CANADA HONG KONG

EXCHANGE

VOL. 19 WINTER -SPRING 2018

LOOKING AHEAD

CHINA'S FINTECHOutshines all the Others

GREATER BAY AREA
A Rosy Future Ahead

PROJECT INNOVATE

A New Vision for Future Ready Learning at Canadian International School HK

RUBY EXPRESS40th Anniversary Ball

11TH ANNUAL nesa money ASIA futureenergy

WORKSHOPS 3 APRIL 2018

CONFERENCE & EXHIBITION 4 – 6 APRIL 2018





Asia's Largest Mining Investment Forum

Mines and Money is Asia's largest mining investment conference and exhibition. Now in its 11th year, it has generated millions of dollars in new business, deals and opportunities and helped to finance hundreds of miners.

Over 1,500 global mining leaders and 600 investors from 40 countries will attend this year's event at the Hong Kong Convention & Exhibition Centre from 3-6 April 2018 for three and half days of learning, networking and deal making.

The programme will include over 150 speakers covering the favourites including gold, precious and base metals; as well as battery metals that are driving the future of energy; while also looking at the carbon to electron revolution taking place. There will also be a strong focus on Belt and Road and the enormous impact on commodity demand, alongside the lessons that can be learnt following the 19th National Congress of the Communist Party of China.

Furthermore, the two-and-a-half-day exhibition will feature over 80 mining and energy companies who will be showcasing their latest exploration projects to prospective investors.

With majors looking at replenishing their resources, explorers once again raising money, and M&A deals on the rise, Mines and Money is still how and where deals get done.

VISIT ASIA.MINESANDMONEY.COM TO RECEIVE 10% OFF WHEN REGISTERING WITH THE DISCOUNT CODE



asia.minesandmoney.com



CONTENTS

- 4 Chairman's Message
- 5 Member News & Milestones
- 7 Annual General Meeting
- 8 China's Fintech Outshines All the Others
- 10 Greater Bay Area A Rosy Future Ahead
- 12 China Continues to Heighten Oversight on Internet Activity
- 14 Buying Toronto Property: 5 Essential Steps

- Project Innovate
 A New Vision
 for Future Ready
 Learning at Canadian
 International School
 HK
- Thales A Pioneer in Transport Analytics Brings Innovation to HK
- 17 Ruby Express 40th Anniversary Ball
- 20 CanCham's Property Committee Relaunches
 - Event Highlights

21

- 27 Chamber Celebrates Canada150 and 40 Years
- 28 Corporate Social Responsibility Highly Valued by Hong Kong Listed Companies
- 29 Meet Our Newest Members
- **33** Service Directory

CHAIRMAN'S MESSAGE



As we begin a new year, I would like to extend my thanks to each and every one of you for your past commitment to strengthening the Canadian business community here in Hong Kong.

The support of our sponsors, Governors, Executive Committee Members, members, volunteers and Secretariat has helped the Canadian Chamber of Commerce to build stronger business ties between Canada and Hong Kong for over four decades, and we have much to be proud of. We are the largest Canadian Chamber outside of Canada, with a membership of over 800.

Our mission remains unchanged - to cultivate a thriving Canadian business community in Hong Kong and to help our members expand their networks and grow their businesses by connecting them with people and organizations in Hong Kong and across the Asia Pacific region. Our strategic priorities are focused on ensuring that the Chamber continues to deliver value to our members, access within the community and engagement for businesses that choose to be a part of the Chamber.

At the same time, we are committed to improving our services as well as the ways in which we engage with our members and external stakeholders alike. We take seriously our responsibility to all of you to continue to grow as a Chamber and to meet your expectations.

I welcome your ideas and suggestions and look forward to meeting with you all. Please feel free to contact me directly at chairman@cancham.org.

Todd Handcock Chairman The Canadian Chamber of Commerce in Hong Kong

MEMBER NEWS



Delegation from Shenzhen Visits New Campus of the Christian Alliance International School (CAIS)

A delegation from Shenzhen University and the Shenzhen Planning and Land Resource Committee Futian Authority visited CAIS on September 2, 2017.

Delegates met with Mr. Clarence Chan, School Supervisor, Dr. Cora Hui, Principal cum Interim Head of School and Mr. Vinod Khiatani, Director of School Development. Dr. Hui and Mr. Khiatani discussed the school's mission, curriculum ideas, the development of international school education in Hong Kong and building a relationship between school and community.

Following the meeting, the delegation visited the new CAIS campus located in Butterfly Valley, Lai Chi Kok.



Experiential Learning Program Launched at Delia School of Canada

Delia School of Canada has introduced an Experiential Learning Program for students in Pre-Grade 1 to Grade 8 during the 2017-2018 school year. Experiential Learning Week offers options in and around Hong Kong as well as several options for overseas trips for students in grade 6 to grade 8. These program allows students to grow as individuals through collaboration with their peers and other communities while developing cultural awareness. Experiential learning week challenges students to develop their confidence and self-regulation skills while facilitating new learning opportunities outside of the classroom. Some of the options include: Taipei Adventure camp, learning to grow their own food at eFarm, ICT Bootcamp, Art jam, taking part in circus workshops, Rustic Pathways Thailand and much more.



Air Canada to Offer New Flights Between Tokyo and Montreal

Air Canada has announced a new service between Tokyo Narita and Montreal starting 1st June 2018. Departing Narita in the late afternoon, the schedule gives Hong Kong travellers an additional option to fly to Quebec via Tokyo. Learn more on the Air Canada - Hong Kong Facebook page.







HKU SPACE first opened its door in 1957 as the Department of Extra-Mural Studies of the University of Hong Kong. To celebrate its 60th anniversary of providing lifelong learning, personal enrichment, and career advancement for generations of local people, a gala dinner was held at the Hong Kong Convention and Exhibition Centre on 10 September 2017. Nearly 800 guests including teachers, students and alumni gathered for the celebration.

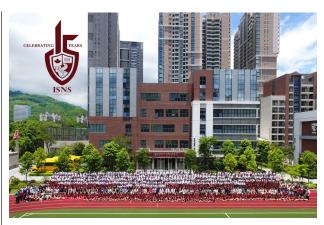
HKU Chancellor Mrs Carrie Lam Cheng Yuet-ngor, Pro-Chancellor Dr David Kwok-po Li, Chairman of the HKU Council Professor Arthur Kwok-cheung Li, Gala Dinner Orgainsing Committee Chairman Dr Ambrose So, joined Professor Edward K.Y. Chen, Chairman of the Board of Directors of HKU SPACE and Professor William K.M. Lee, Director of HKU SPACE, to be the officiating quests to open the grand event.

A certificate presentation ceremony was held to thank diamond jubilee patrons for their support, since the donations would be contributed to the 60th Anniversary Fund for students in need of financial support to continue their studies.



Fiducia – 35 Years Growing With China

Fiducia Management Consultants turns 35 this year. Fueled by China's progress and their clients' success, they have expanded their footprint from a small office on Hong Kong island to four Greater China locations – including Beijing, Shanghai, and Shenzhen – and a team of 120 professionals.



5 Years Strong: The International School Of Nanshan Shenzhen (Isns) Celebrates Milestone In Education

The International School of Nanshan Shenzhen (ISNS) successfully marked its 15-year anniversary with a formal ceremony on December 13, 2017 welcoming founding family members Dr. Francis Pang and Ms. Joyce Pang, Chinese government officials, V.I.P. guests, and families of the School. The event included speeches by government officials, Francis Pang, Joyce Pang and Mr. David Swanson, Head of School, a special performance by the School choir, and a declaration of the first official ISNS time capsule.



University of Waterloo Celebrates 60th Anniversary in Hong Kong

On November 27th, the University of Waterloo's Alumni Association (Hong Kong) celebrated the school's 60th anniversary dinner at the Intercontinental Hotel.

The 60th anniversary dinner featured many special guests including the University of Waterloo's President and Vice-Chancellor Feridun Hamdullahpur, Chief Executive of the HKSAR Carrie Lam, HKSAR's Secretary for Innovation and Technology Nicholas Yang, HKSAR's Secretary for Financial Services and the Treasury and UWaterloo Alumnus James Lau, and the Consul General of Canada in Hong Kong and Macau, Jeff Nankivell.

All of the University's faculty deans were also present, as well as 600 alumni and friends from around the world to celebrate and commemorate UWaterloo's 60th birthday.



ANNUAL GENERAL MEETING

The Canadian Chamber of Commerce held its Annual General Meeting on October 25 at the IVEY Business School in the HKCEC.

The outgoing Chairman, Lawrence Nutting, presented the Chairman's report to the members and highlighted the major achievements of the year, such as revamping the website and CRM to enhance interactions with members and raising the profile of the Chamber with advocacy. This was followed by a report on the audited 2017 financial statements presented by Treasurer Rachel Tsang and approved by members.

A new Chairman was voted on and introduced, with Todd Handcock from Kognitiv replacing Lawrence Nutting of Manulife. The Chamber's Executive Committee also welcomed new members which include Albert Lo of PwC, Alison Nankivell of BDC Capital, Brendan Warren of Zebra Insights Group, Gianni Fiacco of Manulife, Janey Leung of Sun Life and Stephen Wortley of McMillan.

