

Meeting NOTE

Cliff #: 143500

Date: November 27, 2018

PREPARED FOR: Honourable George Chow, Minister of State for Trade

DATE AND TIME OF MEETING: November 28, 2018, at 1 PM.

ATTENDEES: (Henan delegation list attached)

Mr. ZHANG Yanming, Director General, Henan Provincial Department of Commerce

ISSUE: Visit of ZHANG Yanming, Director General of Henan Provincial Department of Commerce

BACKGROUND:

Zhang Yanming, Director General of Henan Provincial Department of Commerce is leading a delegation of 16 government and business representatives to Canada in November to officially open the Henan Investment Promotion Bureau Representative office in Vancouver.

This is intended as a courtesy meeting with Mr. Zhang to discuss how BC and Henan can work together to support two-way trade and investment. It is Mr. Zhang's second visit to BC in his role as Director General of Henan Provincial Department of Commerce.

Henan Province is the 5th largest economy in China (2017 GDP), with a population of 100 million. Traditionally, agriculture and mining are the province's two pillar industries. Recent development has been focused on transforming Henan into a transportation hub in Central China.

Welcome Lunch - A welcome lunch for DG Zhang Yanming's delegation was organized upon their arrival in Vancouver on November 27th by the Canada-China Society of Science and Technology (CCSST), the Canadian Community Service Association (CCSA), and the Henan Business Association of Canada (HBAC). (Backgrounder on host organizations are attached) An opening ceremony for the new Representative Office of Henan Investment Promotion Bureau in Canada was held during the luncheon. Zhengzhou, the capital city of Henan has a sister-city relationship with Burnaby- and Burnaby City Councillor James Wong attended the welcome lunch.

CCSST was established in 1993 to promote exchange and cooperation between Canada and China in the field of science and technology. Over the past 25 years, CCSST has grown into an organization of 2,000 members, most of which have master and doctoral degrees across all fields of scientific research, industry, commerce and education. Currently Jerry Li is the President of CCSST.

CCSA was established in 2002 to serve the Chinese community in BC, promote equality and unity in Canada's multicultural society, as well as facilitate cultural and economic exchanges between China and Canada. Currently the Association has over 20,000 members and Niu Hua is the President of CCSA.

HBAC was established in 2009 to assist immigrants from Henan to settle in Canada, build business connections with BC, and strengthen people to people ties between Henan and BC, Currently HBAC has 2,000 members. Rose Yang is the President of HBAC.

DISCUSSION:

Transportation & Logistics

- Henan aims to establish the province as a national transport and logistics hub by taking advantage of the Belt and Road Initiative and free trade zone policies.
- Henan currently has 29 international airfreight routes, including a direct flight between Vancouver and Zhengzhou, launched in November 2016.
- Vancouver International Airport (YVR) recently started its multi-year expansion plans (75 major projects with a budget of \$9.1 billion) to enhance YVR's competitive position as a world-class connecting hub.
- YVR's expansion provides opportunities to work with Henan in attracting more cross-border traders, as Henan aims to become an international air logistics centre.

Agrifood

- BC produces and exports high quality food and beverage products that are in demand by Chinese and Henan consumers.
- China is B.C.'s second largest market for agrifood and seafood products, with over \$407 million in exports in 2016. That represented 10.6 percent of the \$3.8 billion worth of agrifood and seafood products B.C. exported that year.
- Henan-based Harvest land International trade Co., Ltd, sourced 50 tons of blueberries and 100 tons of cherries from BC in 2017.
- Henan-based CAC Natural Foods Inc, as the exclusive distributor of Webber Nature supplements, expects to sell over^{s.21} of Webber Natural products in 2018.

Technology & Innovation

- BC is home to a growing commercial technology sector with global firms like Microsoft Corporation, Intel, IBM, Broadcom, 3M, Oracle, Honeywell.
- BC has the right conditions to attract technology innovation and investment, we are pleased to welcome companies like Richway to establish business here in BC.
- As a result of a mission organized by Henan Medical Device Chamber of Commerce to BC in 2014, Henan-based Zhenghe group signed an agreement with Ondine Biomedical to form a joint venture partnership in China.

- Henan Capital Construction Science Experiment Institute Co., Ltd. signed an MOU with BC company Stratocom in April 2018 to promote Stratocom's meter reading and infrastructure hazards detecting technology in China.

SUGGESTED KEY MESSAGES:

- The rapid expansion of e-commerce in China presents great business opportunities for BC exporters - including with Henan Province. BC companies are well-positioned to take advantage of the growth in Chinese online commerce.
- I would like to congratulate Henan on the opening of your Investment Promotion Bureau's Representative Office in Vancouver.
- The BC Government welcomes overseas investment from China. We strongly encourage and support Henan companies to explore business opportunities in BC, from agrifood products export to China to establishing technology partnerships in BC.
- Our ministry staff are keen to facilitate Chinese business expansion in BC, while our Trade and Investment Representative Office in Shanghai will continue to work closely with Henan Department of Commerce to enhance trade and investment activities.

