. British Columbia has a role to help Japan rebuild after the Great Tohoku Earthquake and Tsunami; however, wood construction is facing an image problem since pictures of the devastation in the Tohoku show the only thing left standing in these villages and towns are concrete structures. This follows an intensive campaign by the 2x4 Association in Japan after the Kobe earthquake in 1995 to promote 2x4 housing as structurally more safe in earthquakes.

Investments & projects:

Government's \$2 million contribution to Tohoku Reconstruction TBA
Kansai Electric Power Corporation has a long-term contract with Houston Pellet for wood pellets

Technology (fuel Cells, digital media)

One of the world's most technologically advanced countries, Japan is a potential market for products or services that can increase efficiency and lower costs. Japan is one of the world's top mobile markets with over 122 million mobile subscribers in 2011 (99% using 3G services), over 90% mobile internet penetration and generating \$71.5 billion in revenues. Opportunities exist for companies from



British Columbia that have experience delivering services that enhance the customer's mobile experience. Japan is the world's second largest biotechnology market (after the USA), spends the most per capita on pharmaceuticals and is home to some of the world's largest global pharmaceutical companies. Growth in oncology and central-nervous system (CNS) therapy areas are potential areas for collaboration with researchers and organizations from British Columbia. The Japanese market for hydrogen/fuel cell technologies is expected to expand from \$19 million to \$95 million over the next decade, driven primarily by the commercial launch of hydrogen fuel cell vehicles in 2015.

Investments & projects:

The Centre for Drug Research & Development signed an MOU with the University of Tokyo in October, 2011 facilitating joint research projects between the two organizations

The BC Cancer Agency signed an agreement with Takeda Pharmaceutical in 2010 for research related to new drug treatments to fight breast, ovarian and prostate cancers.

Agrifood (beef)

Exports of seafood products to Japan were valued at \$171 million in 2010.

International Education (students, university partnerships)

There are currently 2,700 international students from Japan studying in British Columbia.

Community/ Municipal Twinning

British Columbia has nearly half of Canada's sister city relationships with Japan (35 out of 75).

Ministry of Jobs, Tourism and Innovation
BRIEFING NOTE FOR MINISTER

Ref #: 64162

FOR INFORMATION

Date: November 25, 2011

Title: Follow-up to LNG meetings with Chinese National Oil Companies – Trade Mission to China and India

Issue:

Follow-up from the November 09, 2011 Canadian/B.C. government/natural gas sector meetings with the Chinese national oil companies (NOCs):

- i. UNIPEC – subsidiary of China Petroleum and Chemical Corporation (Sinopec); China’s largest company (revenues) and leading refiner
- ii. PetroChina – subsidiary of China National Petroleum Corporation (CNPC); dominates pipeline construction and operation
- iii. China National Offshore Oil Corporation (CNOOC); specializes in offshore upstream production

Market reforms have given NOCs freedom to move beyond their initial functional areas.

Background:

On November 09, 2011 the China Mission LNG delegation met with senior officials from the Chinese national oil companies (NOCs). The purpose of the meetings was to:

- Build on the June 2011 LNG mission to Asia by reinforcing Canada/B.C. natural gas industry commitment to exporting LNG as identified in the *Canada Starts Here - B.C. Jobs Plan*.
- Facilitate Canadian natural gas sector LNG export contracts with Chinese NOCs by demonstrating federal and provincial government support for the proposed B.C. based LNG projects.

China’s NOCs are among the world’s largest companies. Since the beginning of 2009, Sinopec, CNPC, and CNOOC have ramped up their investment activities overseas. From January 2009 to June 2010, these companies spent at least \$33 billion USD to acquire global oil and gas assets, and have emerged as a significant force in global mergers and acquisitions in upstream oil and natural gas.

