

# Managing your China business

*How Hong Kong + Ceps make it easier*



Frederick Lam  
Executive Director (Designate)  
Hong Kong Trade Development Council



# Hong Kong + Pearl River Delta



# Pearl River Delta - 1979



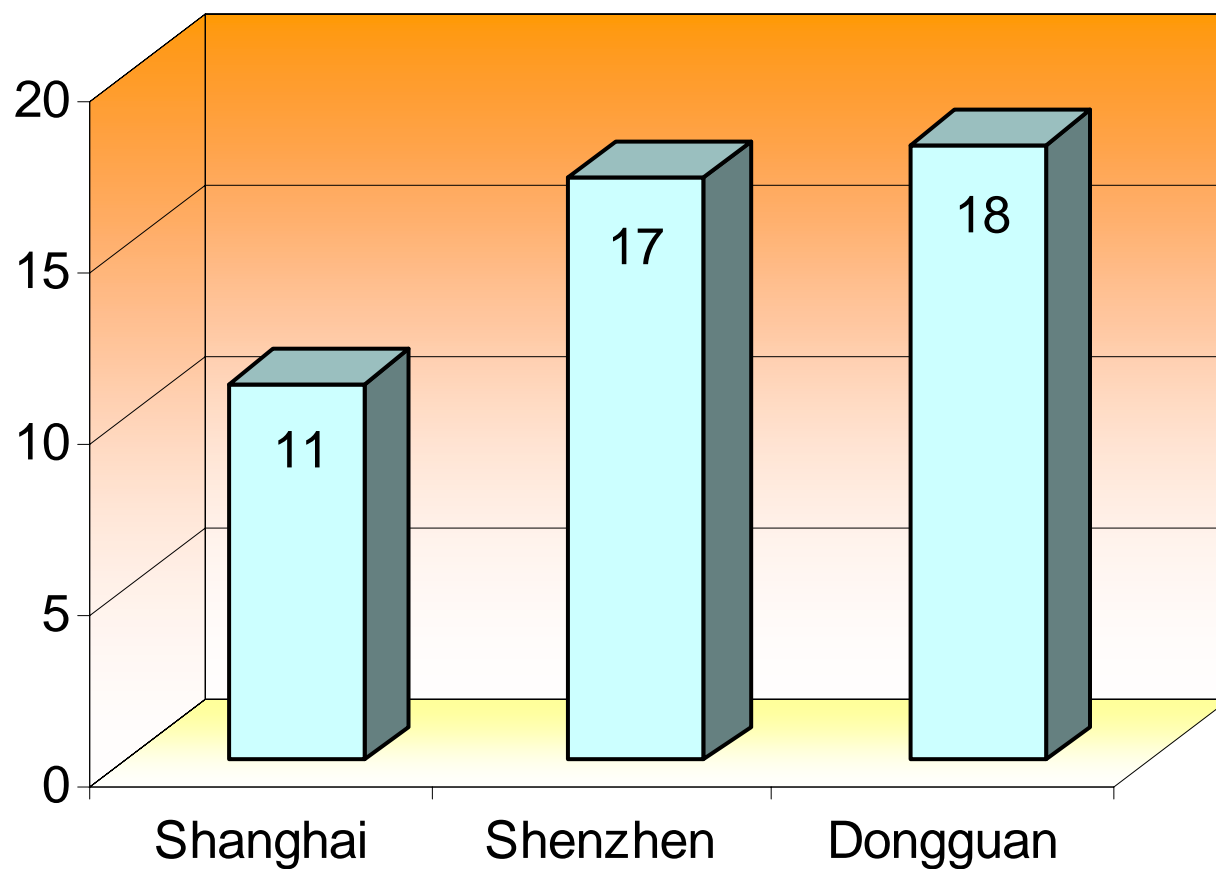