Don Roberts and Victor Yang finished their terms as Executive Committee members and returned to the Governors' Council to continue providing the guidance to the Chamber. The Chamber welcomed Lawrence Nutting, the immediate past Chairman, and Fabien Jeudy of Sun Life to join the Council.

A full AGM report is available upon request

The Chamber would like to take this opportunity to express our gratitude to a few people for their past efforts and wish them every success in their future endeavours. Special thanks to the outgoing Chair Lawrence Nutting as well as our retiring directors and Governors Richard Brown, Karim Gilani, Rachel Tsang, Bruce Hicks, Dr. Eliza Chan, Joe Ng, and Andrew Turczyniak.

Executive Committee for 2017-2018

OFFICERS

Chairman: Todd Handcock President APAC & EMEA , Kognitiv

Vice Chairman of Internal: Wayne Lee Managing Director, Head of Asia Pacific CIBC

Vice Chairman of External: Ron Hoffmann Senior Representative for the Asia Pacific Basin, Government of Alberta

Secretary: Vanessa Poon Director, International Tax Services-Ernst & Young

Treasurer : Albert LoPartner - PricewaterhouseCoopers

MEMBERS

Alison Nankivell, Vice President, Global Partnerships - BDC Capital

Andy Mahtani, CEO - Maxwell's Clothiers

Andy Poon, Managing Director, Corporate Banking, G. China & CE, HK Branch- Scotiabank

Brendan, Warren Chief Commercial Officer -Zebra Insights Group

Brendan Wong, Managing Director and Chief Executive, HK Branch, Co-Head, Corporate Banking. G. China - Bank of Montreal

Irene Chu , Partner - KPMG

Gianni Fiacco, Head of Emerging Markets & Chief Strategy Officer, Wealth & Asset Management, Asia - Manulife Asset

Janey Leung, Chief Client Officer - Sun Life Hong Kong

Joseph Law, Senior Director - Planning & Development - CLP Power Limited

Katherine Leung, Centre Events Manager - World wide Fund for Nature Hong

Michael Yong-Haron, Managing Director-Head of Relationship Management -Standard Chartered Bank

Stephen Wortley Managing Director-Head of Relationship Management -McMillan LLP

Jodi Robinson, Senior Trade Commissioner - Consulate General

CHINA'S FINTECH MARKET OUTSHINES ALL OTHERS

Technology is increasingly disrupting the world of finance, impacting businesses and consumers worldwide. The so-called fintech is now a global phenomenon, and nowhere is this more evident than in China.

For decades, China looked to developed countries to structure its financial system, but when it comes to fintech, the rest of the world will be looking to learn from this Asian giant and its vast experience.

In the last few years, the country has expanded substantially to become the most exciting fintech market in the world. By any measurement, it's the largest; for instance the market for mobile payments reached USD5.5 trillion in 2016, roughly 50 times the size of the US. It's also number one for online lending and has four of the top five innovative fintech companies. It's also number one for online lending and has four of the top five innovative fintech companies.

"INVESTMENT IN CHINA'S FINTECH MARKET MORE THAN TRIPLED TO USD 10 BILLION IN 2016 AND REPRESENTED 90 % OF ALL VENTURES WITH-IN THE ASIA-PACIFIC REGION"

Investment in China's fintech market more than tripled to USD10 billion in 2016 and represented 90 per cent of all ventures within the Asia-Pacific region. To put this into perspective, the largest Chinese company, Ant Financial, is valued at USD60 billion, this is more than the value of Lloyds Banking Group, one of the UK's biggest banks.

"China dwarfs every other fintech market around the world. A large part of this is due to the proliferation of digital payment platforms like Alipay and WeChat Pay. These platforms have revolutionised the way individuals conduct their finances and make payments," explains Zennon Kapron, founder of Kapronasia.

Digital payments now account for nearly two-thirds of all non-cash payments. This far outweighs transactions done by debit or credit card. The phone can now be used as a digital wallet by 450 million people in China, and such services were accessed over one billion times last year. The country also has some of the highest penetration rates for mobile payments globally.

"There's a whole generation of people in China where the first time they ever accessed the internet was actually via mobile phone. A lot of people don't even carry their wallet anymore; they can do everything on their phone," explains Jeff Chen, Head of Technology Coverage Group, Global Banking, Asia-Pacific at HSBC.

China consumers have adopted technology much quicker than the rest of the world, especially on the mobile side. The key trend, now that everyone is comfortable with payments and storing their money virtually on their phone, is investment and insurance products.

Fintech shakes up the market

Fintech has injected vitality into the banking world and has become a major topic in the boardrooms of all major financial corporations globally. Many are looking to Chinese innovations, especially in retail banking. Here, fintech has disrupted tradi-



tional banks and changed consumer behaviour.

"USD30 billion in fees were lost to the digital payment providers last year," states Mr Kapron. "People are using it to buy coffee in the morning, purchase groceries, as well as a number of other things."

In China, wealth management has become part of the fintech proposition. Peer-to-peer lending is also on the rise°; it's now a USD100 billion industry with over 2,400 players. ¹⁰ Technology is now being leveraged in other sectors, such as robotic advisers. ¹¹

"Fintech was originally driven by venture capital funds and was disruptive to traditional banking players and to the banking ecosystem; that's really started to change," states Ken Moore, Head of Mastercard Labs.

"The fintechs realise they need the banks' access to their client base, their reach, their brand, the trust they have, but also their ability to invest. Conversely, banks have started to realise that they need the agility and the fresh thinking that fintechs bring, so we've moved from a space of competition to one of collaboration."

Larger institutions are also actively seeking out dynamic fintech companies to invest in 12 and partner with. For instance, HSBC has recently teamed up with Tradeshift, a start-up dubbed the next Skype and PayPal for invoicing and digitising supply chain processes.

MEMBER INSIGHTS

"A few years ago, people saw fintech as a threat to their business. Nowadays, a lot of financial institutions believe collaboration with fintech could lead to good business. Currently, HSBC is a partner with Tradeshift so that we can be at the front of this new trend of corporations moving onto multi-bank platforms," explains Niall Cameron, Global Head of Corporate and Institutional Digital at HSBC.

Changes are happening at a very rapid rate. The firms that embrace them and adapt will be winners. In a decade from now, the financial industry will be a hybrid and you will probably see a mixture of existing bank names we know and new fintech companies.

Leading the way globally

The next step in the evolution of fintech in China is likely to be the integration of products and services into singular platforms, leveraged by big data and machine learning, 13 as well as the disruption of new sectors.

"It's important to look at other areas where fintech hasn't disrupted the market yet, such as commercial lending, syndication and structuring. I think the best day to start thinking about your fintech strategy was yesterday and the next best day is ťoday," sťates Mr Kapron.

What's also coming next is the ability of some of these digital payment platforms to really have a complete understanding of an individual or a company's financial position and offer products and services on the back of that.

Certainly, China will lead the way. Its fintech companies have already shown the global industry what can be achieved, whether it's adopting new forms of banking and leaving legacy systems behind or consolidating financial services on one easy-touse app. Fintech in China knows no bounds

This article is a reprint from HSBC's Insights, reproduced with the kind permission of HSBC.

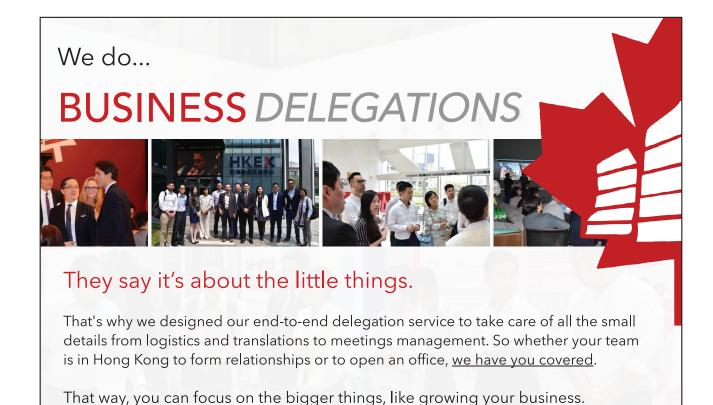
Image credits: Mobile Phone by Shastry and piggy bank by Mello from the Noun Project.

References

- It May Be Another Record Year in China for Fintech, Bloomberg Race for China's \$5.5tn mobile payment market hots up, Financial Times In fintech, China shows the way, The Economist
- 3.

- Economist
 Global fintech investment up 10 pct in 2016,
 driven by China, Reuters
 Ant Financial to raise US\$3 billion in debt to
 fund expansion, South China Morning Post
 China's digital economy is a global
 trailblazer, Financial Times
 Mobile wallets becoming way of life: Study,
 China Daily
- China's Connected Consumers 2016, KPMG China P2P industry lending nears Rmb1tn despite crackdown, new regulations, Financial Times China P2P lenders braced for regulatory crackdown, Financial Times

- Robo-Advisory Services Grow Rapidly in China, Wall Street Journal The Pulse of Fintech, Q3 2016, KPMG Machine-learning promises to shake up large swathes of finance, The Economist



GREATER BAY AREA A Rosy Future Ahead

The Greater Bay Area (GBA) plan represents a renewed effort to further integrate local economic powerhouses in South China, which will have significant implications for China's economic growth and its increasing global influence. The GBA plan will offer golden opportunities for Hong Kong to achieve the status as a prominent global city.