Motivations and strategies for overseas investments

The NOCs’ most frequently cited objectives for investing internationally are to increase their oil and gas reserves, to expand production, and to diversify their sources of supply. These goals are supported at the highest levels of government; when the State Council-level National Energy Commission (NEC) met for the first time in April 2010, “securing energy supply through international cooperation” was declared to be one of its six major areas of focus. This is the latest expression of the “Going Abroad” (sometimes rendered as “Going Out”) policy. (*International Energy Agency - Organisation for Economic Co-operation and Development, September 2010*)

The US Energy Information Administration (EIA) forecasts that China will consume 11.5 trillion cubic feet (Tcf) of natural gas by 2035 of which imports will comprise 4 Tcf of gas per year. (China produced 3.5 Tcf of natural gas in 2010). If all of the proposed B.C. LNG projects came to fruition, B.C. could export 2.6 Tcf a year. China could easily absorb such an amount of LNG, given its expected energy needs.

The NOCs are targeting assets to complement their existing portfolios and to integrate their supply chains. This includes gaining experience in LNG projects to help satisfy the rapidly growing gas demand in China. NOCs have acquired stakes in liquefaction projects in Indonesia and Australia to gain expertise across the LNG supply chain. While China's NOCs are majority-owned by the government (domestic and overseas private shareholders own minority stakes), they are not government-run and commercial incentive is a key driver.

Stakeholder Impact:

The advancement of the LNG projects has attracted attention from environmental NGOs and stakeholder groups in northeast B.C. who have expressed concerns related to shale gas development. First Nations in the Kitimat region are generally supportive of B.C. LNG exports, including the Haisla Nation. The B.C. LNG Douglas Channel project has 50% direct participation of Haisla Nation. Fifteen First Nations have signed an agreement with the B.C. government that provides the option to acquire interest into the Pacific Trails Pipeline project, which will move gas from the Spectra pipeline to Kitimat.

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Discussion:

The meetings with the NOCs provided assurance that the governments of Canada and B.C. and industry are supportive of natural gas development and LNG export to China. The meetings advanced the messages that Canada/B.C. is on track to become a reliable supplier of LNG to China. Governments, First Nations and regulators are supportive of the B.C. LNG strategy and will facilitate LNG projects, e.g. export license for Kitimat LNG; and, that there is private sector interest and capital available for investment into B.C. LNG projects.

Follow-up meetings are being held with the various LNG private sector proponents that travelled to China.

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Thank you letters have been drafted for the Minister of Jobs, Tourism and Innovation to send to the Chinese NOCs, which invites them to travel to B.C. to hold future discussions. Going forward, regular update meetings (quarterly or more if required) will be held with the various LNG proponents, the Ministry of Energy and Mines and the Department of Natural Resources Canada. Status reports will be sent to the Minister of Jobs, Tourism and Innovation.

Contact: Richard M. Sawchuk, Americas & Europe Section
Telephone: 604 775-0030

Approvals				
Dir: NC	ED: MEJ	ADM: SS	DM:	MIN:

PREMIER'S MISSION TO JAPAN AND KOREA

March/April 2012

OVERVIEW

1. Purpose:

The purpose of the Premier's mission to Japan and Korea is to advance BC's trade relations with these priority Asia Pacific markets and to promote further investment into the Province to advance the BC Jobs Plan. This will be Premier Clark's first visit to Japan and Korea as Premier of British Columbia. The Premier's program will be built around the following themes:

- *Investment:* Through corporate calls and networking events, present BC as an attractive, stable and welcoming investment destination, bringing industry and jobs to the Province.
- *Natural Resources:* Promote BC as a world leader in natural gas production, a major producer of coal and other minerals and a top supplier of wood products to Asia
- *Pacific Gateway:* Under "Canada Starts Here" highlight BC's position as Asia's fastest and most efficient gateway for Asia to North American markets
- *Clean Technology:* Promote BC as a world leader in clean energy resources and clean technology innovation
- *International Education:* Reinforce British Columbia's world class education system and strengthen university research collaboration

2. Outcomes:

Key Announcements:

- In Japan, the Premier will announce the construction of a school or senior's housing centre using wood products, BC's contribution to tsunami reconstruction efforts
- In Japan and Korea, the Premier may be able to announce significant new investment to BC in the development of the Province's natural gas resources and infrastructure

MOUs / Corporate Signings:

- In Tokyo and Seoul, the Premier will witness a number of corporate deal signings in the areas of LNG, wood products and clean energy (fuel cells and bioenergy)

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Strengthening Bilateral Relations

- In Tokyo, the Premier will meet with the Minister of Foreign Affairs to discuss BC-Japan trade and investment relations in priority sectors of energy and mining
- In Seoul, the Premier will meet with the Minister of Knowledge Economy to discuss BC-Korea cooperation on the green economy
- In Suwon, the Premier will meet with the Governor of BC's sister province in Korea, Gyeonggi to advance economic cooperation in a range of sectors

Corporate Calls / Investors:

- The Premier will meet with key corporate clients and investors in BC from both markets, including Mitsubishi Corporation, JOGMEC, Tokyo Gas Company, KOGAS, POSCO, Samsung, and others
- A number of executive roundtables on natural gas development, bioenergy, mining and international education, chaired or opened by the Premier, will provide an opportunity for BC industry leaders to meet with their counterparts to advance trade and investment

Relationship-building

- The Premier will host BC Alumni events in Tokyo and Seoul, providing an opportunity to highlight BC's strategic advantages and commitment to building relations with Asia
- Networking events in Sendai, Japan and Suwon, Korea will highlight the cultural and humanitarian ties between BC and Japan/Korea.

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4. Market Opportunities and Recent Business Activities:

Japan:

- Trade: In 2010, Japan ranked 2nd for BC exports at \$4.2 billion; top BC exports are bituminous coal, copper ore, and lumber.
- Investment: Japan is a long-standing investor in BC ranging from lumber, pulp and paper, construction, coal and other mining operations to investment in the hotel/tourism sector.
- Mining and Mineral Resources: Japanese companies are invested in eight major mines in BC. Recent investments include Mitsubishi Materials investment in the Copper Mountain project announced in July 2010, worth over \$250 million.
- Natural Gas: Mitsubishi Corporation, along with a consortium of other Japanese and Korean companies, is investing upwards of \$1 billion into shale gas development in northeast BC.
- Forest Products: On November 12th, 2011, BC, along with the Government of Canada and representatives from Canada's forest industry, announced \$4.5 billion for the Canada-Tohoku Reconstruction Project. Japan is the third largest market for BC wood products by volume and second largest by value

Korea:

- Trade: Approximately 52% of Canada's goods exports to South Korea originated from BC and South Korea ranked 4th for BC exports at \$1.8 billion.
- Mining and Mineral Resources: Korea's POSCO, the world's third largest steel company, exports over \$500 million in coal from BC each year. The company recently announced a \$180 million investment in the Mount Klappan anthracite coal mine project in northwest BC.
- Forest Products: Korea is the 4th largest overseas market for BC softwood commodity products with significant growth potential.
- Clean Energy: Korea's green growth strategy is focusing particular interest in BC biomass as a means of meeting the country's new renewable energy standards.
- International Education: Korea is ranked in the top-three source country for international students to BC, along with China and India. Korean soccer star Young-Pyo Lee recently cited that his decision to sign with the Vancouver Whitecaps was related to his children's education. BC's K-12 education system is well-regarded in Korea.

