

Markham Delegation to China

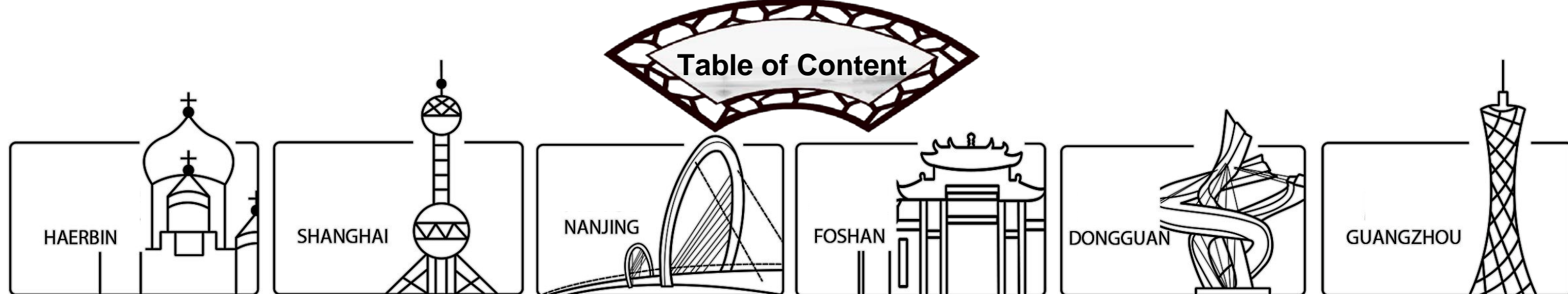
Councillor Alan Ho



Objectives of the Business Trip

- To act as a bridge to facilitate connections between Markham businesses and foreign organizations and corporations
- To introduce Markham
- To showcase Markham as Canada's High-tech Capital and Most Diverse Community.
- To source foreign direct investment for Markham
- To find medium or large enterprises that are interested in expanding to Markham;
- To promote cultural exchange between Markham and various Chinese cities.

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2020 Harbin International Symposium On Sustainable Development of Winter Cites	Shanghai Baoshan District & China BaoWu Steel Group	Nanjing Pukou District High-Tech Development Zone & Nanjing Massacre Memorial Hall			Provincial Situation Investigation and Research Centre of Guangdong Province
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**2020
Harbin
International
Ice Festival**



Harbin Songbei New Development District

-Met with Harbin Municipal and Songbei District Government officials to introduce the City of Markham, the MIX and the snow festival in Markham.

-Discuss the opportunity of collaboration between Songbei District and Markham:

Markham Science Park

(Medical park in Markham Science Park:
China is one of the world's four largest API
(Active Pharmaceutical Ingredient) pharmaceutical
raw material exporters, Canada's medical
infrastructure is outstanding, Harbin can provide
medical consumables)

Talent

(23 Universities in Harbin)

Culture

(Ice and Snow Tourism)

School

(College student internship)



Wang Dawei,
Deputy Mayor, Harbin



Jiang Feng,
Commerce Secretary,
Songbei District, Harbin

2020

Harbin International Symposium On Sustainable Development of Winter Cities

- Jointly promote the latest urban sustainable development concepts, technologies and financing models, and deepen cooperation in trade, tourism, science and technology, environmental protection, education, culture, and smart city construction
- Representatives of 39 cities in 21 countries released the "Harbin Initiative", which is a green, low-carbon city concept.
- At the signing ceremony, City of Markham and Harbin signed an agreement to adopt the Harbin Initiative of the green and low-carbon concept.

Sun Yan, Mayor, Harbin



何胡景 Mr. Alan Ho 加拿大 万锦市 Canada Markham



Harbin Institute of Technology (HIT)

-Introduction of City of Markham, MIX and the potential of York University Markham Campus

-York University and HIT as potential global partners.