By Daniel Shih and Kirsten Geng

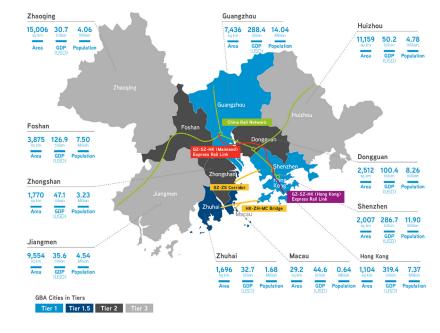
A proposal first brought up in March 2017, the GBA plan has quickly been put under spotlight alongside the Belt and Road initiative as part of China's strategic move to expand its global influence.

By integrating the economies of Hong Kong, Macau, and key cities in Guangdong province, new development hotspots will emerge to complement the growth of different industries within the Pearl River Delta region. New synergies will maximise future growth potential for the city.

In addition to more Chinese companies setting up international head-quarters in Hong Kong, many China's nouveau-riche individuals will invest in the territory to diversify their personal wealth, making Hong Kong the wealth management centre for the entire country.

A Polycentric Economic Region

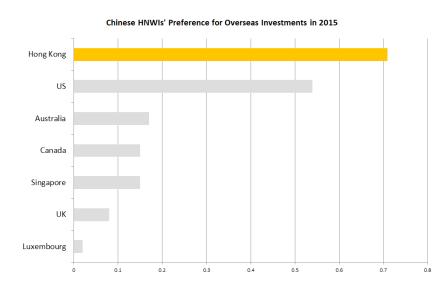
Comprising the top 10 most compet-



itive cities in China, the Greater Bay Area is the fifth largest economy in Asia, having a total GDP of USD1.3 trillion in 2016 and contributed to 12% of China's GDP. As one of the country's most developed regions, the GBA is comparable to other leading Bay Areas in the world.

Unlike other Bay Areas whose development tends to be dominated by one single city, the GBA is a polycentric region led by four tier 1 cities, each with distinct and mutually complementary characteristics – Hong Kong, a global financial centre; Shenzhen, China's Silicon Valley; Guangzhou, a heavy industry and logistics hub; Macau, a global leisure destination.

Through collaboration and effective integration of resources within the GBA framework, such as the addition of Hong Kong's finance to Shenzhen's technology, will produce spillover benefits for all parties in the GBA. It is this polycentric structure that will result in a higher growth potential for GBA than other Bay Areas and will permit the whole region to ascend swiftly on the global value chain.



The Chance for Hong Kong to Rise to the Top

Hong Kong's future role will be greatly shaped by the external Belt and Road Initiative and the internal GBA plan. Hong Kong can become a global financial centre for emerging markets along the Belt and Road geography, whose rapid economic growth will benefit the city's trading and financial industries. Economic collaboration with other GBA cities will create a powerful synergy between the complementary pillar industries of Hong Kong and other GBA cities. As part of China's global expansion plan, the successful implementation of these two initiatives will put Hong Kong on par with New York and London as the world's prestigious global city.

The finance and professional services sector is one of the prime examples that manifest how Hong Kong can benefit from the GBA plan. While the city has been advising on foreign capital investments into China, Chinese companies are expected to harness Hong Kong's mature legal system, favourable tax policy, geographical location and open economic environment for their global expansion plans. These qualities also aptly explain why many Chinese High Net Worth Individuals (HNWIs) treat Hong Kong as the primary overseas destination for their financial investments. It is anticipated that the city's status as China's primary asset management centre will further solidify as more Chinese banks set up branches in Hong Kong to serve these HNWIs.

Integration of the GBA can provide a solution to the stagnant ITC industry in Hong Kong. Local high-tech companies will be given access to a

The Greater Bay Area in **Numbers**













Source: Statistical Yearbooks, World Shipping Council, Hong Kong Stock Exchange, Fortune Co., China Social Science Academy Image credits: money bag by Mello, container by Rockicon, hammer by Arafat Uddin, stock market by Hamish, company by MRFA, Shuaibu Usman Yusuf

vast market in the mainland. The city should also endeavour to combine its world class education institutions with Shenzhen's innovation capabilities to improve the start-up ecosystem in Hong Kong, which will nurture the local innovative industry and regain its entrepreneurial edge.

Hong Kong's property market will also witness the benefit of the GBA plan. Thanks to the increasing investment capital from mainland China, the demand for Grade A office space in the core-CBD by Chinese financial services and large conglomerates will continue to surge. In the long run, we foresee the need to

redevelop the ageing office stock in Central and to plan for a new CBD3 in Kowloon West to accommodate the rising demand for office space in the long term.

About the Authors

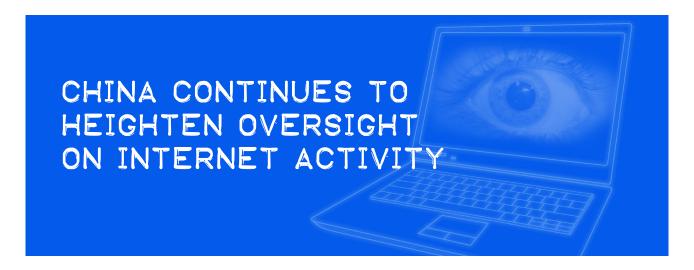
Daniel Shih and Kirsten Geng are respectively Director of Research and Senior Research Analyst at Colliers International. They produce thought-leadership content on demographic, economic and political movements that give rise to the latest developments in commercial, industrial, residential and retail property markets.





BOOK NOW

For more information, please visit www.cancham.org or contact us at execasst@cancham.org or 2110 8700



Background

Following the implementation of the PRC Cybersecurity Law in June 2017, the Cyberspace Administration of Ćhina (the "CAC") recently issued four new regulations in early September 2017 in an effort to further tighten control of internet activities, namely,
(1) the Internet User Public Account Information Service

Management Regulations,

(2) the Internet Thread Commenting Service Management Regulations, (3) the Internet Group Information Service Management Regulations and

(4) the Internet Group Information Service Management Regulations.

The Internet User Public Account Information Service Management Regulations (the "Regulations") are of particular relevance to business owners as they aim to regulate the behaviour of both the providers and users of online platforms with public account services.

Internet User Public Account Information **Services Management Regulations**

The Regulations were issued on September 7, 2017, has come into effect on October 8, 2017.

Obligations on Providers

Internet user public account services are defined to cover service of providing an online platform (such as a website or an application) where users can publish words, images, audio-visual recordings or other information through registered public accounts.

The Regulations impose a number of obligations on the providers of such services ("Providers"), which include businesses such as WeChat, Weibo, Baijiahao, etc., including the following responsibilities:

- Hiring persons responsible for handling information (such as a main editor), employing a team of technicians and putting in place comprehensive systems for the registration of users (defined as entities or individuals who operate the public accounts, "Users") and for the vetting of content;
 - Devising and publishing management rules, and entering into service agreements with Users that

clearly set out the rights and obligations of the parties;

- Keeping a list of blacklisted Users;
- Taking down illegal content posted on public accounts:
- **Validating** the identity of Users:
- Settinng up a **credit rating management** system, and offering services based on Users' credit ratings;
- Auditing, categorizing and filing with the CAC a User's account information, qualifications, and also the scope of the relevant services;
- Building a database to keep a record of each **User's activity** (e.g., published content, number of subscribers and number of readers for posts published);
- Establishing accessible portals for reporting content and a comprehensive reporting mechanism to filter out malicious reports and to quickly deal with complaints and feedback; and
- Recording and storing Users' published content and daily logs for no less than six months.

"Users are not permitted to publish banned content that violates any laws or regulations."

Obligations on Users

Users are also subject to a number of restrictions and requirements. Users would include businesses using public accounts to promote goods or services, news broadcasting agencies, and /or other entities or individuals using public accounts to publish or disseminate information.

For example, users are not permitted to publish banned

"Both Providers and Users may be held liable for violating the Regulations."

content that violates any laws or regulations, and they are also required to comply with laws and regulations concerning news broadcasting management, intellectual property rights protection and internet safety protection. They are required to monitor comments, discussions and other interactive elements on their public account and manage these in real time. Where there is ineffective management or illegal content is published, a Provider may restrict or curtail the relevant User's activities.

Both Providers and Users are also required to cooperate with relevant government bodies in their oversight of internet activity, and to provide technical support and assistance where needed.

Similar requirements are set out in the Internet Thread Commenting Service Management Regulations, the Internet Group Information Service Management Regulations and the Internet Group Information Service Management Regulations, which aim to regulate other types of internet activity.

İmplications

Both Providers and Users may be held liable for violating the Regulations. This includes civil liabilty (where a third party suffers harm) and criminal liability (where criminal activities are involved, a monetary fine may be imposed).

Different responsibilities will apply depending on whether a business is a Provider or User. For businesses that are Users, the amount of resources needed for compliance largely depends the level of activity of a public account. It remains to be seen how actively the Regulations will be enforced in practice, but businesses should bear in mind the issues involved and the potential liabilities if the Regulations are breached.

About the Author

James Lau is an Associate at Baker & McKenzie, with a particular emphasis in intellectual property law in China. His practice includes portfolio management and enforcement for IP owners in the areas of trademarks, copyright, trade names, unfair competition, and advertising and labelling laws. He has acted for multinational companies in a wide range of industries, including the aviation, consumer electronics, entertainment, fashion, food and beverage, information technology, pharmaceuticals and wines and spirits industries.