Appendix A

Performance Metrics (Proxies for increased Exports and Market Access):

PERFORMANCE MEASURES	2012/13	
	Target	Q1&2 Results
# new BC Business Network clients ¹	400	402
# international business agreements facilitated ²	100	77
Total # inbound/ outbound missions ³	50	105
# of negotiations participated in and number of formal disputes launched and/or resolved ⁴	6	9
# of businesses and individuals assisted ⁵	60	29

1. BC companies looking for ITIA support to sell their products and services in international markets are registered in the BC Business Network.
2. The Ministry actively supports the conclusion of agreements between BC and international partners. Agreements take the form of international purchases of BC goods and services, research and innovation partnerships and agreements between industry and government that create the environment for deeper commercial relationships between companies.
3. Industry and government trade missions help build future relationships, open doors and set the stage for future opportunities and successes, ultimately leading to an increase in international business for BC companies.
4. These include international trade agreements like the Canada EU Comprehensive Economic and Trade Agreement and the interprovincial New West Partnerships Trade Agreement, as well as potential arbitrations and dispute resolutions such as the Softwood Lumber Agreement.
5. Businesses and persons who encounter trade barriers in foreign or domestic markets are supported by the Ministry through informal means or through launching of formal trade disputes where necessary.

MINISTRY OF JOBS, TOURISM AND SKILL TRAINING
INFORMATION NOTE

Cliff #: 96711

'DATE: February 7, 2013

PREPARED FOR: Assistant Deputy Minister

ISSUE: Key Outcomes of Premier's Missions in 2011 and 2012

BACKGROUND:

- The BC Jobs and Trade Missions conducted by the Premier in 2011 and 2012 were a key component of the BC Jobs Plan commitment to expand and open new markets in the Asia-Pacific Region.
- With the tremendous economic growth in that region, B.C. recognizes that strengthening ties to Asia is important to attract new investment and defend and create jobs at home.
- The goals of the three missions were to strengthen existing relationships, open doors to form new trade and business relationships, and set the stage for future trade missions.
- In order to grow markets overseas, it is important to continue to develop trade and investment relationships and that takes time, commitment and consistency.

MISSION TO CHINA AND INDIA: November 4 – 18, 2011

- Premier Clark left Vancouver for China on Nov. 4 and made stops in Beijing, Shanghai, and Guangzhou. She arrived in India on Nov. 10 and attended events in Delhi, Mumbai, Chandigarh, Amritsar and Bangalore, before returning to Vancouver on Nov. 18.
- The mission to China included more than 60 agreements and partnerships were signed, with a dollar value exceeding \$1.4 billion.
- The India mission included 14 corporate signings and nine new partnership agreements. The value of delegation deals exceeded \$60 million.
- Premier Clark attended approximately 70 events and meetings with business and political leaders. The trade mission also enhanced B.C.'s market presence and promoted the provinces' competitive advantages in key markets.

- This trade mission was different from previous missions in a number of ways. It was the largest in history - including some 250 representatives from B.C. businesses and organizations.
- For the first time, a trade mission brought together a wide range of sectors and representatives from forestry, mining, liquefied natural gas (LNG), technology, agri-food, transportation, tourism and education.
- The delegation also included over 100 community representatives from B.C.'s Chinese-Canadian and South Asian communities. This group played an important role to help B.C. develop strong business and cultural ties with China and India.
- Premier's Total Cost of the mission: ~\$474,000

Some Key Successes

- Two mining investments between Shandong Energy Feicheng Mining Group Co. Ltd. and Canadian Dehua International Mines Group Inc., and the second between the Shandong Energy Feicheng Mining Group Co. Ltd. with Canadian Kailuan Dehua Mines Co., Ltd. were also announced.
- A \$10 million investment by China's Tianjin Yibo Biotechnology Development Co., Ltd. towards Cascade Renewable Corporation's organic fertilizer manufacturing facility.
- Almost 30 educational partnerships and agreements between institutes in British Columbia with counterparts in India and China signed.
- An agreement was signed by Wavefront, the Vancouver-based national wireless centre of excellence, with the Cellular Operators Association of India to ease and speed up the flow of wireless business between Canada.
- A Memorandum of Understanding between Ballard Power Systems and Delta Power Solutions (India) Pvt. Ltd. was signed. This MOU expands on the range of clean energy applications under an existing fuel cell system collaboration agreement by the companies, and builds on Ballard's recent sale of fuel cell backup power systems with Delta.
- An agreement with the Government of India for co-operation on mineral exploration and mining was announced.

