

Best Initiative Award 2018

Grand Prize: Two prizes (1 winner and 1 runner-up) per region

Eligible Period: 1 Sept 2017 – 31 Aug 2018

No. of Participating Initiatives: 26 (from 18 Member Associations / Chapters)

Asia and Australia (17)	
1	<p>Hong Kong Chamber of Commerce in China – Guangdong <i>Directory of Hong Kong Services Industries Companies in Guangdong</i> <i>(Co-organised with Hong Kong Trade Development Council and Hong Kong Economic and Trade Office in Guangdong)</i> 16 August, 2018</p> <p>Objectives:</p> <ul style="list-style-type: none">- Promoted Guangdong based Hong Kong companies in the services sector and helped public in the region to identify the service providers listed in the directory;- Listed over 1,000 Hong Kong companies in nine Guangdong cities, including Guangzhou, Shenzhen, Zhuhai, Foshan, Huizhou, Dongguan, Zhongshan, Jiangmen and Zhaoqing;- The directory has both printed and online version. The printed version has been given out free to participants of various events, sent to companies on the directory as well as members of the Chamber and the governors of that nine cities. <p>Scale of Event:</p> <ul style="list-style-type: none">- No. of circulation:<ul style="list-style-type: none">• Members: 228• Non-members: 806- Approximate cost of event: USD 70,800 <p>Financial Achievement:</p> <ul style="list-style-type: none">- While all the administrative and compilation work was taken by the Chamber, related expenses were fully sponsored by HKETO in Guangdong. <p>Impact on the local community:</p> <ul style="list-style-type: none">- The directory was welcomed by the business community of both Hong Kong and Guangdong. It is regarded as a reliable source of identifying the services providers of Hong Kong. <p>Innovativeness:</p> <ul style="list-style-type: none">- The Directory consolidated the information of the Hong Kong services providers and this was the first time for the Chamber, HKTDC and HKETO in Guangdong jointly published a directory;- Online version allowed information to be more accessible.

Asia and Australia (17) (cont'd)

2 Hong Kong Chamber of Commerce in China – Guangdong

Seminars on Gold Pilot Award 2018

(Co-organised with Hong Kong Productivity Council)

30 July, 2018

Objectives:

- The Award aims at appreciating Hong Kong Service Industry Companies in Guangdong that has demonstrated outstanding management practices and recorded major achievements;
- Encouraged companies in the business sector to implement more modern service management practices;
- Assisted Hong Kong Service Industry to improve and be more competitive and productive;
- Organised three seminars to help companies to learn more about the Award, opportunities ahead in the development of Guangdong-Hong Kong-Macao Greater Bay Area, and how to be prepared for these opportunities.

Scale of Event:

- No. of circulation:
 - Members: 140
 - Non-members: 12
- Approximate cost of event: N/A

Financial Achievement:

N/A

Impact on the local community:

- Attracted new members to the Chamber through these seminars and activities. New comers were more willing to interact with members of the Chamber, who are more familiar with the region;
- Invited knowledgeable speakers to make impressive presentations, which were useful and helpful in doing business.

Innovativeness:

- Increased the awareness of self-improvement as well as putting in innovative ideas and methods in service management;
- Intended to make the Award an annual event in the long run, which ensures the quality of the service industry companies from Hong Kong operating in China.

Asia and Australia (17) (cont'd)

- 3** **Hong Kong Chamber of Commerce in China – Shanghai**
2017 Annual Dinner (Celebration of the 20th Anniversary of Hong Kong's Return to China)
(Solo)
2 December, 2017
- Objectives:**
- Celebrated the 20th anniversary of Hong Kong's reunification with the Chinese mainland;
 - Promoted cooperation between Hong Kong and Shanghai;
 - Invited senior Shanghai government officials to attend the dinner for networking;
 - Featured Hong Kong culture via singing performances;
 - Designed the dinner with nostalgic elements, which recalled the collective memory of senior executives from Hong Kong (but now live in Shanghai).
- Scale of Event:**
- No. of attendees:
 - Members: 350
 - Non-members: 150
 - Approximate cost of event: USD150,000
- Financial Achievement:**
- A total of around RMB 1,000,000 (USD150,000) sponsorship was raised from big corporations, including Shui On Land, Bank of East Asia, Li & Fung, Kingboard Holdings, Sisley and Savills etc.
- Impact on the local community:**
- Provided a great opportunity and platform for Hong Kong and Shanghai companies as well as local government to deepen understanding and promote cooperation;
 - Senior executives from over 100 companies and many local government officials attended this dinner;
 - Over 10 media reported the event.
- Innovativeness:**
- Designed the dinner in the theme of 70's & 80's Common People's Night Club;
 - Promoted Hong Kong culture by including a RAP performance which lyrics were about Hong Kong food culture;
 - Devised interactive activities for all guests to join: An online Voting Game for "Your Most Favourite Hong Kong Street Food" by the proper use of innovative communication technology.

