

Markham's Participation in “Belt & Road” Summit and Related Programs May 16 – 20, 2016 Report on Outcomes and Activities

**Presentation to
Economic Development Committee
(October 24, 2016)**

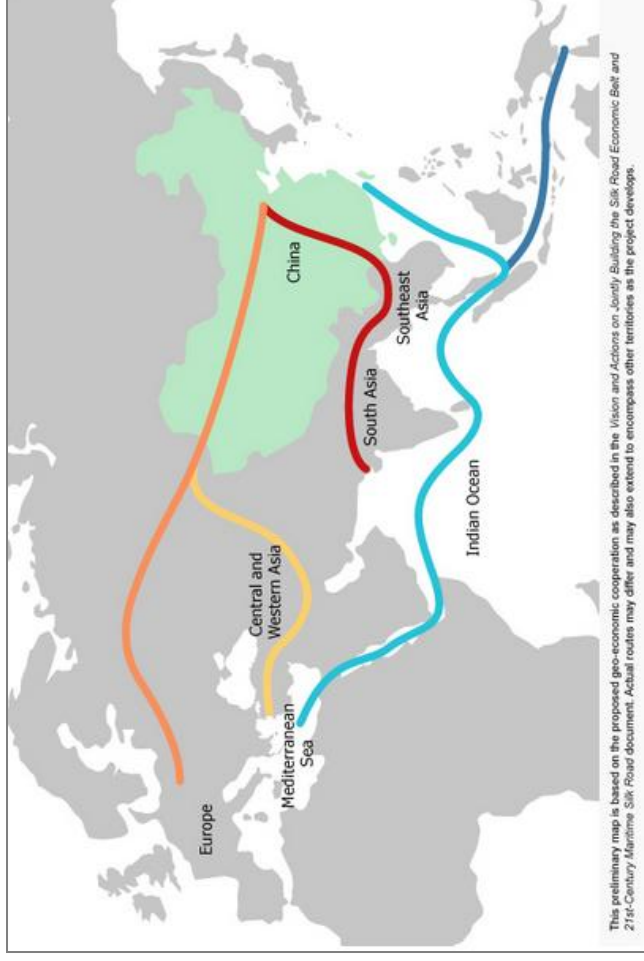
Background

- Markham was invited by Hong Kong Trade Development Council to participate in the “Belt and Road” Summit and Side Programs in Hong Kong and Shenzhen from May 16 to 20.
- On April 19, Council approved that the City of Markham be represented by one Senior Business Development Officer (Sandra Tam) and Regional Councillor Jim Jones.
- By participating in the Summit and the Side Programs, Markham gains the benefits of building international business relations, which may lead to increased investment and trade opportunities for Markham.
- It also addresses the objective of building Global Markham and Branded Markham.



About “Belt and Road”

The Silk Road Economic Belt and 21st Century Maritime Silk Road –
Five routes to connect Asia, Europe and Africa



The Belt and Road Initiative

- China's Belt and Road Initiative is designed to enhance the orderly free-flow of economic factors and the efficient allocation of resources by expanding business cooperation between East and West, from Asia to Europe via Southeast Asia, South Asia, Central Asia, West Asia and the Middle East.
- The "Belt" and "Road" refer to the Silk Road Economic Belt and the 21st Century Maritime Silk Road, respectively.
- The Initiative offers companies unparalleled opportunities to tap into new markets and explore the tremendous potential of the Chinese mainland, ASEAN countries and many other economies along the Belt and Road.

Summary of Meetings

- May 16
 - Arrival at Hong Kong
 - Meeting with Hong Kong Trade Development Council
- May 17
 - Meeting with Hong Kong Mass Transit Railway
 - » David Yam, Head of International Consultancy
 - » Sammy Wong, Head of Operating – West Region



Summary of Meetings

May 17 Visit to “Sustainable City Development – Rail plus Property Model”

About Hong Kong’s “Rail plus Property Model” :

- The Foundation of Hong Kong’s city development.
- MTR Corporation Ltd. granted land development rights alongside railway alignments to build integrated communities incorporating residences, offices, shops, schools, green spaces and other public facilities above the MTR stations.
- A successful and sustainable metro development model as the cost of building new railways is offset by the profits generated from property sales.
- Today, MTR is exporting its “Rail plus Property” expertise to other cities undergoing rapid urbanization.