Mission to Japan, Korea and the Philippines: May 12 – 20, 2012

- Premier Clark left Vancouver on May 12. While in Japan the mission visited both Sendai and Tokyo. In Korea, the mission made stops in both Seoul and Suwon. Premier Clark led the mission to Manila in the Philippines before returning on May 20.
- During the BC Jobs and Trade Mission, 25 business deals and partnership agreements were signed or announced, with a value of over \$500 million.
- Premier Clark attended approximately 40 events and meetings with business and political leaders, including large investors in B.C. such as Mitsubishi Corporation, Korea Gas Corporation (KOGAS), and Korean mining company POSCO.
- Approximately 104 delegates representing 75 companies, organizations and community groups accompanied the Premier on the BC Jobs and Trade Mission.
- Premier's Total Cost of the mission: ~\$326,000

SOME KEY SUCCESSES:

- An agreement was announced between the Province and Japan Oil Gas and Metals National Corporation (JOGMEC) to co-operate and share information on natural gas activities in B.C.
- A three-year extension of an agreement between Imperial Metals Corporation and Sumitomo Metal Mining Co. worth \$150 million was announced.
- An agreement between Nelson BioEnergy, Princeton Co-Gen and Korea Welds Co. for the purchase of 6,000 tonnes of wood pellets this year, worth \$1.26 million was announced.
- RCI Capital/Sustainable Development Technology Canada and TStone Corporation agreed on \$300 million worth of matching funding for investment in Canadian clean technology portfolio companies, of which over 30 per cent of the portfolios are B.C. companies.
- Premier Clark also visited the Philippines, signing a Joint Communiqué with the Philippines' Department of Labor and Employment on areas of mutual benefits with respect to labour mobility.
- BC's Aquilini Renewable Energy announced it received approval from the Philippine Economic Zone Authority (PEZA) to build, operate and manage a \$15-million waste-to-energy gasification plant in the City of Mactan in Cebu Province.

Mission to China: September 10 – 12, 2012

- Premier travelled to Hong Kong, Tianjin and Beijing, China during the brief mission from September 10 to 12, 2012.
- During the mission, Premier Clark made her first official visit to Hong Kong, a global financial centre with extensive cultural and trade connections to British Columbia.
- She met with key trade and investment partners in both Hong Kong and Beijing, particularly focused on the province's liquefied natural gas strategy.
- Premier's Total Cost of the mission: ~\$190,000

SOME KEY SUCCESSES:

- Premier Christy Clark announced a new trade and investment office to be opened in Hong Kong to increase British Columbia's economic ties. (The Trade and Investment Representative in Hong Kong officially began services in January, 2013.)
- In Tianjin, China, Premier Clark participated in the World Economic Forum's Annual Meeting of the New Champions, the foremost global business gathering in Asia.
- The forum brought together 1,500 global businesses, government and community leaders to share strategies and solutions and discuss global issues.
- Premier Clark participated in an hour-long panel session entitled *Strategic Shifts: The Future of Energy* and discussed British Columbia's valuable natural-gas reserves and government's plans to diversify and expand markets for its clean-energy exports through the development of a liquefied natural gas industry.
- Premier Clark met with key business executives including China Huadian Corporation, the country's largest end user of natural gas. Huadian is one of the five largest state-owned power generation enterprises in China, engaging in the production and supply of electricity and heat. It produces roughly 10 per cent of China's power.