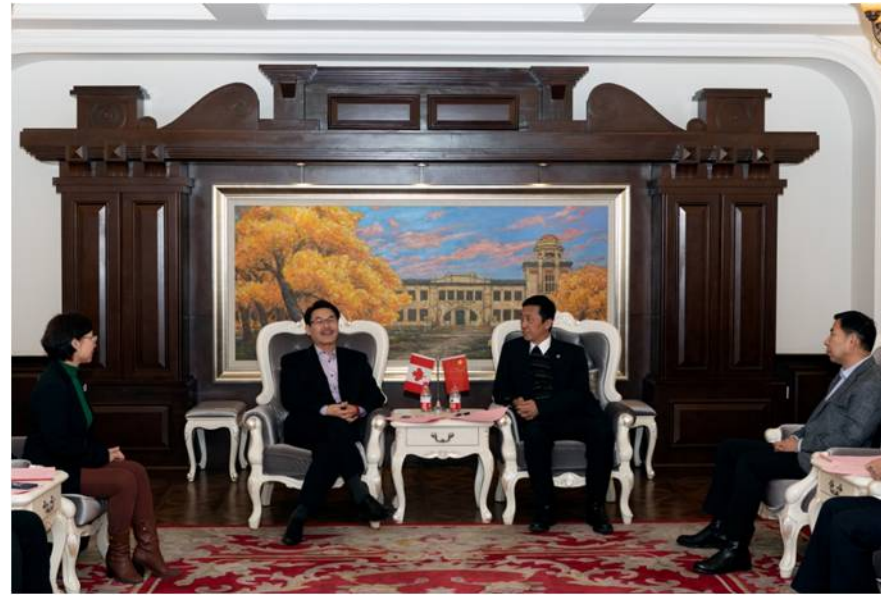
-HIT was founded in 1920. June 7, 2020 will be the 100th anniversary of HIT.

-HIT intends to adopt a cooperative mode of running schools with well-known schools in the world (currently supported by government policies).

-HIT may establish campus in Canada with a focus on medical materials, mechanical engineering, artificial intelligence, etc

-HIT is considering the establishment of a "space science centre" with York University in Markham

-HIT Robot Group (HRG) is HIT's own company. HRG plans to establish funding to support Canadian and Chinese post-secondary students in research and development in Canada



Zhou Yu, President, Harbin Institute of Technology

Harbin Institute of Technology -- School of Architecture

- Introduction of the City of Markham and The MIX.
- The signing ceremony of Y+S International Design Ltd. and Harbin Institute of Technology Urban Planning and Design Institute (HIT-UPDI)
- Visited urban planning and architecture displays in Harbin
- It is hoped that we can have some cooperative projects in urban and social development in Harbin and Markham. E.g. Smart City formulation.



Shanghai Hongkou District Exhibition — Jewish in China

- Met with Hongkou District Government officials to introduce the City of Markham and the Mix.
- Jewish story in Shanghai during the WWII
- Markham is now Canada's most diverse community with the highest proportion of visible minorities than any other city.
- They hope to organize a "Jewish in China" tour exhibition in Markham, also includes economic, cultural, and technological exchanges with Hongkou District.



Consulate General of Canada in Shanghai

Dave Murphy, Consul General

Jean-Christian Brilliant, Deputy Consul General

Feifei Ding, Senior Commercial Office/Economic Affairs

Joey Zhao, Ontario Trade Commissioner (Innovation and Investment)

- Introduction to City of Markham and The MIX.
- Discussed the purpose of the delegation and exchanged information on the host companies, projects and general business conditions in China.
- David and his team expressed support for Markham.
- There was a brief discussion of Canada–China relations and they encouraged us to promote the quality of Canada.
- 5 Page flyer includes the introduction of City of Markham, Mix and Science Park, etc.
- Flyer included the promotional slogans: “Made in Canada” and “Canadian Quality”.



Dave Murphy, Consul General of Canada in Shanghai

Shanghai Baoshan District & China BaoWu Steel Group

-Met with Baoshan District Government officials and Baowu Steel group to introduce the City of Markham, and the MIX.

-Met with executives of Wesocool Innovation Park Co.Ltd (a subsidiary of Baosteel Special Metal Co.Ltd.), discuss the opportunity of cooperation with the Mix.

-Met with YangPu District Municipal officials to review existing friendship City agreement with the City of Markham and to discuss future collaboration opportunities. Yangpu is a high tech hub in the Greater Shanghai area with 3 major universities.



Hu Daxin, Chairman,
China BaoWu Steel Group



"Tax income pouring in from all areas"
New Year banner slogan

Meeting in Nanjing

-Met with Nanjing Municipal Government officials to introduce the Canadian delegation, City of Markham. They are willing to help promote the city of Markham in Nanjing.

-Visited Canadian Commercial Corporation Representative Office (Nanjing). Had a discussion with Camille Song who will help to promote the city of Markham to the Nanjing companies which are interested in investing in Canada. Also put some City of Markham flyers on the display in their office.