Image Credit: EFF-Graphics



BUYING TORONTO PROPERTY

5 Essential Steps

Toronto has many things going for it, whether it's good employment opportunities, excellent universities, diverse cultural life or a myriad of international cuisines. And while our sports teams are eternally striving, they occasionally let us down. Real estate, however, has a much better track record in the YYZ.

is it Finally a Buyer's Market in late 2017?

The frothiness of the Toronto real estate market has subsided since the spring, when the Ontario government announced measures to cool the market. There was a pause from buyers, as they stepped to the sidelines, and waited to see what would happen with prices. For sellers, seeing the gains properties had made in the last few years, many rushed to get their homes on the market, in the hopes of cashing in. For the first time in several years, there was a good supply of freehold properties available for sale.

However, Toronto prices were so historically high and unaffordable this spring, the market slow-down was inevitable. Those annual rates of appreciation were not sustainable. While the market has come off the peak of April, 2017, prices of both condominiums and houses are still higher than they were at the same time in 2016.

With a more balanced market now, it may be the right time to purchase.

There are 5 steps you should take, in order to improve your chances of securing the home of your choice:

1. Get Your Financial House in Order

Unless you are purchasing in cash, it is advisable to get pre-approved for a mortgage from a Canadian lender/mortgage-broker prior to going out to view properties. The financial institution will require your proof of income and credit score. They will also want to see that you have available the down payment (usually 35% for non-resident buyers) and closing costs.

Knowing your precise budget will help you to stay within your limits. Should you be in a bidding war, you will know the maximum price you can afford. Also, you'll be in a position to waive a financing condition to strengthen your offer, if required. Do know that lenders usually send in an appraiser after an offer has been accepted, before finalising the amount they will lend to you.

2. Gather Your Team

Work with a team that will educate and guide you through the various stages of purchasing a property. Ask friends



and colleagues for referrals of realtors that have experience working with overseas buyers and/or investors. Some realtors specialise in certain neighbourhoods, or specific types of buildings (such as recreational properties/cottages, hard lofts etc). Those realtors can also introduce you to other team-members such as home inspectors, mortgage professionals, lawyers and contractors.

3. Check out the Neighbourhood

The Greater Toronto Area has many different areas, each with their own positive traits. Priorities for any neighbourhood will include proximity to schools, public transit, easy access to main roads (ie highways), and amenities such as shopping, restaurants and parks. These attributes are important to both end-users and tenants.

For overseas buyers, technology such as google Earth and google street-view can give you a sense of the area, if you are not able to catch a flight to see the property in-person imminently.

4. Explore Night and Day

The time of day can make a big difference when you are at a property. Arrange showings for the home at various times, so that you can determine the safety of the area, the traffic patterns, the noise levels, and to see the types of residents in the building, if it is a condominium. You'll also want to see how long the commute is at rush-hour.

5. Buy With a Long-term Mindset

As the selling prices of real estate plateau, and may appreciate less than in years past, remember that buying for the short-term (ie less than 5 years) is not advised. The transaction costs (realtor fees, lawyer fees, moving fees, land transfer taxes etc) are high if you buy/sell within a few years. Note that real estate is not an asset that can necessarily be liquidated quickly.

Keeping these five steps in mind will help ensure your real estate success.

Author

Jennifer Kay Chan is a Toronto-based realtor that presents regularly in Asia. Her international clientele include both end-users and investors. www.jenniferkaychan.com

PROJECT INNOVATE

A New Vision for Future-Ready Learning at Canadian International School Hong Kong

Canadian International School of Hong Kong (CDNIS) has enjoyed a reputation for innovation for 26 years. The school has led the way and has remained at the cutting edge of digital technology ever since it introduced the first personal one-to-one laptop programme over 10 years ago, and was recognized as one of the first Apple Distinguished Schools in Asia. Combined with a thriving Maker Culture, dynamic visual and performing arts programmes, including an inspirational Artist in Residence Programme, and a genuine commitment to student-led sustainability projects, demonstrates the school's commitment to creativity and innovation. In response to the rapidly changing world in this age of the Fourth Industrial Revolution, CDNIS has developed a new, holistic vision for innovative learning, which provides students with the skills, dispositions and mindsets they need to be successful. Project Innovate grew from a think tank approach which was driven by the desire to build upon the innovative culture which had been flourishing at the school since 1991. Its core purpose is to deliver future-ready learning and is built around the World Economic Forum's framework of 21st Century Skills, which bring together foundational skills, with the 21st century competencies of collaboration, communication, critical thinking and creativity and the character qualities of resilience, initiative, curiosity, adaptability, empathy and leadership.

Project Innovate involves an in-



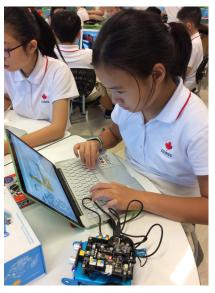
creased emphasis upon hands-on, experiential learning and authentic problem solving, in combination with the inquiry-based trans and inter-disciplinary approaches embedded in the International Baccalaureate (IB) philosophy. Students are encouraged to ask questions and follow their interests in contexts closely related to the real world, while teachers challenge their students to take their learning to the next level and to always think about what comes next.

As part of Project Innovate, CDNIS has implemented a school-wide approach to the teaching of robotics and coding across 13 grade levels, starting in Preparatory (age 5), and going all the way through to the IB Ďiploma programme in Grade 12. This approach ensures coding and robotics are embedded into the school programme, providing students with opportunities to develop their creativity, critical thinking and collaboration skills, as well as building resilience, as students make progress through a trial and error approach. Additionally, two classes in Grades 4 and 5 this school year are piloting a unique one-to-one robotics programme where students can take their learning to the next level, beyond what can be achieved in a brief programme of weekly lessons.

A whole school approach to Making

HERE STUDENTS OF ALL AGES ARE
USING STANFORD UNIVERSITY'S
DESIGN THINKING MODEL TO SOLVE
REAL WORLD PROBLEMS THROUGH A
PROCESS OF IDEATING, PROTOTYPING
AND TESTING THEIR OWN DESIGNS

and Design is another key part of Project Innovate. Here students of all ages are using Stanford University's design thinking model to solve real world problems through a process of ideating, prototyping and testing their own designs. Similar to robotics and coding, this learning is embedded into the school-wide programme, providing students with experiential and hands-on opportunities through-



out the school day and across all grade levels.

The Blueprint Club is one of the school's only schoolwide extra-curricular activities which supports next-level thinking by providing an incubator for students of all ages to develop innovative ideas, and where students are encouraged to push boundaries and reach beyond themselves to solve authentic problems. Members of this club are working on various projects with one student group utilizing Arduino hardware and software to monitor the use of recycling bins at the school with the objective to increase recycling on the campus, while another team is developing a station to test air quality on the south side of Hong Kong Island.

Collaboration between all stakeholders at the school, along with business, other schools, universities and creative individuals outside of the school community, is an important part of the success of Project Innovate. The school is working with staff, parents and alumni in helping to develop these important connections with some of the most innovative organisations in the world, including Tencent, MIT and Harvard University. And while teachers and school-leaders are developing partnerships and networks with other innovative schools worldwide in order to share best practice, a range of hands-on workshops are also available to parents in order form them to understand the design thinking model and the value of hands-on learning approaches, bringing them right into the innovation process.

To learn more about Project Innovate at CDNIS, please visit www.cdnis. edu.hk.

THALES

A pioneer in transport analytics brings innovation to Hong Kong



In 1986, Thales opened in Hong Kong and has been providing infrastructure solutions as well as solutions for the local aviation and urban rail industries. Today the Hong Kong office boasts a staff of 350 and has worked on major contracts for companies such as the Mass Transit Railway Corporation Limited (MTRC), the operator of Hong Kong's renowned metro network.

More recently, Thales has been focusing on fostering and promoting local innovation initiatives. In 2014, they established an Innovation Hub to bridge their R&T centres, implement fast prototyping, evaluate new technological advancements and to integrate with the local eco-system.

WEST RAIL LINE Thales signalled the 31km suburban line to Tuen Mun in the New Territories. It is the first Computer Based Train Control - CBTC system in Hong Kong

Thales equipped a 2nd Line, MA ON SHAN to serve another suburb of Hong Kong in 2004

Thales implemented the first Driverless (Fully Automatic Operation) CBTC system on MTR's **DISNEY RESORT LINE**

Thales provided an extension to the **WEST RAIL LINE**; Kowloon Southern Link in 2009

Thales is resignalling and adding an extension to the HONG KONG LANTAU AIRPORT PEOPLE MOVER; MTR provides project oversight

Under the **DUAT PROJECT,** Thales is in the midst of a 12 year program to resignal and upgrade all the urban rail lines in Hong Kong

HARNESSING BIG DATA

In the past couple years, Thales has quickly beome one of the pioneers of using big data analytics to address the challenges of the transport industry. On the average weekday, 5.6 million passengers flow through the MTR generating a massive amount of data - over 9 million data points to be exact. The difficulty lies in interpreting this data and using it effectively to improve the existing operating environment. In 2015, the Innovation Hub in Hong Kong developed a data analytics platform to tackle this challenge. Every 15 minutes, the platform processes the data to analyse the number of passengers per train, per platform and per station providing the MTR with key performance indicators such as train occupancy, platform crowding, and waiting time or missed trains. This allows them to study, plan and adapt the capacity of the lines and train services in order to optimize operational efficiency and give riders a better commuting experience.