Attachment A: Key Successes of Mission to China and India

Attachment B: Key Successes of Mission to Japan, Korea and the Philippines

Attachment C: Key Successes of Mission to China

Attachment A:

Key Successes of Mission to China and India: (November, 2011)

In China:

- Sales of 618 million board feet (1.46 million cubic metres) of lumber to Chinese companies.
- Two mining investments between Shandong Energy Feicheng Mining Group Co. Ltd. and Canadian Dehua International Mines Group Inc., and the second between the Shandong Energy Feicheng Mining Group Co. Ltd. with Canadian Kailuan Dehua Mines Co., Ltd.
- Barkerville's agreement with the Guangdong Museum of Overseas Chinese over the staging of Barkerville's 2013 travelling Chinese exhibit entitled Who Am I?
- China's Sichuan Airlines and the Vancouver Airport Authority announcement that they are working towards three weekly flight service to and from YVR in 2012.
- Richmond's Pelesys flight training software deal with Commercial Aircraft Corporation of China (COMAC).
- A \$10 million investment by China's Tianjin Yibo Biotechnology Development Co., Ltd. towards Cascade Renewable Corporation's organic fertilizer manufacturing facility.
- The official opening of Gowling Lafleur Henderson LLP's office in Beijing.
- The announcement of a New West Partnership's new business accelerator program in Shanghai.
- B.C.'s Clevest Solutions reaching agreements with China Telecom's Guangdong Branch and Guangdong Future Information Technology Co., Ltd. on the use of the company's Mobile Field Force (MFF) technologies.

In India:

- Premier Clark addressed the World Economic Forum's India Economic Summit.

- Ballard Power's MOU with India's Delta Power Solutions that expands on the range of clean energy applications under an existing agreement, and builds on Ballard's recent sale of fuel cell backup power systems with Delta.
- Wavefront's agreement with the Cellular Operators Association of India to accelerate the flow of bilateral wireless business.
- The Province announced it will work with the federal government to collocate B.C.'s trade presence in India to the Canadian Consulate in Mumbai and Chandigarh.
- The University of British Columbia opening an office in New Delhi and UBC's Sauder School of Business establishing an office in Bangalore.
- Thompson Rivers University opening its Bangalore office and launching a Canada Starts Here-branded social media campaign to recruit Indian students.
- B.C. announced that it will bid on the 2013 International Indian Film Academy Awards.
- An agreement with the Government of India for co-operation on mineral exploration and mining.

In China and India:

- Almost 30 educational partnerships and agreements between institutes in British Columbia with counterparts in India and China.

Attachment B:

Key Successes of Mission to Japan, Korea and the Philippines: (May 2012)

In Japan:

- The Government of British Columbia and Japan Oil, Gas and Metals National Corporation signed an MOU covering co-operation and information sharing on natural gas activities in B.C.
- Nippon Access agreed to retail Natural Glaciers Waters product through one of Japan's largest grocery chains.
- Powertech and Tomoe Shokai have signed a Letter of Intent (LOI) to enter into a strategic alliance for the sale of Powertech's hydrogen fuelling stations in Japan. Each fuelling station has a value of some \$2 million.
- JX Nippon and Xstrata Coal announced a \$35 million pre-feasibility study of the Suska Coal Project, located between Tumbler Ridge and Chetwynd.
- Sumitomo Metal Mining Co. and Imperial Metals Corporation revealed a three-year extension of an existing copper concentrate agreement between the two companies worth a total of \$150 million.
- The University of Northern British Columbia and Gakushuin Women's College signed a Memorandum of Understanding (MOU) to develop academic areas of mutual interest. The two agreed to establish a relationship to develop study abroad programs, exchange students and faculty members, promote the cooperation in academic activities, and develop other mutually beneficial programs. The schools also launched a new high definition video link between the two campuses.
- The University of Northern British Columbia and the Japan Travel Bureau Business World Tokyo Corporation signed a MOU to promote, encourage, and facilitate the development and internationalization of higher education in B.C.
- Royal Roads University and VIEC International Inc. of Japan signed a MOU toward development and implementation of programs specific to the Japanese market, as well as the promotion of mutual understanding between the two organizations.