Asia and Australia (17) (cont'd)

4

The Japan Hong Kong Society - Kansai

Chinese New Year Business Seminar

(Co-organised with Osaka Chamber of Commerce & Industry)

Chinese New Year Party

(Special assistance by Hong Kong Economic and Trade Office in Tokyo)

20 February, 2018

Objectives:

Chinese New Year Business Seminar

- The Chinese New Year seminar consisted of two seminars, namely "HK Chinese life style of catering" and "Japanese salad and home cooked dish of Japanese culture goes to HK, and to the world";
- The seminar was the Section's biggest seminar to promote Hong Kong, especially the lifestyle and attractive consumer market. Speakers including Mr Silas Chu, Director of Japan of HKTDC, Japan and Mr Takashi Furuzuka, Representative Director and Vice President of Rock Field Company Ltd, shared their insights at the seminars;
- Mr Yamada's success story of selling salad and setting up designed retail shops at department stores in Hong Kong inspired the Japanese business community to venture their business in Hong Kong.

Chinese New Year Party

- It was the biggest events of the Association in promoting Hong Kong;
- Apart from great Chinese food, performance and lucky draw, the dinner also invited Mr Li, HKETO (Tokyo) and Mr Sun, Consulate General of PRC Osaka to make a keynote speech on the close business relationships between Japan and the Chinese mainland.

Scale of Event:

- No. of attendees:
 - Members: 92
 - Non-members: 163
- Approximate cost of event: USD14,000

Financial Achievement:

- The cost was covered by the financial support from HKTDC and participation fee.

Impact on the local community:

- Inspired businessmen in Kansai to expand business in Hong Kong, especially the food industry;
- Generated enquiries for HKTDC services and events;
- Strengthened the business ties between Kansai and Hong Kong;
- Enhanced the profile of the section with the high calibre guests and speakers.

Asia and Australia (17) (cont'd)**Innovativeness:**

- Illustrated HKTDC events and the advantages of Hong Kong via a PR video, which caught the attention of the participants successfully.

5 Hongkong Chamber of Commerce of the Philippines Inc.***Chinese New Year Celebration 2018******(Solo)****26 February, 2018***Objectives:**

- Organised a Chinese New Year Celebration for VIPs from local communities, Chinese Embassy, HKTDC and HKETO;
- Provided networking opportunities for members of business associations and HK government officials.

Scale of Event:

- No. of attendees:
 - Members: 500
 - Non-members: 100

Financial Achievement:

- Obtained sponsorship of around USD 30,000 by members of HKCCPI.

Impact on the local community:

- Enhanced cooperation among business associations, HKETO and HKTDC (with more than 600 participants attended to the event.);
- Attended by various VIPs from Federation of Filipino Chinese Chamber of Commerce and Industry, HKETO in Jakarta and HKTDC;
- The event was covered by major Chinese newspapers, such as Chinese Commercial News and World News PH.

Innovativeness:

- This event could support, promote and strengthen the camaraderie among members and young generations;
- Encouraged young generations to participate HKCCPI upcoming activities.

6 Hongkong Chamber of Commerce of the Philippines Inc.***Gala Night in Celebration of 21st Anniversary of the Establishment of HKSAR 2018******(Solo)****30 June, 2018***Objectives:**

- Organised a Gala Night in Celebration of 21st Anniversary of the establishment of HKSAR;
- Invited business associations, Chinese Embassy, HKTDC and Philippine government agencies.

