



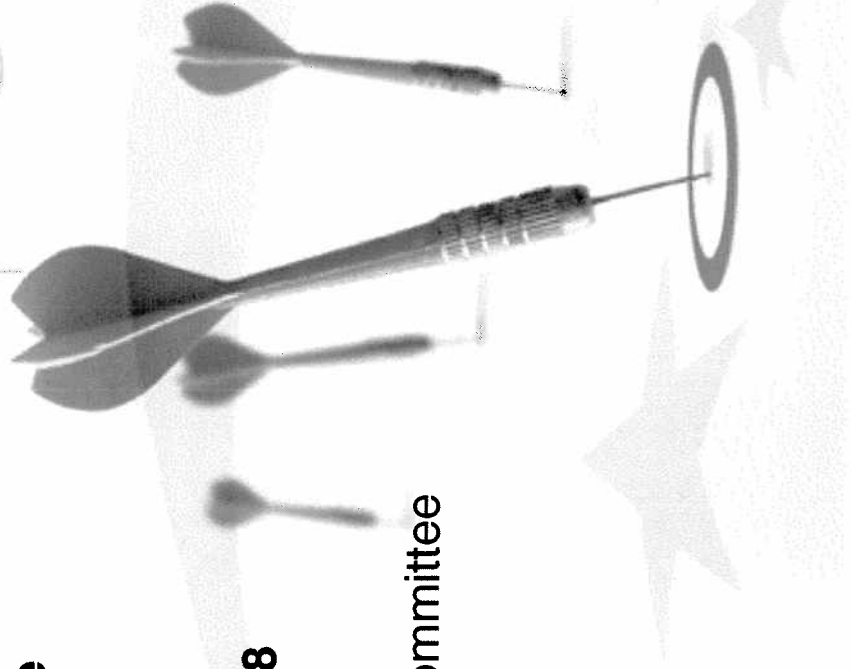
Markham

China Business Mission 08

(Status as of February 14th, 2008- To be
Updated at March 4th meeting)

Markham Business China Mission, 2008 Pre-Mission Update

Presentation to Development Services Committee
Economic Development Department
Date: March 4, 2008



Presentation Outline

- Mission Objectives
- Mission Delegates
- Agenda Update
- Organizing Partners

Mission Objectives

- Strengthen Economic ties between Wuhan and Markham
- Build business links with the Zhongguancun Science Park
- Develop business-to-business and government to government partnerships leading to jobs and opportunity for Markham
- Further identify opportunities to increase investment and trade
- Raise awareness about Markham's competitive advantages and investment opportunities

Expected Outcomes

- Reinforce our commitment to Wuhan
- Build the relationship between our communities as a way to facilitate trade and investment flows between our cities
- Engage in business to business partnerships
- Increase understanding of business opportunities in China and in Markham
- Increase awareness of Markham's innovative leadership and businesses
- Establish agents in both markets to promote a long term mutually beneficial relationship

Mission Delegates

Research and Innovation

- York University, Faculty of Research and Innovation
- York Region District School Board, York Region Learning Connections
- Seneca College

Business Services

- Artaflex
- Torce Financial
- Leung and Company
- ASG Financial Corp.
- ESM Group
- Peak Garden Developments
- Visar Realty
- Wilson Vukelich

Government

- Town of Markham
- Regional Municipality of York

Delegate Objectives

(sample of delegate business meetings request)

Explore opportunities with researchers, industry, and government officials in the following areas:

- space and atmospheric research
- medical device research (i.e. NCMD-D-related)
- screen-based, digital media and next generation entertainment technology research (i.e. CONCERT-related)
- international relations (including Asian research, security research, etc)