In 2016, the Hong Kong Innovation and Technology Commission awarded Thales and the University of Science and Technology (HKUST) an R&D project to provide smart transportation solutions using a multi-sensor and data fusion strategy. The platform will be able to prototype smart transportation applications from diverse data sources, enabling current transportation challenges to be addressed, mainly near real time crowd monitoring solutions and predictive maintenance.

These initiatives in the realm of Big Data Analytics have recently been recognized with an award in 2017 at the Hong Kong Business Magazine's International Business Awards in August.

THALES IN HONG KONG



((p))

The urban rail transport CENTRE OF COMPETENCE OF THALES is located in Toronto, Ontario, Canada. It has built automated signalling for the MTR in Hong Kong.



HENRY CHEUNG, CEO of Thales in Hong Kong started his career in Canada and is a graduate of the University of Toronto.



The Ruby Express Gala Ball celebrating The Canadian Chamber of Commerce in Hong Kong's 40th Year Anniversary was one of the most successful balls in recent history. Raising a recordbreaking \$1.7 million with over 480 guests in attendance, the guests enjoyed a gourmet dinner with Canadian beef, wines and beer from British Columbia, networking, live music and dancing.

Held at the Grand Hyatt Hong Kong, the Canadian Chamber Ball sponsored by Manulife also featured centrepieces sponsored by The Bank of Montreal, a fun photo booth courtesy of Sun Life Financial and the ever popular live music from Impulz.

This year, proceeds from the raffle were donated to Mother's Choice.



TITLE SPONSOR



PHOTO BOOTH SPONSOR



CENTREPIECE SPONSOR



LOGISTIC SPONSOR



REVERAGE SPONSOR





PLATINUM SPONSORS































GOLD SPONSORS























RUBY EXPRESSORY ANNIVERSARY RALL



























































The Property Committee is relaunched with new leadership. The committee kicked off in 2017 with a mixer to meet new committee members. The Committee's vision aims to be a leading forum for property professionals in Hong Kong, serving to build relationships, foster dialogue and act as a platform for appropriate advocacy or the exchange of views as they relate to real estate in Canada, Hong Kong, Greater Bay Area, and Asia more broadly. Initiatives of this committee educates and engages property professionals and parties with an interest in real estate.

The Property Committee Members are:

Nigel Smith (Chair), Alan Choi, Christopher Dillon, David Faulkner, Donald Cheung Donald Rae, Geoffrey Cotton, Karie Kwan, Keelan Chapman, Kim Kan, Luigi La Tona, Ryan Grimes.

The committee welcomes your feedback. If you have any questions about this committee, or a topic you would like the group to address please contact Queenie Chung at queenie chung@cancham.org

Visit www.cancham.org to find out more.

Property Committee Activities



Industrial Real Estate Investments: Self Storage and Beyond September 20, 2017

Together with the Urban Land Institute, the Property Committee held an exciting, standing room only event featuring prominent speakers who shared their insights on self storage investments, gave industrial real estate market overviews and participated in a panel to answer questions from the floor.

Venue Sponsor. Colliers International



Sitevisit to **SkyCity** August 4, 2017

The Property Committee arranged an exclusive site visit at SkyCity, a major integrated development made up of retail complexes, dining areas, hotels, entertainment facilities, and offices.

The visit also included a presentation by an Airport Authority Representative at SkyCity Showroom.



Canadian Markets Update: Vancouver & Montreal

November 16, 2017

Dan Scarrow and Keelan Chapman of the Canadian Real Estate Investment Centre along with moderator Christopher Dillon discussed the property market trends in Vancouver and Montreal.

Hosted by: The Property Committee

Venue Sponsor. CBRE

EVENT HIGHLIGHTS



Challenges of Investing in China May 9, 2017

Amie Chang from Nardello & Co., CF Lui from Stephenson Harwood, Nina Tao from SinoVision Development and Minchu Wang from The Blackstone Group shared their views on what investors should watch out for when managing deals and what could be done to mitigate the risks when investing in Asia.

Hosted by the Financial Services Committee

Venue Sponsor. Stephenson Harwood



KPMG Innovation & Technology Series

Who Says Innovation Is Only For Start-Ups?

May 11, 2017

The panel featuring Ji-Ye Hwang from Manulife, David Yeung from Green Monday, Michael Yung from Asia Miles and Irene Chu from KPMG discussed how corporations can collaborate with innovative start-ups.

Special thanks to the University of Waterloo, CUHK Business School, Ivey Business School, Nex Change and Hong Kong Science and Technology Park



Mentorship Program Closing Cocktail

May 25, 2017

The Chamber hosted the closing cocktail to celebrate the successful completion of Season 5 of the ever popular Mentorship Program.

Special thanks to sponsor HKUST Business School

Hosted by the Young Professionals Committee



Women in Property May 25, 2017

The interactive panel with Stella Abraham from Jones Lang LaSalle, Fiona Ngan from Colliers and Cissy Leung from Hongkong Land shared their experiences and achievements working in the property business in Hong Kong.

Hosted by: The Women's Network

Venue Sponsor. Colliers International





To celebrate Canada 150, the Consulate General of Canada in Hong Kong and Macao and the Chamber jointly organized a Taste of Canada campaign to showcase Canadian ingredients in select restaurants in Lan Kwai Fong.

A cocktail reception kicked off the campaign and provided a platform for Canadians from different affiliates to gather and network.

ORGANIZERS

Government of Canada Gouvernement du Canada Consulate General of Canada Consulat général du Canada



SILVER SPONSOR





Is it Really the End of China's Rise? May 29, 2017

Moderated by Andrew Work, Dr Qing Wang from Shanghai Chongyang Investment Management and Jong Lee from RGL Holdings shared their views on the recent economic development in China and potential opportunities brought from the economic reforms after the 19th Party Congress.

Hosted by the China Business Committee Venue Sponsor. CUHK MBA



The Skills Gap - Educators Perspective on Preparing for the Workplace

June 1, 2017

Moderated by Gavin Porter from University of Hong Kong, Michael Wong from University of Waterloo and Professor Sun Kwok from the University of Hong Kong shared their advice on issues arising from transitioning from high school to higher education.

Hosted by: The Education Committee



Canadian & Hong Kong University Alumni Mixer August 15, 2017

The Chamber launched its first Industry Mixer with Canadian and Hong Kong University Alumni. The mixer offered an opportunity for guests to meet with old friends and connect with graduates from other institutions over a relaxed drinks after work.

"Investing on a Budget" Series -Part 1: The Basics August 29, 2017

Retail investment is an uprising trend among the younger generation but the lack of expertise in this field can deter the newer generation from investing wisely. Mary Leung from Asia Pacific CFA Institute shared tips on basic asset allocation strategies and talked about how to avoid common mistakes that new investors make.

Venue Sponsor. CUHK MBA

Wine Sponsor: Ginsberg+Chan Wine Merchants Asia;

EXCHANGE Volume 19

Prize Sponsor. ANORAK

Supporting Organizations:

CPA Canada Hong Kong Chapter, The Hong Kong Society of Financial Analysts, The Swedish Chamber of Commerce in Hong Kong, The French Chamber of Commerce and Industry in Hong Kong



Sustainably Grown - From Canada

September 4, 2017

Guests tasted delicious food and wine at the Mini Food Exhibition and learned about Canada's sustainably grown foods.

Hosted by: The Sustainable Development Committee

Venue Sponsor. Government of Alberta

In-Kind Sponsor: Vegware

Supporting Partners:

The Consulate General of Canada in Hong Kong and Macao, Government of Alberta, British Columbia Trade & Investment Representative Office in Hong Kong



What the Greater Bay Area Means for Your Business September 14, 2017

Experts shed light on the many questions around the polemic Greater Bay Area initiative which aims to build a world-class city cluster - generating 10% of China's GDP and 25% of its exports.

Hosted by:

The China Business Committee

Royal Bank of Canada's Financial Stewardship Series



Part 1: Are You Ready for ESG? June 16, 2017

Environmental, Social and Governance ("ÉSG") is growing in importance and there is a growing awareness that ESG factors may affect company and portfolio financial performance. Iryna Drobysheva from RBC Wealth Management and Professor Kai Li from University of British Columbia shared further insights into ESG and its impact on the financial industry and investors.

Part 2: Why Millennials Matter to Your Organization?

Co-founder of Notey Catherine Tan, Co-founder and executive director of Q Investment Partners and Professor Gerard Seijts of the IVEY business school discussed how leaders and organizations can maximize their return on the abundance of energy and creativity of millenials.

Title Sponsor

Royal Bank of Canada (Wealth Management)

Platinum Sponsor Ascent Partners

Supporting Organizations CFA Institute, UBC Sauder School of Business, Institute of Certified Management Accountants, UBČ Alumni Association





Bridging the Confidence Gap & Effectively Managing Difficult Conversations

September 19, 2017

Divya Ahluwalia, Communication Coach at Templar Advisors taught attendees how to make having a difficult conversation a productive one while providing tangible frameworks and tools to make the dialogue a constructive one.

