



ASSOCIATION of  
CHINESE  
CANADIAN  
ENTREPRENEURS  
創業協進會



# 2019 访华商务代表团 *China Business Mission*

November 1 to 10

- *Hong Kong*
- *Nanhai*
- *Shanghai*



## 2019 ACCE Business Mission to China, Nov 1 to 10

**Organized by:** Association of Chinese Canadian Entrepreneurs

### **Mission Leaders:**

- Kevin Au-Yeung, President ACCE
- Sandra Tam, Vice President – International Partnership, ACCE

### **About the Mission:**

With the goal to enhance its members' competitiveness in today's dynamic global market, ACCE is leading its first business mission to China this November. The mission aims at exploring valuable business opportunities in the **Guangdong-Hong Kong-Macau Greater Bay Area**, China's newest innovation and technology hub and to gain market entry into the huge China market by participating in the 2019 **China International Import Expo** in Shanghai.

### **Why participate:**

Led by ACCE, the mission presents unique opportunities and benefits to participants. These include:

- Access to economic and government decision-makers
- Unparalleled networking opportunities with local business community
- Business-to-business meetings with potential partners.
- Opportunities to create export partnerships
- Opportunities to show case your product/services at China's largest international import expo (where applicable).
- Sizable lead generation potential
- Foreign market intelligence

### **Program Highlights:**

- Participation in Eco Expo Asia – International Trade Fair in Hong Kong
- Networking events with senior executives and members of local Chambers of Commerce
- Site visits
- Business briefings by senior government officials
- Canada-China business and investment summits
- Targeted business matching meetings

### Proposed Itinerary:

Date	City	Activities
Fri., Nov 1	Hong Kong	Arrival at HK
Sat., Nov 2	Hong Kong	Eco Expo Asia and other Programs
Sun., Nov 3	HK-Nanhai (Guangdong)	Depart HK for Nanhai (via ferry at 8am)
Mon., Nov 4	Nanhai (Guangdong)	Programs in Nanhai
Tue., Nov 5	Nanhai-Shanghai	Transport from Nanhai to Guangzhou by coach Fly from Guangzhou to Shanghai
Wed., Nov 6- Nov 10 *	Shanghai	2019 CIIE and related activities
Nov 11 *	Shanghai-Toronto	Depart Shanghai for Toronto

*\*Participants may choose to attend part or entire of the CIIE*



### Who should Participate:

The trade mission is open to Canadian businesses, particularly small and medium-sized enterprises, looking to take advantage of opportunities in China. Canadian products and services in the following sectors are welcome to participate: consumer products, education and training, agri-food, finance & investment, health science, technology and others.

### Delegate Fees – Per Person:

	Category 1 Full Program + Shared Space at ACCE booth at CIIE	Category 2 Full Program + Printed Handouts available at ACCE Booth at CIIE
Passes at CIIE (Note: passes are not transferrable)	Yes	No
Profile in featured in Delegation Brochure	Yes	Yes
Color Ad in Delegation Brochure	Half-Page	No (at extra cost upon request)
Hotel accommodation in Nanhai (2 nights, single occupancy)	Yes	Yes
Domestic one way airfare economy class (Guangzhou to Shanghai)	Yes	Yes
Ferry from Hong Kong to Shunde	Yes	Yes
Local transportation in Nanhai	Yes	Yes
Meals	In Nanhai only	In Nanhai only
Total	C\$2,500	C\$1,500

### Travel Arrangements:

Delegates are responsible for making their respective international air travels and hotel accommodation arrangements **except** for accommodations in Nanhai and air travel from Guangzhou to Shanghai.

### Fees do NOT include the following:

- Round trip international airfare
- Hotel accommodation (except two nights in Nanhai)
- All personal expenses
- Travel visa for China
- Travel, medical and flight/trip cancellation insurance
- Local transportation (except for Nanhai)



## Registration and Contact Information:

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About ACCE: [www.acce.ca](http://www.acce.ca)

## Registration Deadline:

July 31, 2019

## Availability:

To host an effective delegation we will have limited capacity with a target of 10 to 12 people/companies. In addition to some prior committed participants, remaining slots will be made available on a first-come-first-serve basis.