-Visited The Nanjing RN Best Pharmaceutical Manufacturing facility and had a discussion with the CEO, they attempted to acquire Apotex, but the acquisition failed, This made him no longer believe in Canada. After discussion, they have confidence in the City of Markham and hope to have the opportunity to invest in Markham and the MIX in the future because

- highly educated demographic
- most diverse population, 78% immigrants
- high percentage of Chinese, 46 %

- He appreciates dealing with Chinese politicians



Camille Song, Manager/Trade Commissioner,
Canadian Commercial Corporation
Representative Office (Nanjing)

Nanjing Jiangning District High-Tech Industrial Development Zone

- Met with Jiangning District Government officials to introduce the City of Markham and the Mix.
- Visited AWS Amazon Joint Innovation Centre in Jiangning District High-Tech Industrial Development Zone,
- AWS (Amazon Web Service) is a cloud computing service since 2006



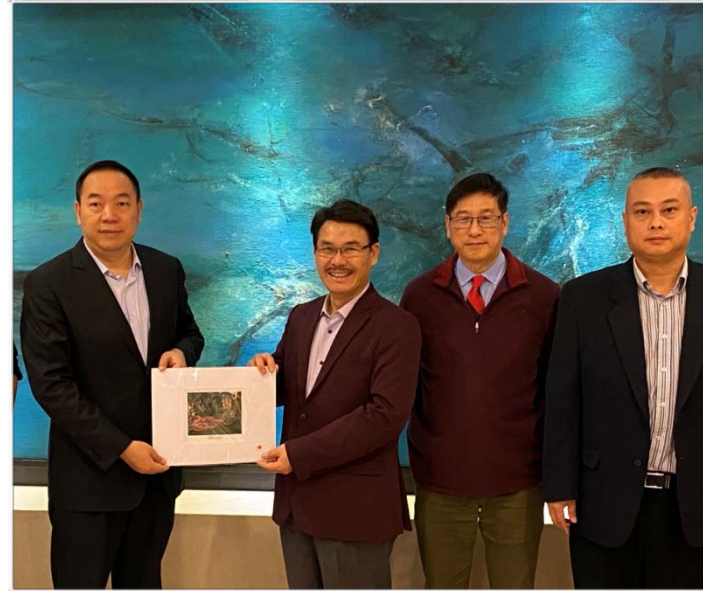
Pukou District High-Tech Development Zone & Nanjing Massacre Memorial Hall

- A major aviation technology Centre in China.
- Introduction to City of Markham and The MIX.
- Visited the Nanjing University of Aeronautics and Astronautics and met with executives to discuss and review Unmanned Aerial Vehicle commercialization projects.
- Met with UAIR Intelligent Technology Co Ltd. leadership to discuss product application opportunities for Canadian Agriculture purposes in Markham.
- Visited the Nanjing Massacre Memorial Hall, had a brief meeting with the curator and mentioned that we also have a memorial day in Markham.



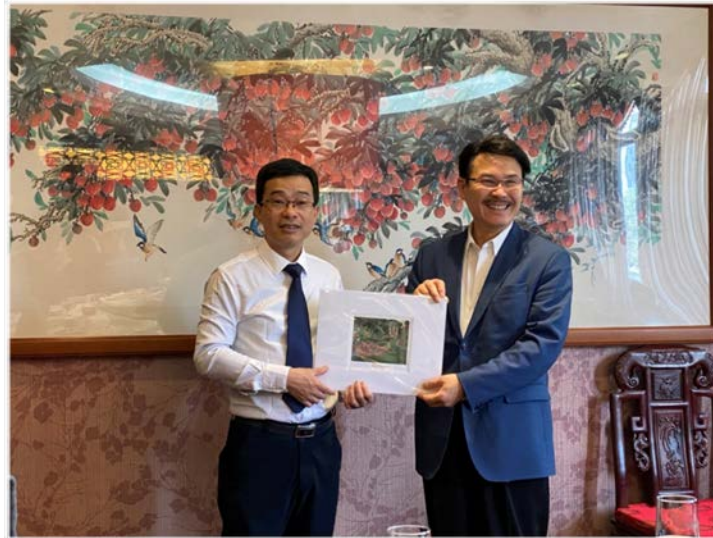
Cultural exchange in Foshan

- Visited Foshan Ancestral Temple and met with local cultural organizations to explore future collaborations and exchange of cultural activities.
- Met with Foshan municipal Government officials to introduce the City of Markham and the MIX. Reviewed existing friendship city agreement with the City of Markham and to discuss future collaboration opportunities.