Hosted by: The Women's Network

Venue Sponsor. Vistra



Toronto Real Estate Updates October 12, 2017

In this event, Doris Lam of Sotheby's Real Estate shared updates on the Toronto (Ontario, Canada) real estate market. Topics included: Non Resident Sales Tax, September market highlights from the Toronto Real estate board and condo market launches this year.

Hosted by: The Property Committee



Canada 150 **Blood Donation Week** October 22-29, 2017

The Canadian community in Hong Kong rolled up their sleeves to donate blood as part of the Blood Drive campaign spearheaded by the University of Waterloo Alumni Association.



"A Very Canadian Dinner" October 16, 2017

Chamber Members gathered together to take note of 150 years of Canada and celebrated with a gourmet dinner featuring Canadian ingredients.

Hosted by: The Entrepreneur and Small Business Committee



SDC Beach Clean-Up October 21, 2017

Canadians and friends joined Team Canada to help cleanup the Hong Kong coastline as part of the Hong Kong Coastal Cleanup Challenge.

Special thanks to CLP for sponsoring the transportation, Canadian University Association - Hong Kong for providing the F&B and the Consulate General of Canada in Hong Kong & Macao for their support! Special mention goes to the 'to International School of Nanshan Shenzhen for coming all the way from Shenzhen to help with the cleanup!

Hosted by: The Sustainable Development Committee



Seminar on Anti-money **Laundering** October 25, 2017

As Anti-Money laundering and Counter-Financing of Terrorism (AML) CFT) requirements from regulators continue to tighten globally, Financial Institutions (FIs) need to maintain robust controls and risk management frameworks to effectively mitigate ML/TF risks. Josh Heiliczer, Executive Director of EY Financial Services talked about how regulatory changes affect FIs as well as upcoming requlatory trends and proposed changes.



Digital Marketing 101: Marketing and Promoting Your Business at Almost No Cost At All October 30, 2017

Green Queen Co-founders Sonalie and Tracy shared their experiences on growing their website from thousands of monthly visits in late 2013 to an audience of over 70,000 that they successfully monetized.

Hosted by: The Entrepreneur and Small Business Committee

Sponsor. Baker Tilly Hong Kong

Venue Sponsor. Mustard Seed



5th Annual Terry Fox Run Hong

November 4, 2017

Canadian Community and friends gathered for the 5th annual community Terry Fox Run Hong Kong which aims to continue Terry Fox's "Marathon of Hope" and keep his aspiration of a cancer-free world alive.

EVENT HIGHLIGHTS









Exclusive Canadian Chamber Luncheon with The Honourable Mrs Carrie Lam Cheng Yuet-ngor

October 23, 2017

Carrie Lam, Chief Executive of the HKSAR spoke to members of the Canadian Chamber of Commerce in Hong Kong at a luncheon followed by a Q&A moderated by CanChamHK's Governor Victor Apps.

Attendees learned more about the Chief Executive's blueprint for improving Hong Kong's competitiveness in the year ahead as well as the reasoning behind her first Policy Address.

She also shared her thoughts on Hong Kong's future with the Canadian business community.

Sponsors

- Ascent Partners
- Baker Tilly HK
- China Maple Leaf Education
- CIBC
- Manulife
- Pricewaterhousecoopers
- Sun Life
- Thales
- Toronto Dominion Bank



Sports in Hong Kong: Opportunities and Challenges November 9, 2017

Founder & Board Member of InspiringHK Sports Foundation Gary Wong, Chief Executive of the Hong Kong Football Association Mark Sutcliffe, CEO of the Hong Kong Rugby Union Robbie McRobbie, Co-Founder and Chairman of The China Hockey Group Gregory Smyth and CEO of Hong Kong Tennis Association Christopher Lai talked about the opportunities and challenges associated with managing, financing and developing sports associations.

Hosted by

Financial Services Committee

Venue Sponsor Royal Bank of Canada



The Plastic Waste Crisis and Our Ocean

November 15, 2017

Experts shared their thoughts on the plastic waste crisis and the state of our oceans. They discussed what is being done in Hong Kong and globally to address the issue and what we can all do to help make a difference and initiate change.

Hosted by the Sustainable Development Committee

Sponsor

Royal Bank of Canada



Canada China Business Exchange – Zhuhai Henggin Delegation

November 17, 2017

A delegation from the Chamber visited the Henggin Free Trade Zone which is being targeted by the Beijing Central Government as a strategic platform to compliment Hong Kong and Macao for its future growth by offering new tax incentives, innovative policies and world class infrastructure.



Connecting to North American Markets with CN's EVP JJ Ruest November 23, 2017

Members of the Chamber heard from Mr. JJ Ruest, Executive Vice-President and Chief Marketing Officer at CN, on how CN has expanded and evolved the way that it does business to provide customers with a reliable end-to-end supply chain.

Sponsor.

Taxation for Canadian Expatriates in Hong KongNovember 21, 2017

Wayne Bewick of Trowbridge Professional Corporation provided an opportunity for corporate management as well as personal taxpayers to understand and gain knowledge of the Canadian expatriate taxation requirements in Canada and Hong Kong.



How to Kill Stress without Killing Yourself: Hints & Tips November 29, 2017

Dr. Michelle Zhou McCulloch and Joy Li shared insights and tips on how women could maintain physical and mental well-being which includes advice on the right posture at work, how to take care of your physical self, and a demonstration of some easyto-do exercises.

Hosted by

The Women's Network

Venue Sponsor The Royal Bank of Canada

Young Professionals Mentorship Programme Season 6

Hosted by the Young Professionals Committee

Opening Ceremony

November 17, 2017

The Chamber hosted a opening ceremony for the flagship Mentorship Programme's 6th Season.



In-Kind Sponsors: Cuvees, PERFECT



LinkedIn Workshop October 24, 2017

Participants learned how to perfect your own profile on LinkedIn to best showcase

their career achievements.

Investing for Young Professionals: Personal Stories of Investing Pitfalls and Success

November 21, 2017

This seminar featured personal stories of investing success and pitfalls from financial industry experts. Speakers included Vice-President at Blackrock Connie Chan, VP & Chief Distribution at Manulife Lawrence Nutting, Research associate at Wellington Management Xena Dai and Deputy Editor at Asia Private Banker Richard Otsuki.

Venue Sponsor. Thomson Reuters

Keys and Secrets for Success

January 18, 2018

Michael Yong-Haron, Executive Officer, Managing Director and Head of Client Relationship Management at Standard Chartered Private Bank shared advice on developing self-awareness, finding your competitive advantage, improving your communication skills, and how to find the right balance to endure the long road ahead for young professionals



Sponsored by Ascent Partners



Canadian Logistics Mission Cocktail Reception November 22, 2017

The Canadian Chamber of Commerce in Hong Kong on behalf of the Canadian International Freight Forwarders Association (CIFFA), in partnership with The Hong Kong Trade Development Council (HKTDC) and The Hong Kong Economic and Trade Office (HKETO) in Canada gathered for the "Canadian Logistics Mission Cocktail Reception".

Venue Sponsor. Colliers International

EVENT HIGHLIGHTS











The 4th TransPacific Entrepreneurial Conference Preparing for the Asia of 2025: How Do We Fit İn? December 4, 2017

The Conference offered a broad range of discussions focusing on how businesses are set up and succeed in, Canada, Asia and Hong Kong. Panel discussions also included resources available to help Canadian companies to do business in Hong Kong.

Sponsors

McMillan

Co-Sponsors

- Anthony Behan Foundation
- InvestHK
- Velocity
- Vistra

Supporting Organizations

- Consulate General of Canada in Hong Kong & Macao
- Alberta
- HKTDC
- University of Waterloo





Canadian Chamber Luncheon with John McCallum, Canadian Ambassador to China

Tuesday, December 12, 2017

Attendees heard directly from Ambassador McCallum as he gave an update on the state of Canada-China relations and the latest outcomes following the December 3-7 visit of the Prime Minister Trudeau to China.

Sponsors

- Bank of China
- Bank of Montreal
- CIBC
- McMillan



Leadership Series: Canadian Institutional Perspectives on Generating Investment Returns

February 8, 2018

The Leadership Series Panel with Canadian Financial Institutions featured insights from Alison Nankivell of BDC Capital, Ted Lee of CPPIB, Iggy Chong of RBC Wealth Management, Olivia Ouyang of OTPP, and Chris Marschall of the Financial Services Committee. A special thank you goes out to PwC for hosting the event.



Launching and Operating a Business Effectively: Understanding the Key Basics at the Early Stage

January 30, 2018

Jeffrey Broer from the Founder Institute and Xania Wong, founder of JOBDOH talked about how founders or aspiring founders of companies can learn to shape their business concept and start their businesses.

Hosted by

The Entrepreneur and Small Business Committee



Successful Canadian Women Series: Women in Education

February 6, 2018

The Women's Network with the Education Committee is proud to present the third annual "Our Successful Canadian Women Series", celebrating Women in Education featuring Dr. Margaret Burnett, Tammie McGee and Annie Ho. Come join us to hear how these Canadian women have contributed to the education scene in Hong Kong over the years, along with a discussion on education.

Hosted by

The Women's Network with the Education Committee













Canadians and friends of Canada took over Ocean Park for a memorable day of celebration concluding our Canada 150, Hong Kong 20, Chamber 40 and Ocean Park 40 anniversary celebrations.

