

■ SPECIAL REPORT ■

MESSAGE



Jeff Nankivell, Consul General of Canada

It is my great pleasure to extend my best wishes to each of you as we mark an important milestone in Canada's 150th birthday. It is our privilege to share this significant moment with Hong Kong, as we recognise the 20th anniversary of its handover.

This year, Canada invites you to join the Canada 150 celebrations as we continue to offer the world a premier destination to visit, study, work, invest and live.

The major Canada 150 themes are: diversity and inclusion, reconciliation with indigenous peoples, environment and youth. One of the consulate's Canada 150 goals is to promote Canada as an innovative, competitive and welcoming nation.

Not only do we have the same birthday, Canada and Hong Kong share similar Commonwealth values – a deep respect for human rights, diversity, fundamental freedoms, good governance and the rule of law. All of these form the foundation of the close co-operation.

In 2017, Canadians in Hong Kong and Macau are celebrating Canada's extraordinary partnership with the two special administrative regions with the theme, "Coast to Coast".

A well-deserved tribute that is reflected in many of the success stories of Canadians in Hong Kong and Macau, who strive to build stronger ties between Canada, Hong Kong and Macau. With 300,000 Canadians living in the city, Hong Kong boasts one of the largest Canadian diasporas globally and there is no other city in the world outside of Canada with such a significant, influential and dynamic

Canadian community. Another key element of the Canada-Hong Kong relationship is our robust bilateral trade and investment ties. The Canada-Hong Kong Foreign Investment Promotion and Protection Agreement entered into force in September 2016, providing investors assurance of fair and equitable treatment.

On the innovation front, the consulate hosted our first Fintech Partnering Development Mission in January 2017, with the participation of six Canadian fintech companies.

Canada remains attractive to Hongkongers, as demonstrated by the more than 4,000 young people who choose Canada each year as their study destination, making the city Canada's 18th largest source of international students. Canada continues to welcome outstanding students from around the world, who not only enrich our institutions and communities, but make Canada more innovative and competitive.

We look back at the past year with a sense of pride and accomplishment. Many Canadian dignitaries have visited the city, all eager to solidify our relationship. They include Prime Minister Justin Trudeau, and ministers responsible for international trade, and immigration, refugees and citizenship.

I believe that we are poised for an era of even greater significance between Canada and Hong Kong. I look forward to your continued support such that the robust and dynamic ties between Canada and Hong Kong can continue to grow and strengthen for another 150 years.

Happy Canada Day and Canada 150.

TRADE

HONG KONG HUNGRY FOR MORE

Pavilion has access to 400 million consumers, writes NAZVI CAREEM

Canada is banking on an expansion of e-commerce networks to boost its already significant food exports to China, using platforms by established giants such as Alibaba to reach mainland consumers directly.

China is Canada's second-largest export market for agriculture, agri-food, fish and seafood products, valued at C\$6.9 billion (HK\$40.6 billion) in 2016.

With a "Canada Pavilion" on Alibaba's Tmall online shopping website since September 2016, Canadian food companies can display products popular in China, such as anola, soybeans, non-durum wheat, dried peas, fish and seafood, grains, fats and oils, meat and vegetables, to more than 400 million Chinese consumers without having to go through a middle man.

"To help serve the Chinese market, Canada is actively engaged in selling its food and beverage products on major e-commerce platforms like YHD and JD.com," says the Consul General of Canada, Jeff Nankivell.

"In addition, a Canada Pavilion on Tmall Global was launched during Prime Minister Justin Trudeau's visit to China."

Alibaba owns the South China Morning Post. Food and agricultural products are only part of the trade relationship between Canada and China, which is the North American country's second-largest single trading partner. In 2016, two-way merchandise trade between the two nations reached almost C\$85.4 billion, accounting for 8.1 per cent of Canada's total merchandise trade.

More than 500 Canadian firms are active in China and are operating in diverse sectors such as life sciences, automotive, aerospace, transport, financial services, information and

communication technologies, as well as clean technology.

In February this year, Canadian and Chinese officials started exploratory talks in Beijing about the viability of launching discussions on a potential free-trade agreement between the two countries.

The first round of meetings took place in Beijing from February 20 to 24, and a second round was held in Ottawa from April 24 to 28. A third round is scheduled for Beijing from July 31 to August 4.

"Expanding trade and investment with large, fast-growing markets, including China, is a government priority," Nankivell says. "This is why Canada and China have launched exploratory discussions to assess the potential of an FTA negotiation."

"These exploratory discussions are a key step for Canada to determine whether there is sufficient interest and economic benefit to pursue an

FTA. They also serve to inform what issues or areas could be included in a potential agreement." Exploratory discussions are not FTA negotiations, and do not prejudice whether the two countries will ultimately decide to launch FTA negotiations.

Hong Kong remains an important standalone market for Canadian companies and products, as well as being a key springboard into China for firms aiming to grow their businesses outside of the city.

There are around 200 Canadian companies with offices in Hong Kong representing major players in banking, insurance – Manulife being among the biggest – pension companies and a number of small and medium-sized enterprises. Hong Kong is also popular as a regional base for many Canadian companies.

Hong Kong is a major investment partner for Canada. The stock of Canadian direct investment in Hong Kong

reached C\$7.3 billion at the end of 2016, rising 109 per cent since 2012. The total stock of Hong Kong direct investment in Canada stood at C\$16.1 billion in 2016, representing Asia's third-largest source of FDI into Canada after Japan and China.