- The Canadian Chamber of Commerce in Japan and Canada Japan Society of British Columbia signed a MOU to strengthen co-operation between the two organizations, including exchange of information, work to further improve and expand trade relations, and to promote cooperation among government officials and the business community.

In Korea:

- Nelson Bio Energy (of Vancouver, B.C.) will supply 6,000 tons of B.C. wood pellets produced by Princeton Co-Generation Company (of Princeton, B.C.,) to Korea Welds Company in 2012. In 2013, 10,000 tons will be supplied.
- Canada Wood Group and Best House Korea signed a MOU for the sharing of information on the design and construction of wood-frame houses to be built at Masung Wood Framed Home Community Development Project. It is expected that up to \$5 million in B.C. lumber will be purchased for the project.
- UBC and KIST signed a MOU on the implementation of joint research in clean technology and the establishment of a KIST Research Laboratory at UBC.
- RCI Capital/Sustainable Development Technology Canada and TStone Corporation agreed on \$300 million worth of matching funding for investment in Canadian clean technology portfolio companies, of which over 30 per cent of the portfolios are B.C. companies.
- British Columbia based Deltalok Group agreed to supply Acciona Energy Korea with the design and construction of permanent structures for the wind power complex in Young Yang County, GyeongBuk Province. The agreement is for 70 units and is valued at \$10 million.
- Durae Corporation and Ironwood Clay Company announced a MOU to establish partnership, collaboration and economic development opportunities. Ironwood is a supplier of Marine Mineral Elements water to AmorePacific, the largest cosmetics manufacturer in Korea, through Durae Corporation.
- Hanjin Shipping and Prince Rupert Port Authority celebrated the company's one-year anniversary of shipping to Prince Rupert.
- Royal Roads University and the Institute of International Education at Kookmin University agreed to establish an institutional partnership.

In the Philippines:

- The Province of British Columbia and the Republic of the Philippines signed a Joint Communiqué on areas of mutual benefits with respect to labour mobility.
- Aquilini Renewable Energy announced it received approval from the Philippine Economic Zone Authority (PEZA) to build, operate and manage a \$15-million waste-to-energy gasification plant in the City of Mactan in Cebu Province.
- The Applied Science and Technologists and Technicians of BC and the Asia Pacific Gateway Skills Table announced the launch of their Training Assessment for Technologists and Technicians Project. The project will pilot a collaborative assessment process for comparing Philippine and Canadian education, as well as training and professional standards in the civil, mechanical and electronics technology occupations.
- Montreux Capital Corp., a BC-based TSX-V company, is acquiring several proprietary banking software assets, including Kowops eCommunity Solutions Phils Inc., a Philippines-based banking software company, in a \$1.75-million transaction that will bring modern banking solutions to the underserved poor in emerging markets.

Attachment C:

Key Successes of Mission to China: (September, 2012)

- Premier Clark made her first official visit to Hong Kong, a global financial centre with extensive cultural and trade connections to British Columbia.
- Premier Christy Clark announced a new trade and investment office to be opened in Hong Kong to increase British Columbia's economic ties with the global financial centre.
- Premier Christy Clark participated in the World Economic Forum's Annual Meeting of the New Champions, the foremost global business gathering in Asia in Tianjin, China. The World Economic Forum attracted 1,500 of the world's top business executives and government leaders. The theme of the gathering in Tianjin was "Creating the Future Economy".
- Premier Clark participated in an hour-long panel session entitled *Strategic Shifts: The Future of Energy* and discussed British Columbia's valuable natural-gas reserves and government's plans to diversify and expand markets for its clean-energy exports through the development of a liquefied natural gas industry.
- Premier Clark participated and hosted a New West Partnership reception, along with Alberta and Saskatchewan, to promote Western Canada's trade and investment advantages.
- The Premier met with key trade and investment partners in both Hong Kong and Beijing, particularly focused on the province's liquefied natural gas strategy.
- During the Mission, Premier Clark met with executives from China Huadian Corporation, which is the country's largest end user of natural gas. Huadian is one of the five largest state-owned power generation enterprises in China, engaging in the production and supply of electricity and heat. It produces roughly 10 per cent of China's power.