The celebration featured a Christmas tree lighting ceremony with the musical stylings of the International School of Nanshan Shenzhen Choir and special guests Chief Secretary Matthew Cheung, CanChamHK Chairman Todd Handcock, Chief Distribution and Marketing Officer of Sun Life Hong Kong Belinda Au, Consul and Senior Trade Commissioner at the Consulate General of Canada in HK and Macao Jodi Robinson, Ocean Park Rep Rosalind Siu and of course Santa Claus!

Thank you to all who came out to celebrate!









Supporting Partners

















































CORPORATE SOCIAL RESPONSIBILITY HIGHLY VALUED BY HONG KONG LISTED COMPANIES

The performance of the 50 constituent companies of the Hang Seng Index in the areas of corporate social responsibility (CSR) has greatly improved, according to results from the 2016 Hong Kong Business Sustainability Index (HKBSI).

Prof. Carlos Lo explains the comparison of the 2015 and 2016 HKBSI scores. Prof. Carlos Lo explains the comparison of the 2015 and 2016 HKBSI scores.

The Sustainability Management Research Centre (SMRC) at PolyU's Department of Management and Marketing released the HKBSI for the second year recently, supported by the efforts of the Hong Kong Council of Social Service and the Hong Kong Productivity Council.



The HKBSI utilised a value-practice-impact assessment model to evaluate 50 constituent companies of the Hang Seng Index (as at 6 June 2016) based on their performance in the areas of CSR values, CSR process (comprising CSR management and practices) and CSR impact, as well as each company's contributions to economic, social and environmental sustainability.

The HKBSI utilised a value-practice-impact assessment model to evaluate 50 constituent companies of the Hang Seng Index (as at 6 June 2016) based on their performance in the areas of CSR values, CSR process (comprising CSR management and practices) and CSR impact, as well as each company's contributions to economic, social and environmental sustainability.

The overall average HKBSI score for 2016 was 45.73 on a 100-point scale, up 9.53% from 2015. The average score of the top 20 Index companies was 68.82, up 20.21% for the year, showing significant improvement. The results reflected that companies have been increasingly concerned about business sustainability and have channelled more efforts into the implementation of CSR practices.

Prof. Carlos W.H. Lo, Professor at the Department of Management and Marketing and Director of the SMRC, commented that "the increase in CSR awareness in society and among consumers has propelled listed companies to increase their CSR efforts. The growing popularity of corporate sustainability indices and related CSR awards in the market have also made companies realise that CSR is no longer merely a public relations activity, but instead has strategic importance for long-term business sustainability".

The HKBSI is compiled annually by the SMRC with an updated list of constituent companies to ensure constant monitoring of CSR performance and development, providing a benchmark for CSR practices in both the local and international business communities.

This article is reprinted with the kind permission of The Hong Kong Polytechnic University.

MEET OUR NEWEST MEMBERS

CORPORATE **MEMBERS**

aetna

Aetna Global Benefits (Asia Pacific)

Insurance Services/Brokerages

Chris Campbell Senior Sales Director

Kevin Jones Senior Director Sales

Emma Kenyon Sales Manager

3071-5022 AsiaPacServices@aetna.com

www.aetnainternational.com



Association of International **Certified Financial Consultants**

Banking/Investment Services

Ho Wan Owen Chow Chairman

Cecil Chow ED & CTO

Carmen Lee Chief Operating Officer

) 2581 3880

www.aicfc.org

Bank of China

Banking/Investment Services

Wong Chun Ming Thomas Head of Business Partnerships Management

www.bochk.com



Cordis Hotels

Travel/Hospitality

Jill Brahimi Hotel Manager

Mabel Chan Director of Sales, Catering

Venus Fung Director of Corporate Sales

) +852 3552 3388 □ cdhkq.info@cordishotels.com

www.cordishotels.com/en/ hong-kong



CWCC CPA Limited

Business Advisory/Consulting

Eddie Kin Man Chan Managing Director

Winnie Li, Director Head of Corporate Services

Rigoberto De Pascale Business Development Manager

) 2956 3333 ⊠ cwcc@cwcccpa.com

www.cwcccpa.com



Gamma Logistics Corporation Logistics/Transportation

Vincent Lo CEO

Yung Yung Mak Head of Brand & Business Development at Qualitybuy

3962-4059

□ contact@gamma-corporation.com

www.gammalogistics-corporation.com



Gleneagles Hong Kong Hospital

Health/Wellness

Annie Kung Head of Business Development

Dr. Alexander Chiu C00

Mr. Dirk Schraven CEO

2127 4372 □ annie.kung@gleneagles.hk www.gleneagles.hk



Invotech Limited

Winston Lam Chairman

Henry Au Deputy Chairman

Gregg Li Immediate Past Chairman

 □ admin@invotech.org.hk invotech.org.hk

Kognitiv_

Kognitiv Corporation

Todd Handcock President Asia Pacific

Audrey Ma Partnér Director

www.kognitiv.com



MEC Advisory Limited

Banking/Investment Services

Jack Yang CEO

WWW.CCGRF.COM



MIE Holdings Corporation

Natural Resources

Zhang Ruilin Chairman

Leon Mei Vice President

Kelly Lian Vice President

3 852-2511-0028



Regus HK Management Limited

Anthea Chau Area Manager

Robbie Sze Community Manager

Pooja Vora Area Manager



Robert Walters

Human Resources/Recruitment

Ricky Mui Director

Hilly Dannoui

Jessie Leung Principal Consultant

1 2103 5300☑ hongkong@robertwalters.comwww.robertwalters.com.hk



Ryerson University

Education

Lisa Dempster Executive Assistant, Vice President

lan Mishkel VP University Advancement

Rivi Frankle AVP Development

STAMFORDAMERICAN HONG SCHOOL KONG

Stamford American School -Hong Kong

Education

Carol Wong Admissions Director

Malcolm Kay Superintendent

Lisa Olinski Marketing Manager

1 (852) 2500 8688

☑ admissions@sais.edu.hk
www.sais.edu.hk

ENTREPRENEUR *MEMBERS*

>> Business Talents

Business Talents

Human Resources/Recruitment

Philippe Bonnet General Manager

1 +852 5365 8658 ⊠ phi2bonnet@gmail.com hk.biz-tal.com



Callosum Developments Inc.

Real Estate/Property

Vincent Woon Ming Cho Director-General

Chloe Ka Yiu Yuen Secretary



JEMS Learning House

Education

Christine Ma-Lau, Founder & Principal

3 3188 1516 ⊠ info@jems.com.hk

OUTFORM...

OUTFORM

Manufacturing/Trading Services

Guy Siegel GM China

1 +86-0755-83236716 ☑ guy.s@outform.com www.outform.com



Pengyuan Credit Rating (HK) Co

Banking/Investment Services

Jonathan Hu CEO

) +852-3615 8342



Samwoo Chemicals Ltd.

Technology

Frankie Chan Director

) 2557-0275 www.samwoo.com.hk

SystematicEdge

Financial Services

Rosemary Goater COO & Héad of Business Development

3 852 6194 1068 □ rosemary.goater@systematicedge.com



Weir & Associates Solicitors & **Notaries Public**

Legal Services

Shane Weir Consultant and Registered Investment Advisor

2526-1767 com www.hongkonglaw.com/weirlaw

INDIVIDUAL

MEMBERS

Albert Pang

Luminate Wireless, Inc., Director of Field Engineering, APJ

Alison Nankivell

BDC Capital, Vice President

Bertha Ho

Baker & McKenzie, Associate

Camille Bethoux

Resolve Foundation

Catherine Chen

The Impactlytics, CEO

Denis Brock

O'Melveny, Partner

Derek Tobias

Latitude International Consulting, Managing Director

Dickson Wong

K.E.D. CPA Limited

Dustin Ciarla

Sleephere HK Limited, Director

Francis Leach

CITIC CLSA Securities, Managing Director

Hend Lemenager

Corporate Coach & Facilitator

Henry Sing Wah Cheung

Vision Pro Corporate Consultancy Limited, Finance Director

Janice Yau

DLA Piper Hong Kong, Senior Associate

Jay Frame

DFS, Global Vice President Corporate communications & CSR

Ji-Ye Hwang

Manulife (International) Limited, Head of Innovation & Customer Experience

John Taylor Martin

Pan Ocean International, CEO

Katherine Leung

World wide Fund for Nature Hong Kong, Centre Events Manager

Krystal Diaz

Christine Samson Music and Arts Studio, Director

Marcus Marcet

Hong Kong Sanatorium & Hospital, Specialist in Ophthalmology

Margaret Leung Hong Leong Bank Berhad, Chief Executive

Martin Lau

Manulife (International) Limited, AVP, Greater China Development

Martine Vanasse

Credit Suisse, Head of Banking Compliance

Michael Cowell

Teledirect Hong Kong Limited, Managing Director

Michael Ted Ho Lau

CLSA, COO - Equity Advisory

Nereida Flannery

GMP Securities Asia, Chair Asia

Rilla Roessel

Pearson, APAC Director of Marketing

Ryan Grimes

Pegasus Agriculture Group, Senior Consultant

Sean Webster

Dragon Gate Asia Limited, President

Serena Fan

Hong Kong Children's Discovery Museum, Founder + Director of Education

Vivian Ching

William W L Cheung

Herbert Smith Freehills, Associate Solicitor

YOUNG PROFESSIONALS

Amanda Posten

Lululemon, Digital Product Lead, APAC

Angel Abel Cruz Olivier

Kerry Logistics, Assistant Manager

Ashley McDonough

HKUST MBA Program, MBA Student

Audrey Chan

Help Me See, Resource Development Officer

Charmaine Yip

Apply Ivy

Christina Ka Ki Li

The Hong Kong Baptist University Affiliated School Wong Kam Fai Secondary and Primary School, Miss