# Pearl River Delta - 2003



# Pearl River Delta economic strength

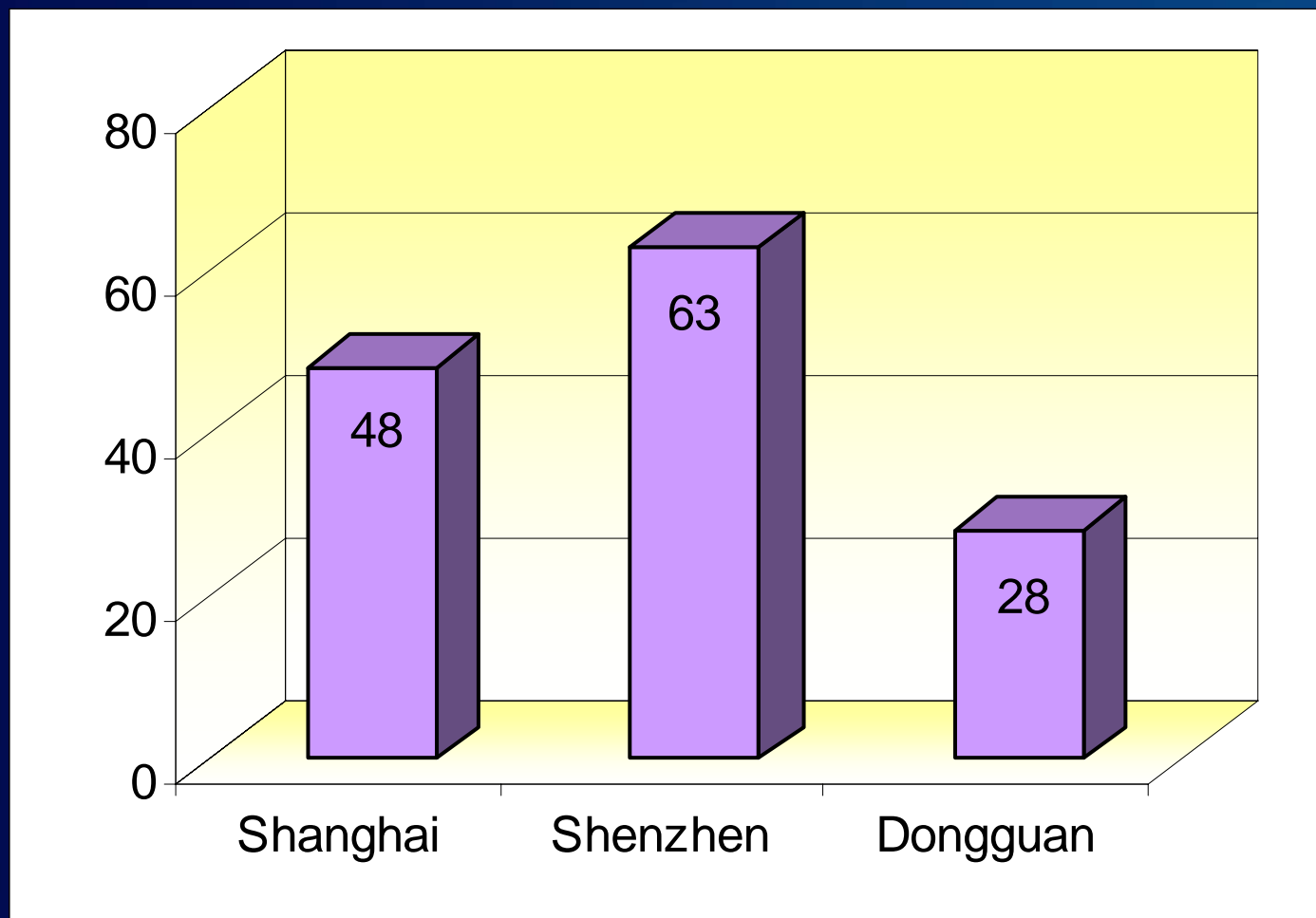
% GDP growth ('97 – '03)



Source: Statistical Yearbook of Guangdong and Shanghai, 2003

# Pearl River Delta export strength

Exports US\$bn (2002)