Maritime Square – MTR Tsing Yi Station
- 46,000 sq.ft, 152 shops



Summary of Meetings

May 17 - Visit to “Sustainable City Development – Energizing Kowloon East”

About “Energizing Kowloon East Initiative”:

- Total area of 488 hectares
- A once major industrial zone comprised of the former Kai Tak Airport, Kwun Tong and Kowloon Bay business areas
- Transformed into a new business district to support economic growth and strengthen global competitiveness
- 30,000 companies, 260,000 jobs
- “Smart City”, low carbon and sustainable design concept, a test bed for innovation and collaboration



Summary of Meetings

May 17 Visit to “Sustainable City Development – Energizing Kowloon East”

Hong Kong’s First Zero Carbon Building (ZCB)

- Low Carbon Living
- Zero Carbon Building
- Sustainable Development

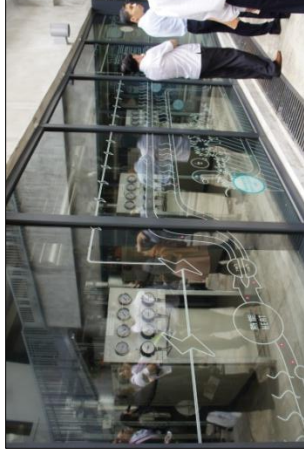


Zero Carbon Building (ZCB)



Light tube, chilled beam

Waste to energy –
large scale use of
biodiesel



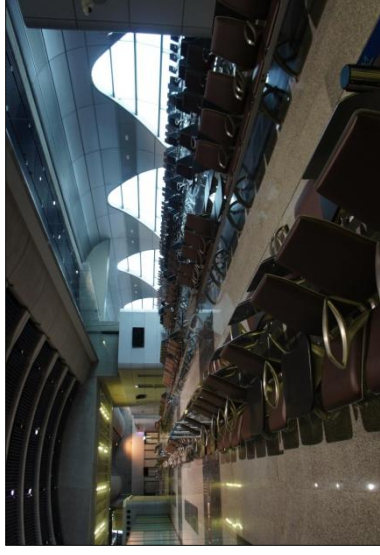
Intelligent Lighting
Management,
Floor Cooling System

Summary of Meetings

May 17 Visit to “**Sustainable City Development – Energizing Kowloon East**”

Kai Tak Cruise Terminal

- Accommodates two mega cruise ships up to 220,000 tons
- A sustainable building and construction approach
- Low energy consumption
- Long term sustainable performance



Summary of Meetings

May 18 Belt and Road Summit

- Attended by 2,400+ distinguished government officials, and business leaders covering 48 countries and regions.
- 40+ Business Exhibitors
- Opening Remarks: The Hon. C Y Leung, Chief Executive, Hong Kong Special Administrative Region

- Keynote Speech: Mr. Zhang Dejiang, Member of the Standing Committee of the Political Bureau of the Communist Party of China Central Committee; Chairman of the Standing Committee of the National People's Congress of the People's Republic of China



Summary of Meetings

May 18 Belt and Road Summit

- 40+ Prominent International Speakers
- Mr. Vincent H S Lo, Chairman, Hong Kong Trade Development Council
- Mrs. Laura Cha, Chairman, Financial Services Development Council, Hong Kong
- HE Eng Sultan Saeed AlMansoori, Minister of Economy of the United Arab Emirates
- HE Ong Ka Chuan, Second Minister of International Trade and Industry, Malaysia
- Mr. Franky Sibarani, Chairman, Indonesia Investment Coordinating Board
- Mr. Douglas J Flint, Group Chairman, HSBC Holdings plc
- Dr. D J Pandian, Vice President, Chief Investment Officer, Asian Infrastructure Investment Bank
- The Hon. John Tsang, Financial Secretary, Hong Kong Special Administrative Region
- Others....



Summary of Meetings

May 18 Belt and Road Summit – Plenary Sessions

1. *Enhancing Cross-sector Connectivity along the Belt and Road*

- Speakers representing internationally renowned conglomerates offer insights into closer cooperation across sectors along the Belt and Road.