Daniel Keresteci

HKUST, MBA Candidate

Diana Li

HKUST, Full time MBA student

Iris Wong

V. Lee & Co, Partner

Jayson Chan

OtterBox, Marketing Specialist

Jennifer Fong

Save The Children Hong Kong, Partnerships and Philanthropy Officer

Joanne Cheung

Mercer (Hong Kong) Limited, Implementation Manager

Joyce Vigor Lau

Payoneer Hong Kong Limited, Customer Care Officer

Kevin Chen

RBC Capital Markets, Global Markets Analyst, APAC

Keyon Lo

Morrison & Foerster, Trainee Solicitor

King Fung Kung

Metlife Ltd, Relationship Managers

Natalia Lech

Haywards of Hong Kong, Jewellery Marketing and Sales

Peter Pham

Ascent Partners, Analyst

Rainie Pan

Premia Partners, VP Strategy

Richard Portman

Hong Kong Education Bureau, English Language Teacher

Stewart Orr

Dynamic Attractions HK Ltd., Sales Representative

Weinni Mussie

The University of Hong Kong, Research Assistant

NON-PROFIT MEMBERS

AEIP Canada Pre-Arrival Services (Hong Kong)

Cindy Chen, Settlement Practitioner

AFS Intercultural Exchanges Ltd Imbert Fung, Executive Director

Canadian University Association

Macy Lau, Honorary Secretary Dominic Chu, President

McGill University

Alvin Chung, Director Corine Lin, Education Projects Manager

University of Toronto Hong Kong Public Affairs & Social Service Society

Arthur Lui, President

Chi-Tim Chuk, Vice President, External

Pollux Leung, Vice Present, External Public Affairs

LOOKING FOR A SERVICE OR PRODUCT?

The following companies are the Chamber's Corporate and Entrepreneur members listed by their industry categories. If you are looking for a particular service or product look here first!

ACCOUNTING/ AUDITING/TAX SERVICES

- Baker Tilly Hong Kong
- BD0 Limited
- Deloitte AP ICE Limited
- Deloitte Touche Tohmatsu
- Equiom Corporate Services HK Ltd
- Fung, Yu & Co. CPA Limited
- Golien Ltd.
- KPMG
- Mazars CPA Limited
- PwC
- RSM Hong Kong
- Vistra
- Trowbridge Professional Corporation
- CPA Canada Hong Kong Chapter

ARCHITECTURE/ DESIGN/ ENGINEERING

- B+H Architects
- Kawada Industries, Inc.

BANKING/ INVESTMENT SERVICES

- Addison Limited
- Art Futures Group Co Ltd.
- Association of International Certified Financial Consultants
- · Bank of China
- Brookfield Financial
- Canada Pension Plan Investment Board Asia Inc. (CPPIB)
- Formula Growth Asia Ltd
- Hong Kong Trust Company Group
- HSBC
- MEC Advisory Limited
- Ontario Teachers' Pension Plan (Asia) Limited
- Pengyuan Credit Rating (HK) Co
- SystematicEdge
- Bank of Montreal
- Canadian Imperial Bank of

Commerce

- Royal Bank of Canada Financial Group
- The Bank of Nova Scotia
- Toronto Dominion Bank

BUSINESS ADVISORY/ CONSULTING

- CWCC CPA Limited
- Fiducia Management Consultants
- Invest Hong Kong
- Koehler Group, A CSC Company
- Sinovantage Investment Consulting Limited

COMMUNITY SERVICE ORGANISATION

- AEIP Canada Pre-Arrival Services (Hong Kong)
- Civic Exchange
- Community Business

EDUCATION

- Branksome Hall
- Canadian International School of HK
- Christian Alliance International School
- CUHK MBA Programs, The Chinese University of Hong Kong
- Delia School of Canada
- Fairchild Canadian Academy Limited
- HKU SPACE
- Hong Kong Institute of Languages
- International School of Nanshan Shenzhen
- Ivey Business School
- Ryerson University
- Simon Fraser University
- St. George's School
- St. Margaret's School
- Stamford American School -Hong Kong
- The Bishop Strachan School
- The Hong Kong Polytechnic University

- The International Montessori School
- University of Calgary
- University of Ottawa
- University of TorontoUniversity of Victoria
- University of Waterloo
- Yew Chung International School
- China Maple Leaf Educational Systems Limited
- EMBA Program, CUHK
- JEMS Learning House
- Nord Anglia International School Hong Kong
- Top Schools
- Voice of the Harp Limited
- Alliance Francaise de Hong
- Asia Society Hong Kong Center
- Canadian University Association
- McGill University
- University of Alberta
- University of Toronto Hong Kong Public Affairs & Social Service Society
- York Úniversity, Schulich School of Business

ENERGY/UTILITIES

- CLP Power Hong Kong Limited
- Kaisun Energy Group Ltd.
- The Hongkong Electric Co., Ltd.

ENTERTAINMENT/ MEDIA

- Speedflex Asia Limited
- China Hockey Group
- Melco International Development Ltd
- The Canadian Rugby 7s Fund

EVENTS SERVICES/ VENUE

- Funraising Events Asia Ltd.
- Cliftons Hong Kong

FOOD / RESTAURANT / CATERER

- EasyChef W+
- Epićurean Group
- Frutodor Ltd.
- 12 Bottles Company Ltd.
- iSGO HK Limited
- Umami Concept
- Worldwide Seafood Limited

GOVERNMENT AGENCY

- Consulate General of Canada
- Government of Alberta
- Nova Scotia Business Inc.
- Advantage BC

HEALTH/WELLNESS

- CK Life Sciences Int'l., (Holdings) Inc.
- Gleneagles Hong Kong Hospital
- AD MediLink
- Dr Katherine Dale The Fertility Specialist
- The Women's Clinic

HUMAN RESOURCES/ RECRUITMENT

- Korn/Ferry International
- Robert Walters Hong Kong
- Business Talents

INSURANCE SERVICES/ BROKERAGES

- Aetna Global Benefits (Asia Pacific)
- Groveland Financial Services Limited
- Manulife (International) Limited
- Sun Life Financial Asia

LEGAL SERVICES

- Baker McKenzie
- Dechert LLP
- K&L Gates
- McMillan LLP
- Zhong Lun Law Firm
- Angela Ho & Associates
- Weir & Associates Solicitors & Notaries Public

L O G I S T I C S / T R A N S P O R T A T I O N

- Bombardier Transportation China Limited
- Crown Worldwide (HK) Ltd
- Gamma Logistics Corporation
- MTR Corporation Limited
- Sun Hing Holdings Limited
- BSL Containers Limited
- Shipping Masters (Port of Montreal Representative in Asia) and Canada Asia Connection

MANUFACTURING/ TRADING SERVICES

- Global Sources Hong Kong
- Kognitiv Corporation
- Madepartners Limited
- TMax Group Limited
- OUTFORM

NATURAL RESOURCES

- Century Global Commodities Corporation
- Methanex Asia Pacific Limited
- MIE Holdings Corporation
- Mines and Money

REAL ESTATE/ PROPERTY

- ASPAC Developments Ltd
- Clifford Investment Co Limited
- Jardine Matheson Limited
- Jones Lang LaSalle Limited
- Optimus Properties Limited Regus HK Management Limited
- Callosum Developments Inc.
- Canadian Real Estate Investment Centre
- Sotheby's International Realty, Canadá
- Colliers International Asia Pacific
- Self Storage Association Asia
- Cheung Kong Infrastructure Holdings Limited

RETAIL

- Arredamenti Company Ltd
- Haywards of Hong Kong
- Maxwell's Clothiers
- Stephen & Sons

TECHNOLOGY

- Hong Kong Cyberport Management Company Limited
- Invotech Limited
- Velocity Solutions Ltd.
- IMIT Advisory | Improve My IT
- Samwoo Chémicals Ltd.
- Uniserve Hong Kong Limited
- CK Hutchison

TRAVEL/ HOSPITALITY

- Cordis Hotels
- Four Seasons Hotel Hong Kong
- GH Hotel Company Limited
- Hong Kong Gold Coast Hotel
- National Properties Holdings Limited
- Rhombus Group
- The Mira Hong Kong
- United Airlines
- Sanctuary Resorts
- AFS Intercultural Exchanges

CONTACTUS

members@cancham.org +852 2110 8700

THANK YOU

A very special thank-you to all of our annual corporate sponsors.

With your support, the Canadian Chamber of Commerce in Hong Kong can continue to provide services to its members.

PLATINUM SPONSORS























GOLD SPONSORS











Canada and the U.S. at your doorstep.

Enjoy daily non-stop flights to Toronto and Vancouver with conveniently timed connections to over 110 destinations in Canada and the U.S. Enjoy award-winning three-cabin service, including lie-flat seats in International Business Class, a spacious Premium Economy Class and enhanced comforts in Economy Class.

Book at aircanada.com or contact your travel agent.