"Hong Kong's economic prosperity, stability and rule of law remain critical for the large Canadian diaspora in Hong Kong and the robust Canada-Hong Kong commercial relationship," Nankivell says.

"Canada supports the continued integrity of the 'One Country, Two Systems' framework."

Hong Kong is Canada's seventh-largest export market for services. Canada's exports of services to Hong Kong grew 58 per cent from C\$1.2 billion in 2011 to C\$1.9 billion in 2015. Over the past five years, Canada's merchandise exports to Hong Kong have grown 47 per cent. In 2016, Hong Kong was the largest export destination for North American ginseng, the

second-largest for beef and beef products, fourth-largest for fish and seafood and 13th-largest for goods overall.

Nankivell says that Canadian exports to Hong Kong include everything from telecommunication devices, to train signalling systems, as well as engineering and financial services. Engineering services represent a key component of Canadian ingenuity, skills and proprietary services.

It is estimated that Canadian technology is behind 90 per cent of Hong Kong's rail signalling systems. Major players include: Thales, Delcan and IBM – all active in designing and installing traffic control and surveillance systems in either the rail or road networks in Hong Kong.

A growing number of Canadian ICT companies are setting up in Hong Kong to gain a foothold in the market, as well as the region. There are 39 Canadian ICT companies that have a physical presence in Hong Kong.



Vancouver's sizeable Chinese population gives it a pivotal role to play as trade links between Canada and China strengthen. Photo: Alamy

FOOD

Eateries pull out all stops to challenge the old stereotypes

Vicki Williams

From curated menus featuring Canadian produce through to an all-day party, some Hong Kong restaurants are marking the 150th celebration by showing diners that there is more to Canadian cuisine than poutine.

Until July 9, select restaurants, including Porterhouse by Laris, Tokio Joe, Kyoto Joe, Jinjuu and Dot Cod Seafood Restaurant, are taking part in the Taste of Canada event – an initiative from the Canadian Chamber of Commerce in Hong Kong in conjunction with Lan Kwai Fong Group and others. Each restaurant will aim to showcase Canadian produce, such as beef, seafood, wine and spirits, and special dishes, cocktails and menus.

For example, Porterhouse is creating an entire Canadian-inspired four-course menu, with a main course of Canadian slow-cooked prime beef served with red wine sauce, truffled potato gratin and glazed baby carrots. Dot Cod is offering the seasonal Salsin mussels, known for their large size due to being found in deeper waters. The mollusc is steamed in a choice of sauces, including a classic white wine, garlic, cream and parsley combination, and tomato concasse, olives, garlic and basil. Grilled Canadian rib-eye is the hero of the restaurant's Steak Night menu, served on Monday and Tuesday evenings.

Diners at Kyoto Joe will be able to get a taste of Canada in two dishes – shrimp sashimi, and gyudon, which is sliced beef short rib in teriyaki sauce.

Jinjuu has chosen to highlight two ingredients – Canadian Club whisky and organic maple syrup – in the Gooderham Pineapple cocktail, which also includes lemon, pineapple, egg white and bitters. The drink is so named in honour of one half of the Gooderham and Worts distillery company, credited as the creators of the whisky.

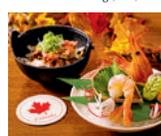
Indian restaurant Jashan is also taking part, and will be showcasing Canadian halibut. The fish will be grilled and then served in a spiced Nilgiri gravy. Derrick Lee, president of the



The huge terrace at Shore is the place to be for a party on the big day.

Canadian Chamber of Commerce in Hong Kong, says that Canada has a reputation for high-quality ingredients and it is great to see these participating restaurants feature Canadian inspired dishes and cocktails.

Also highlighting Canadian produce (on a continuing basis) is Canadian burger and steak restaurant, The Big Bite. In addition to char-grill burgers and steaks, the North York restaurant is also known for its buffalo chicken wings, ribs, hot



Gyu don sliced beef short rib in teriyaki sauce (left) and shrimp sashimi, served at Kyoto Joe.

dogs, poutine, and a range of Canadian craft beers. All burgers are made from 100 per cent ground Canadian sirloin and popular choices include The Fat Bastard with double patty, cheese and bacon – no bun. Shore, in conjunction with the Canadian Club and the General Consulate of Canada, is a steakhouse that is going all out with festivities today, beginning with brunch and ending with a party that is set to go on till late.

Brunch highlights classics such as Canadian bacon and maple syrup, and the more unusual for Hong Kong diners, such as beaver tail (a pastry). Prominent Canadians in the community, including Lee, will be preparing the dishes. Drinks will include Classic Caesars, ice wine, and craft beer.

The event is family-friendly, with special prices for children (including adults' and complimentary for domestic helpers).

The restaurant is also serving a four-course, Canadian wine-paired dinner menu inspired by the country itself and will shine the spotlight on artisan ingredients, such as Noble maple and birch tree extract. Canadian beef is the star of one main option in the dish: charcoal grilled sirloin with accents of bourbon, peppercorns, celery root and puffed wild rice.

The restaurant's large terrace will be the location for the party, with a package that includes a three-hour free flow of drinks, including Canadian craft beer, with Canadian DJs on the decks. Artisan smokehouse CRFT-PTT is also joining in with a special, "The PTT Canada Day", lunch menu that features its signature baby back ribs, and mac 'n' cheese. A Montreal-style smoked meat sandwich, an open faced hot turkey sandwich with poutine gravy, and deep fried beaver tails with maple syrup are also on the menu. There will also be special offers on beers.



To our friends and to all,
HAPPY CANADA DAY
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