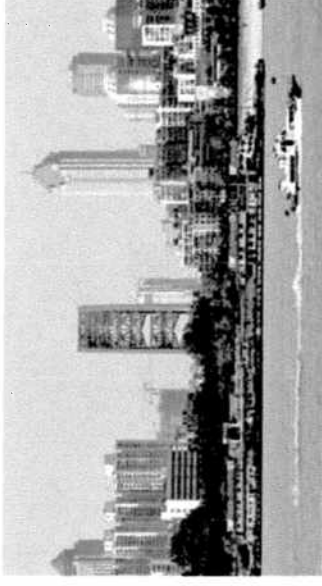
Research and Innovation (under development)

- In response to program request, meetings will be scheduled with such institutions as:
 - Beijing Academy of Optoelectronics
 - School of International Studies, Renmin University and/or Peking University
 - Central Academy of Fine Arts (animation and design)
 - As well as focus on science parks

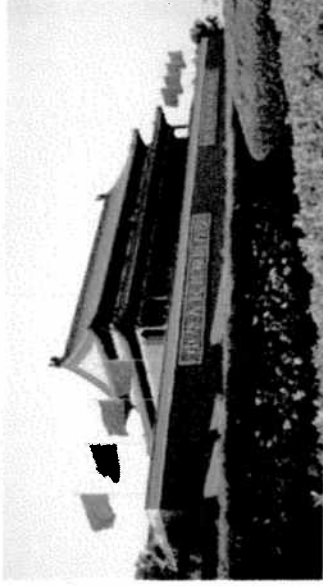
Mission Destinations



Shanghai



Wuhan



Beijing



Hong Kong

Organizing Partners

- Canadian Consulate in Shanghai
- Canada Shanghai Business Association
- Ontario Ministry of Economic Development and Trade,
- International Marketing Centre in Shanghai and Beijing
- City of Wuhan
- Canadian Embassy in Beijing
- Canadian Consulate in Hong Kong
- Consulate General of the People's Republic of China in Toronto
- Foreign Affairs and International Trade Canada
- Hong Kong Economic and Trade Office (Canada)
- Hong Kong Trade Development Council in Canada
- Zhongguancun Science Centre in Beijing and Representative Office in Markham
- Hong Kong Science and Technology Park
- HSBC

Agenda - Days 1&2 (Shanghai)

Saturday March 29th 4:30pm Arrive in Shanghai

- Transfer to Shanghai Okura Garden Hotel
- Evening Opportunity to attend UHS Post- Concert Reception
- Effort underway to arrange networking opportunity

Sunday March 30th

- Orientation and Delegate Briefing
- Attend local business functions (to be scheduled)
- Site visits to Bund, Town God's Temple, Yu Garden & Shanghai's world-renown museum (TBC)
- Opportunity for delegates to meet with counterparts on a one-to-one basis

Agenda – Day 3 (Shanghai)

Monday March 31st

- 8:00 am Breakfast Briefing by Canadian Consulate and Ontario International Marketing Centre
- 10:00 am Visit to Jiao Tong University
- 12:00 pm Brief Lunch hosted by Jiao Tong University
- 2:30 pm Visit to Yangpu District
- 3:00 pm Site visit “North America Headquarter Mansion” project by Markham company
- 3:30 pm Site Visit to Yangpu Chuangzhi High Tech Park
- 4:30 pm Site visit to Wanda Plaza
- 5:30 pm Site Visit to New Jiangwan Town and Fudan University new campus, Shanghai’s newest largest Urban community.
- 6:30 pm Welcome Markham delegation dinner hosted by Yangpu District Government, Shanghai

Agenda - Day 4 (Shanghai/Wuhan)

Tuesday April 1st

- AM Presentation and Business Networking Event in partnership with local business association
- PM Depart for Wuhan
- PM Arrive Wuhan
 - Transfer to hotel
- Late PM Welcome meetings with Wuhan New Mayor Mr Ruan Chengfa and Deputy Mayor Yue Yong in charge of foreign affairs office
- Dinner
 - Official dinner to be hosted by Wuhan Municipal People's Government