2. *Investment in Belt and Road Countries: Policy Makers' Perspective*

- Policy Makers representing major Belt and Road economies share their views from their respective country's perspective on how the initiative is expected to drive growth of economies.

3. *Partnerships with ASEAN: Why Crucial under the Belt and Road Initiative*

- Renowned business leaders share their views on the prospects of the collaboration between China, Hong Kong and ASEAN and the markets created due to this partnership.



Summary of Meetings

May 18 Belt and Road Summit

Keynote Address

by *Ms. Jin Qi, Chairman, Silk Road Fund*

- Discussion on the implications of the US\$40 billion Silk Road Fund that was established to finance the Belt and Road Initiative, as well as the business opportunities for project owners and investors.

Concurrent Investment and Business Matching Workshops

- Investors, project owners and service professionals were brought together to build business partnerships through exchanging ideas, networking and matching



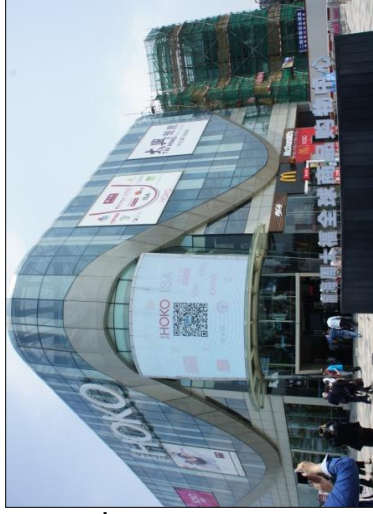
Summary of Meetings

May 19 Day Trip to Shenzhen, China

- Visit to Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone



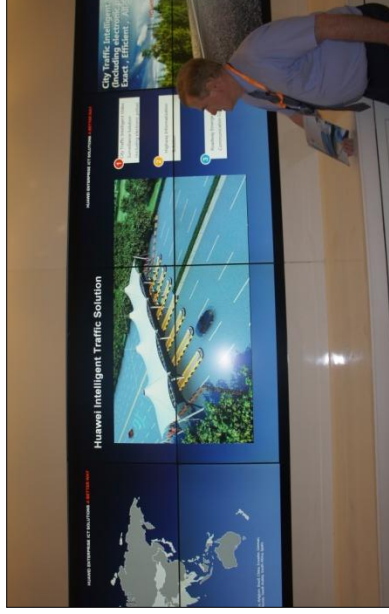
- Visit to Qianhai Chow Tai Fook Global Goods Shopping Centre – an O2O (online-to-off-line) business model; 20,000 square meters built in 6 months.



Summary of Meetings

May 19 Day Trip to Shenzhen, China (cont'd)

- Visit to China Merchants Group New Shekou Exhibition Halls: a core hub in the Greater Pearl River Delta International Metropolitan area and a world-class coastal city complex of over 1 million sq. meters
- Visit to Huawei Technologies: learned about newest 5G and smart transportation technologies.



Outcomes

- Promoted Markham's strength as Canada's Hi-Tech Capital, a regional financial centre and a hub for professional, scientific and technical services.
- Developed connection with strategic partners such as the Hong Kong Economic and Trade Office, Hong Kong Trade Development Council, Hong Kong Canada Business Association, Canadian Chamber of Commerce in Hong Kong, Institute of Certified Management Accountants etc.
 - To continue communication about the "Belt and Road" Initiative,
 - To leverage these partnerships to further promote Markham in Asia, and
 - To explore opportunities in other areas for Markham companies.
- Obtained first-hand market intelligence of the "Belt and Road" Initiative with a view to assisting interested Markham companies to find and use this information efficiently and effectively.
- Connected to "Belt and Road" business opportunities to share with relevant Markham companies to tap into these opportunities.
- Understand benefits of major infrastructure projects to local communities.

Follow-On Activities

- Markham was invited by Hong Kong Trade Development Council to participate in the “Canadian Belt and Road Initiative Network”
 - a platform established immediately after the Summit for sharing intelligence and to sustain business opportunities for Canadian businesses related to the Belt and Road Initiative.
- Consider participation in the 2017 Belt and Road Summit in Hong Kong.
- Prime Minister Trudeau announced Canada will apply for membership in the Asian Infrastructure Investment Bank.