Source: Statistical Yearbook of Guangdong and Shanghai, 2003



# Hong Kong + Pearl River Delta

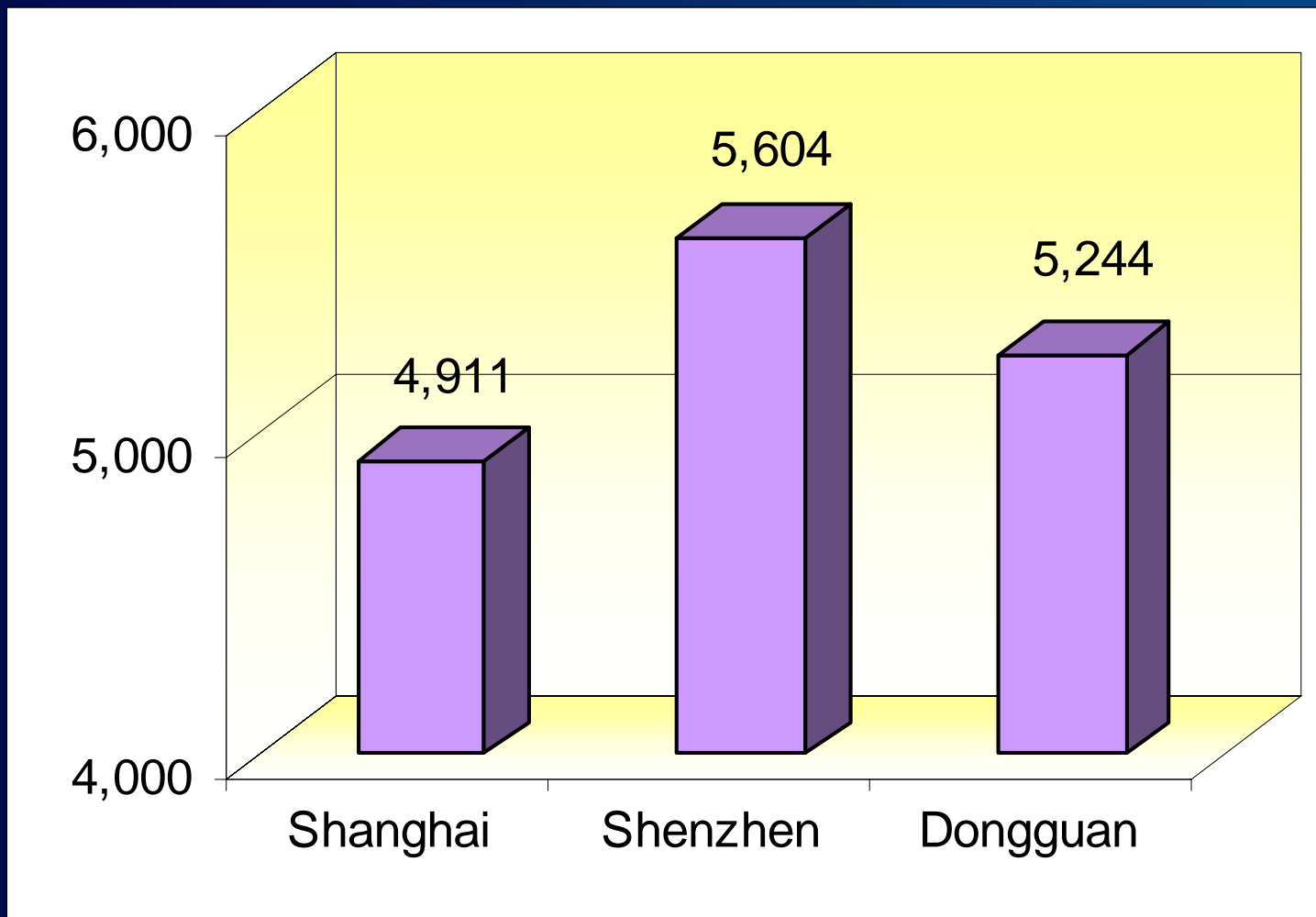


Management centre  
+  
Quality, cost competitive  
manufacturing





# Pearl River Delta spending power

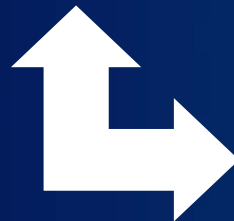


Source: Statistical Yearbook of Guangdong and Shanghai, 2002

# China - Switzerland



- 230 x bigger!
- 185 x population!



# Easy access to China's middle class



.. Hong Kong has  
the experience  
and networks to  
make selling to  
China a reality ..



# Cepa: expanding Hong Kong's role

- Free trade deal
- Preferential access to China
- Better than WTO!
- *Any nationality eligible*

# Cepa: Easier access to China

## For manufacturers:

- Duty-free exports to China
- “Made in Hong Kong” products benefit

## For service companies:

- Easier access
- Wholly-owned operations





# 1. Easy/efficient business environment



## 2. Financial / logistics centre



Hong Kong  
International Airport  
#1 for air cargo

Hong Kong  
container port  
#1 for sea cargo



### 3. China access / experience



- 25 years experience
- Largest investor
- Strong network
- Preferential access
- Cultural awareness





# How TDC can help: Business matching

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**Latest Hong Kong Postings**

[HKG] **URGENTLY LOOKING FOR BUDGET TABLEWARE (Funny Cartoon Design, Band name designs are wellcome)**  
Looking for party tableware sets with funny cartoon patterns such as paper plates

[HKG] **I'm looking for ready stock of eye masks**  
Item: Eye Masks Colour: darkblue Quantity: 500 / 1'000 / 2'000 / 5'000 pos ...

[HKG] **Look for UL 2651, UL 1692**  
UL 1692 28AWG, out jacket colour : yellow, orange, red and brown. UL 2651 Flat cable, 60Pins 1 ...