Industry Statement – November 09, 2011

FOR IMMEDIATE RELEASE

B.C. PREMIER'S TRADE MISSION OPENS DOOR FOR LIQUEFIED NATURAL GAS (LNG) EXPORTS TO CHINA

BEIJING, CHINA Several Canadian energy companies joined British Columbia Premier Christy Clark in a trade mission to China which has set the foundation for a long term demand for B.C. natural gas and opened doors to secure investment interest to support industry's plans to develop liquefied natural gas (LNG) exports.

Companies participating in the 2011 British Columbia Premier's Mission to China that are currently working towards broadening their natural gas marketing options include Apache, EnCana, EOG, Nexen Inc., Progress Energy/PETRONAS, Shell and Spectra Energy. Together the LNG projects they are investing in, or examining for future development, is expected to make British Columbia a reliable Canadian LNG supplier to international markets, including China.

Natural gas is a clean burning fossil fuel that generates lower greenhouse gas emissions compared to other fossil fuels. British Columbia has an abundant supply of natural gas.

KITIMAT LNG (APACHE, ENCANNA, EOG RESOURCES)

"Premier Clark's trade mission to China is a significant step in achieving her government's 'Canada Starts Here: The B.C. Jobs Plan' that looks to open new markets for B.C.'s abundant clean natural gas resource and securing B.C.'s place in the Asia Pacific Economy," said Tim Wall, President of Apache Canada. "Kitimat LNG fully supports Premier's Clark's priority focus on developing a liquefied natural gas strategy and is working to realize the plan's goal of having an LNG plant operational by 2015."

Kitimat LNG is a partnership between Apache, EnCana and EOG Resources.

NEXEN

"The advancement of drilling and completions technology has enabled the cost effective recovery of shale gas a game changing resource for the world's energy supply," said Marvin Romanow, President and CEO of Nexen Inc. "Expanding access to international markets is an important option to add value to this tremendous British Columbia resource and Nexen is pleased to take part in Premier Clark's trade mission to China."



PROGRESS ENERGY

"Progress Energy and PETRONAS are pleased to help highlight the benefits of investing in B.C., especially LNG," said Michael Culbert, CEO, Progress Energy. "This trade mission shows real leadership by Premier Clark and her government as it builds opportunities for B.C. as well as our Asian customers."

SHELL CANADA

"The steps the B.C. government is taking to develop LNG export, including Premier Clark's trade mission to China, helps access global growth markets for British Columbian and Canadian natural gas," said Lorraine Mitchelmore, president and country chair of Shell Canada. "We believe the time to seize this opportunity is now, and Premier Clark's support will contribute to our own LNG project's success, while bringing value to the province and delivering energy for the world."

SPECTRA ENERGY

"We believe natural gas can continue to be a major generator of jobs, investment and economic activity, but it is critical that we develop new markets for our natural gas. We applaud Premier Clark and her government for their leadership on this important trade development initiative," says Doug Bloom, President, Spectra Energy Transmission West. "Spectra Energy was at the forefront of developing British Columbia's first natural gas exports over 50 years ago and we look forward to working with industry and government to develop our next export opportunity in the Asia Pacific region."

ABOUT LNG:

- Based on current estimates, British Columbia could export more than 50 million metric tons a year of natural gas by 2020 – equivalent to 2.6 trillion cubic feet (Tcf) a year. China could easily absorb such an amount of LNG, given their expected energy needs.
- The Government of Canada and Government of British Columbia are committed to advancing LNG exports to Asia. The *Canada Starts Here B.C. JOBS PLAN* commits the Government of British Columbia to working with LNG export proponents (private sector companies) to bring at least one LNG pipeline and terminal online by 2015 and have three in operation by 2020 assuming all environmental and permitting applications are granted.



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