Agenda - Day 5 (Wuhan)

Wednesday April 2nd

- 8:00 am Breakfast at the hotel
- 8:45 am Depart from Hotel to East Lake Zone
- 9:30 am Arrive at East Lake Hi and New Technology Development Zone
- 9:40 am Official welcome by East Lake Director, Mr. Liu Chuantie
- 9:50 am Introduction to the latest development about the zone and Q and A
- 10:30 am Visit companies and manufacturing vendors
- 12:00 pm Working lunch to be hosted by East Lake
- 2:00 pm Match-making discussions
- 6:00 pm Dinner hosted by City of Wuhan

Agenda – Day 6 (Wuhan/Beijing)

Thursday April 3rd

- 8:00 am City to City Breakfast Meeting, Hosted by Markham
- 9:00 Urban Development and Cultural Infrastructure-visits to Yellow Crane; The East Lake; Hubei Provincial Museum
- PM Depart for Beijing
- PM Arrive Beijing
 - Transfer to hotel
- Mayor to Meet with Founder Executive Team
- PM/Evening Business Meetings

Agenda- Day 7 (Beijing)

Friday April 4th

- 8:30 am Breakfast Market Briefing, Canadian Embassy, Ontario International Marketing Centre
- 10:30 am Site Visit Zhongguancun Science Park
- Noon Zhongguancun Science Park business networking luncheon
- PM Business Meeting, Founder International Inc.
- PM Individual Business Meetings
- Evening Official dinner hosted by Markham

Agenda - Day 8&9 (Beijing/Hong Kong)

Saturday April 5th

- AM/PM Opportunity for individual business meetings
- Evening Networking and Follow-ups

Sunday April 6th

- AM Depart for Hong Kong
- PM Arrive in Hong Kong
 - » Transfer to hotel
- Evening Opportunity for individual business meetings
- Urban Development and Cultural Infrastructure Site visits

Agenda - Day 10 (Hong Kong)

Monday April 7th

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|----------|---|
| 8:00 am | Breakfast Market Briefing Session with
Consulate General of Canada in Hong Kong
and Selected Speakers: "Doing Business in
HK / HK as a Gateway to China" |
| 10:30 am | Site Visit to Hong Kong Science and
Technology Park |
| Noon | Lunch and Networking at Hong Kong Science
and Technology Park |
| PM | Business Meetings |
| Evening | Business Reception hosted by HSBC |

Agenda - Day 11 (Hong Kong)

Tuesday April 8th

- 8:15 am Hotel Checkout
- 9:00 am Business Networking Event (in partnership with local business association)
- AM Pre-arranged Meetings with Government Trade and Investment Offices

Could Include:

- HKTDC
- HKSAR Government

- PM Depart for Toronto Airport
- PM Arrive Toronto

Planning Committee Members

- **HONORARY MISSION CHAIR**
- His Worship Mayor Frank Scarpitti
- **CO-CHAIRS**
- Benedict Leung, *President, Richmond Hill & Markham Chinese Business Association (RHMCBA)*
- Richard Cunningham, *President, Markham Board of Trade (MBT)*
- Tony Wong, *Regional Councillor & Chair Economic Development Committee*
- **COMMITTEE MEMBERS**
- David Ho, *Past President, RHMCBA*
- Emily Kung Quance, *VP & Director, RHMCBA*
- Will Sung, *Founder Director, RHMCBA*
- Jane Ng, *General Manager, RHMCBA*
- Khalid Usman, *Chartered Accountant*
- Mary Ann Quagliara, *Director, Business Development & Marketing, Markham Board of Trade*
- Michael Hergott, *Account Manager, TD Commercial Banking*
- Mimi Chau, *President, Wah Lung Labels (Canada) Inc.*
- Stephen Wong, *President, ESM Group*
- Stephen Chait, *Director, Economic Development Department*
- Christina Kakaflikas, *Manager, Special Projects*