## Supporting Partners *(To be confirmed):*

- Consulate General of P.R. China in Toronto
- City of Markham
- Hong Kong Trade Development Council
- Hong Kong Economic and Trade Office
- Nanhai Foreign Affairs Office, Shunde, China
- Nanhai District (Canada) Association

## Funding available:

The Government of Canada as well as individual provincial and territorial governments also offer a number of [export financing](#) programs that help Canadian businesses expand internationally.

Related links

- [CanExport](#)
- [Export financing](#)

### About the Greater Bay Area:

The Guangdong-Hong Kong-Macao Greater Bay Area (Greater Bay Area) comprises the two Special Administrative Regions of Hong Kong and Macao, and the nine municipalities of Guangzhou, Shenzhen, Zhuhai, Foshan, Huizhou, Dongguan, Zhongshan, Jiangmen and Zhaoqing in Guangdong Province. The total area is 56 000 km<sup>2</sup> and the total population is around 70 million as at end 2017. According to research from HSBC, the GBA generates \$1.5 trillion in GDP each year, which is 12% of the national total for China, or roughly the same economic output as all of South Korea.

The Greater Bay Area enjoys distinctive geographical advantages, robust economic strength, high concentration of key factors of innovation, an advanced level of internationalisation and solid cooperation foundations. To be developed into a global metropolis and international innovation and technology hub, it presents huge opportunities for overseas business to be engaged and benefit from.

### Why Hong Kong:

Being the most open and international city in the Greater Bay Area, Hong Kong is known for its status as international financial, transportation, trade centres and aviation hub as well as its renowned professional services. Enjoying the dual advantages of "one country, two systems", Hong Kong plays an important role in the Greater Bay Area Development.

A highly dynamic city that serves as the perfect platform into Mainland China and Asia, Hong Kong is a premier business hub in Asia. It is a business-friendly city with a multitude of advantages to ensure businesses can flourish. It is characterised by low and taxation, minimal government market intervention, world class infrastructure, vibrant city-living and an established international financial market.

### Why Nanhai:

Nanhai, one of the five districts under the administrative authority of Foshan, Guangdong, is well-known for its long history and rich culture as well as its economic success. Located in the hinterland of the Pearl River Delta, it is the center of the Guangdong-Hong Kong-Macao Economic Cooperation Circle, the geographic center of the Pearl River Integration, and the center of Guangzhou-Foshan Metropolitan Circle. Nanhai has well-developed advanced manufacturing industries, such as the automobile manufacturing, display panel, top equipment, and digital home electrical appliance industries. Strategic new industries, such as biomedical, energy-saving and environmental, new optical source, new material and new energy industries are growing at a rapid pace. Other industries such as logistic, business and trade, culture and tourism, ecological recreation are also well developed.

Nanhai is home to FAW-Volkswagen, Honda, Toyota Boshoku, Chi Mei Optoelectronics, HSBC, AIA, China Merchant Bank etc. In 2017, Nanhai has a local GDP of RMB 269.2 billion, with the year-on-year growth of 8.5%, ranking the 87<sup>th</sup> in the World.

### 2019 China International Import Expo (CIIE)

The CIIE, the worlds' first import-themed national-level exhibition, is a significant move for the Chinese government to open the Chinese market to the world. Last year, the first CIIE covered a business exhibition space of 270,000 sq.m.. It received 400,000+ domestic buyers, and 6,200 overseas buyers; 151 countries and regions as well as 3,617 exhibited in it, and 5,000+ exhibits made their debut in China. It was oversold with great enthusiasm past year and it is expected that this has already proven to be a sold out event already.

**2019 ACCE Business Mission to China**  
**November 1 – November 11, 2019**  
**Participate Subscription Form**

We are interested in attending the 2019 ACCE Business Mission to China. Please register us for the following category.

(Please confirm with a √)

- |                                     |             |
|-------------------------------------|-------------|
| <input type="checkbox"/> Category 1 | \$ 2,500.00 |
| <input type="checkbox"/> Category 2 | \$ 1,500.00 |

**Signature:** \_\_\_\_\_

**Name and Title:** \_\_\_\_\_ (Please Print)

**Company Name:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Please invoice by**      ☐ Email                      ☐ Mail

Please Email the completed form to Karen Ng at [karen@acce.ca](mailto:karen@acce.ca) or  
fax at (905) 479-2809.

Thank you for your support!