ATTACHMENTS:

- 1 – Biography of Mr. Zhang Yanming
- 2 – Henan Department of Commerce delegation list
- 3 – CCTC background and program

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| Reviewed by | | | | |
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| Dir: | ED: PI | ADM: | DM: | MIN: |

Attachment 2

Henan Delegation list

November 27-28 2019

1. Yanming ZHANG, Director General, Henan Provincial Department of Commerce
2. Jun WANG, Director, Department of General Affairs, Henan Provincial Department of Commerce
3. Fei WANG, Director, Bureau of Business and Logistics Development of Zhengzhou Airport Economic Comprehensive Experimental Zone
4. Qijun LIN, Director, Hebi City Business Bureau
5. Weibo YAN (Interpreter), Officer, Foreign Investment Promotion Office of the Henan Provincial Department of Commerce
6. Li LI, Director, Modern Service Industry Park, the Business and Logistics Development Bureau of the Economic Comprehensive Experimental Zone of Zhengzhou Airport District
7. Baoquan LI, General Manager, Henan Wanbang International Agricultural Products Logistics Co., Ltd.
8. Jin FENG, Chairman, Henan Xinnanyang Electronic Commerce Co., Ltd.
9. Kai WU, Chief Liaison Officer, Henan Xinnanyang Electronic Commerce Co., Ltd.
10. Chunyuan WANG, General Manager, Shanghai Zhongjian Architectural Design Institute Co., Ltd. Henan Branch
11. Zhijie JING, Chairman, Henan Yuke Glass Technology Co., Ltd.
12. Yuanyuan XU, Vice President, Henan Bonded Logistics Center
13. Jun LU, Vice Director, Department of International Liaison, Henan Investment Promotion Bureau
14. Zhiping YANG, Chairman, Pacific Maple Enterprise Group Ltd/ Henan Changtong Logistic Co., Ltd.
15. Zhigang (Jerry) LI, General Manager, Pacific Maple Enterprise Group Ltd.
16. Changlong WEI, General Manager, Henan Changtong Logistic Co., Ltd.

Attachment 3

Henan Provincial Commerce Department Delegation Program

November 27-28, 2018

Tuesday, November 27, 2018

10:00 AM Arrive at YVR Airport

11:20 AM Check-in at the Sheraton Richmond Hotel

12:30 PM Business Luncheon

1. Invitees include Paul Irwin, Executive Director, Trade Offices Branch, JTT, Vice Consulate General of the People's Republic of China in Vancouver, Burnaby City Councilor James Wang, local government, agrifood-related chambers of commerce, farm owners and processing companies.
2. Opening ceremony of the Representative Office of Henan Investment Promotion Bureau in Canada will be held during the luncheon.

3:00 PM Visit the UBC Stem Cell Lab and the Canadian Cancer Research Center

6:30 PM Dinner meeting with Henan CCPIT's Canada Chapter and the Canada-China Society of Science and Technology

Wednesday, November 28, 2018

9:40 AM Visit agricultural projects in Maple Ridge

10:20 AM Site visit to the Pacific Maple Enterprise Group's farm in Surrey

11:30 AM Visit the representative office of Henan Investment Promotion Bureau in Canada

12:00 PM Lunch meeting with the Municipal Government of Richmond and Burnaby

1:00 PM Meeting with the Honorable George Chow, Minister of State for Trade, Ministry of Jobs, Trade & Technology:

1. To promote the Henan Pilot Free Trade Zone and Cross-border E-Commerce Comprehensive Test Zone
2. Invitation to Minister Chow to bring a B.C. delegation to the 13th Henan International Investment & Trade Fair in 2019

3:30 PM Depart from Vancouver to Seattle

Biography of Mr. Zhang Yanming

Zhang Yanming, male, Han ethnicity, was born in February 1960 and is from Neihuang County, Henan Province. He began his first job in October 1981 and joined the Communist Party of China (CPC) in November 1984. He holds a PhD. in Economics and is a Senior Economist.



Zhang is currently Secretary of CPC Committee and Director-general of Henan Provincial Department of Commerce, a Representative of the 13th National People's Congress and Member of the 10th Henan Provincial CPC Committee.

2018-, Director-general and Secretary of CPC Committee of Henan Provincial Department of Commerce, Director of Leading Group's Office of China (Henan) Pilot Free Trade Zone

2017- 2018, Secretary of CPC Committee, Henan Provincial Department of Commerce

2015-2017, Secretary of CPC Committee of Zhengzhou Airport Economy Zone (Zhengzhou Xinzheng Comprehensive Bonded Zone) and a member of the Standing Committee, Zhengzhou CPC Committee

2011-2015, Director of the Administrative Committee and Deputy Secretary of CPC Committee, Zhengzhou Airport Economy Zone (Zhengzhou Xinzheng Comprehensive Bonded Zone)

2007-2011, Director and Secretary of CPC Committee, the Administrative Committee of National Zhengzhou Economic and Technological Development Zone

Director and Secretary of CPC Committee, the Administrative Committee of Zhengzhou Export Processing Zone (concurrently)

Attended an in-service graduate program in Huazhong University of Science and Technology and was awarded a Doctor of Economics degree in 2009

2005-2007, Director and Secretary of CPC Committee, the Administrative Committee of National Zhengzhou Economic and Technological Development Zone

Before 2005, Zhang successively worked in China Youth League (CYL) Zhengzhou Committee, Zhengzhou Labor Insurance Fund Office and Zhengzhou Municipal Department of Labor and Social Security.