**Hot Items**

- (KOR) Find : Telescopes for Children
- (HKG) Find : 3D Laser Crystal Globe
- (HKG) Offer : Steel Cipher Safes
- (ITA) Find : Wireless A/V Transmitter Set
- (USA) Find : Quality Gravure Printers
- (NPL) Find : Solar Generated Products & Cells
- (PER) Find : Plastic Atomizer
- (HKG) Find : MP3
- (HKG) Offer : Mini Swimming Lifesaver (Lifecap)
- (HKG) Offer : Digital Camera

Search By Posting Type

- Find Product (650)
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- Find Service (38)
- Offer Service (243)
- Find Agent (192)
- Offer Agency (45)
- Distributorship (110)
- Technology Transfer (15)
- Franchising (9)
- Investment (42)
- Joint Venture (43)
- Licensing (11)

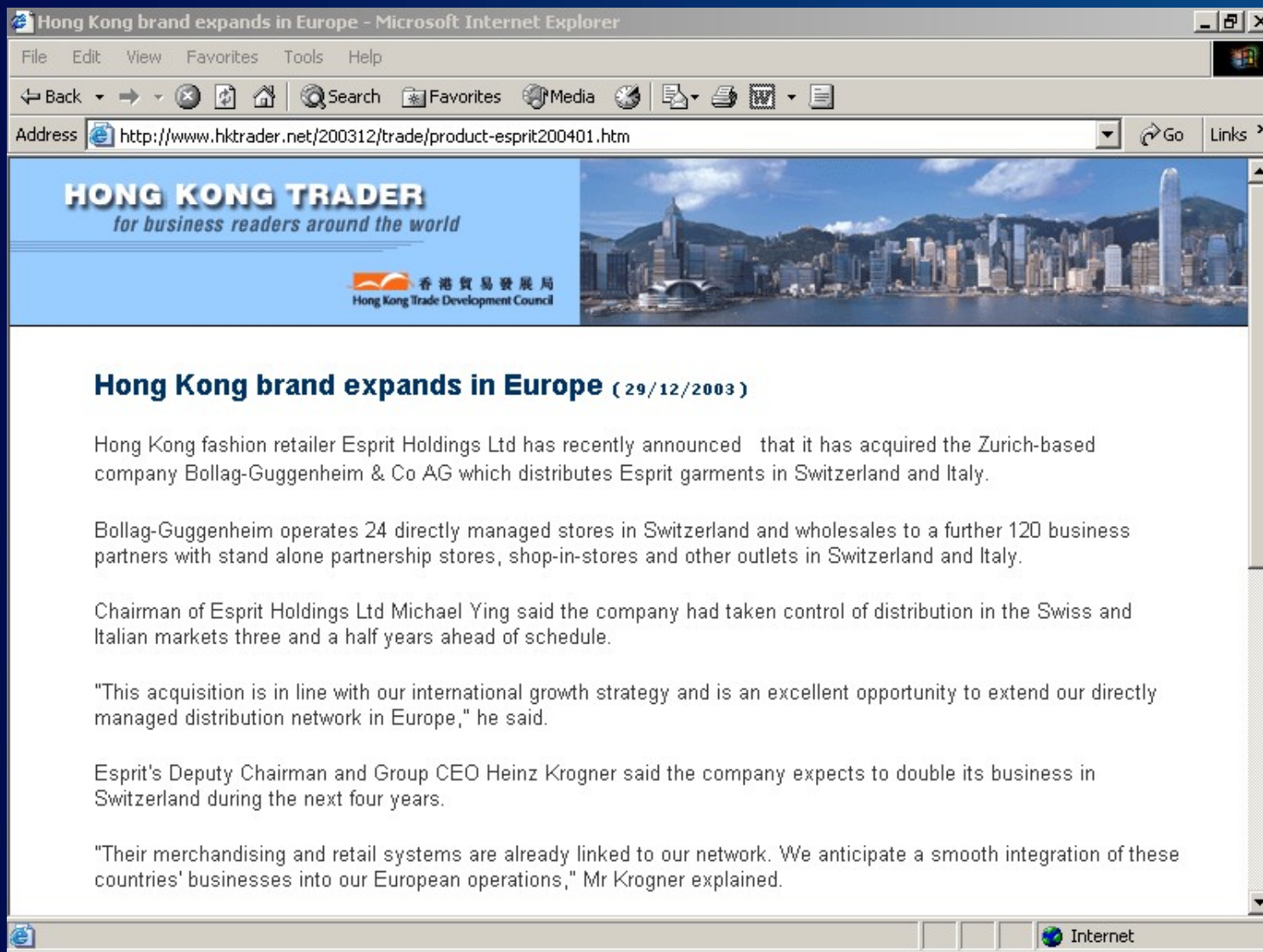
MORE

# How TDC can help: trade fairs





# How TDC can help: market trends



# Contact us!



Frankfurt Office  
Kreuzerhohl 5-7  
60439 Frankfurt  
Tel: +49-69-957720  
[frankfurt.office@tdc.org.hk](mailto:frankfurt.office@tdc.org.hk)  
[www.tdctrade.com](http://www.tdctrade.com)