Eounice Electromechanical Industry Co., Ltd. (Zengcheng)

- Met with Zengcheng district Government officials and CEO of Eounice Electromechanical Industry Co., Ltd. to introduce the City of Markham and the MIX.
- Visited Eounice which is a smart parking system factory, they are interested in the European and North American markets, They have the most advanced production equipment in the world. We also visited and observed the production process and simulation and practical use of products.
- They raised a number of questions about their technology and North American trademark registration, and potential Markham facilities, and expressed their investment intentions in Markham.
- Interviewed by local media.

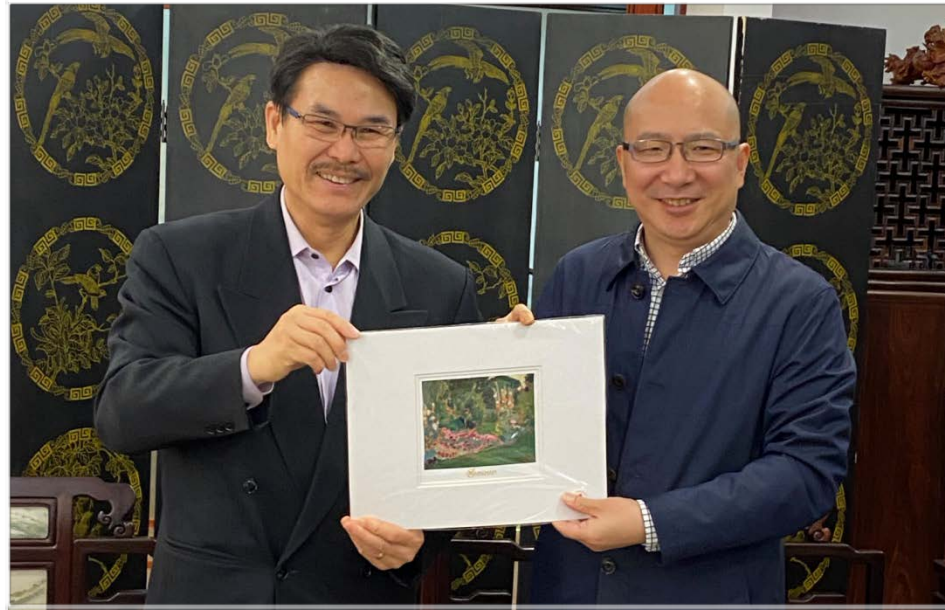


Provincial Situation Investigation and Research Centre of Guangdong Province & Gong Mei Gang Creative Industry Zone

-Met with the manager of Guangdong Provincial Situation Investigation and Research Centre to introduce the City of Markham. The main function of this centre is to organize the investigation and research of the situation in the province and the analysis of the relevant situation to provide decision-making references for the provincial party committee, the provincial government and relevant departments.

-Visited Gong Mei Gang Creative Industry Zone, we were shown the operation of Creative Park in China including the design of the building, creative sculptures, etc.

-Attended “China&Canada Cultural and Creative Communications Investigation”, introduced the City of Markham and our diverse community in Markham.



Huawei Dongguan Songshan Leak Headquarter

-Dongguan is a major manufacturing city in Southern China in Guangdong province.

-Visited Huawei Dongguan Songshan Leak Headquarter includes their mobile phone production line and r&d facilities, to learn how they improve productivity by encouraging employees to make suggestions on the production line for improvement.

-Met with the Marketing Director of Huawei Canada, discussed future development plans and projects in Canada for Huawei Canada.

-Toured the “European Town” campus in Huawei Dongguan Songshan Leak Headquarters. It was constructed in 2014 to house the research and development offices and accommodate up to 25,000 employees. The town isn't open to the public.



Shawn Zhang, Marketing Director, Huawei Canada

**EHang Egret Media Technology Co., Ltd
&
Dongqiaozhigu Industrial Zone**

-Met with Ehang Egret Media Technology Group in Guangzhou to discuss aerial media show opportunities in Markham.

-After the meeting they proved willing to have their North American or Canada office in Markham in the future. They are listed on NASDAQ but haven't started a business in North America yet.

-The first aerial media show performance in Markham will be their opportunity to enter the North American market.

-Visited Dongqiaozhigu Industrial Zone in Dongguan, met with Dongguan municipal Government officials to introduce the City of Markham and the MIX.