Asia and Australia (17) (cont'd)	
	<p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 600 • Non-members: 100 <p>Financial Achievement:</p> <ul style="list-style-type: none"> - Obtained sponsorship of around USD 35,000 by members of HKCCPI. <p>Impact on the local community:</p> <ul style="list-style-type: none"> - Enhanced cooperation among business associations, Chinese Embassy, HKTDC and Philippine government agencies (with more than 700 participants attended to the event); - Attended by various VIPs including Mr. Lo Kang (Consul General of Chinese Embassy), General Oscar Albayalde (Chief of the Philippine National Police); - The event was covered by major Chinese Newspaper, such as Chinese Commercial News and World News PH. <p>Innovativeness:</p> <ul style="list-style-type: none"> - Most of the performers at the celebration were members or family members of HKCCPI; - Encouraged young generations to participate HKCCPI upcoming activities.
7	<p>Hong Kong Singapore Business Association</p> <p><i>HSBA 23rd Anniversary Gala Dinner</i></p> <p><i>(Solo)</i></p> <p><i>Followed by</i></p> <p><i>Conference: Singapore and Hong Kong: Comparative Perspective on the 20th Anniversary of the Handover</i></p> <p><i>(Co-organised by Nanyang Technological University – Institute of Advance Studies (NTU-IAS) and HSBA)</i></p> <p><i>3-4 September, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Worked closely with NTU-IAS and raised Hong Kong’s profile to the local business community, highlighting the use of Hong Kong as the “super-connector” and “gateway” to the Chinese Mainland; - Fostered new co-operations and collaborations in the future; - Increased awareness of HSBA as a good platform for business networking between Singapore and Hong Kong; - Demonstrated the ability of HSBA to provide relevant and updated trends in Hong Kong and the Chinese Mainland.

Asia and Australia (17) (cont'd)

Scale of Event:

- No. of attendees:
 - Members: Dinner: 47; Conference:60
 - Non-members: Dinner: 343; Conference:90
- Approximate cost of event: USD62,800

Financial Achievement:

- A total income of USD82,890 was achieved with USD30,890 total sales of the Gala Dinner and USD 52,000 sponsorships by NTU- IAS & HKETO.

Impact on the local community:

- Created higher awareness of HSBA among senior government officials from Singapore, China and dinner attendees, which would enable HSBA to seek more support from Singapore and China in the future;
- Projected an admired and prestigious image of HSBA with the presence of senior government officials of Singapore and China, CEOs of established companies and professors of renowned universities from Singapore and Hong Kong.

Innovativeness:

- The first time for HSBA co-organised with an institution of higher learning;
- Appointed an event management company to handle dinner entertainment, while the Secretariat concentrated on selling tables, which secured good result of attendance;
- Secured attractive lucky draw prizes such as hotel stays across ASEAN countries in the dinner;
- The gala dinner was of the largest scale in HSBA's history with 80 % non-member guests, which was a good opportunity to promote and recruit new members.

8 Hong Kong Singapore Business Association

Fireside Chat with Foo Jixun, Managing Director, GGV capital-20 years of doing business in China

(Co-organised with Young China Watchers)

16 August, 2018

Objectives:

- Shared case studies and challenges of doing business in China;
- Mr Foo Jixun, who invested in Baidu and Alibaba, illustrated his business and investment experience in China;
- Provided networking opportunities for members.

Scale of Event:

- No. of circulation:
 - Members: 50
 - Non-members: 50

Asia and Australia (17) (cont'd)

	<p>Financial Achievement:</p> <ul style="list-style-type: none">- The venue, logistic support, food and free flow of wine were sponsored by Mr Petrus Huang, HSBA committee member and Director of Drew & Napier. <p>Impact on the local community:</p> <ul style="list-style-type: none">- Created awareness of HSBA and recruited members effectively through the event;- Some members considered to send their children to Chinese universities after the event;- Learnt more about doing business in China. <p>Innovativeness:</p> <ul style="list-style-type: none">- The first time for HSBA to co-organise with an NGO, Young China Watchers (YCW);- With YCW's extensive network in numerous major cities across the world, HSBA could recruit younger members who provide more global perspectives.
9	<p>Thai-Hong Kong Trade Association</p> <p><i>Robotic Process Automation Business Luncheon Talk</i></p> <p><i>(Solo)</i></p> <p><i>22 November, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none">- Organised a luncheon with seminar featuring technology in business as well as industrial robotics;- The talk focused on robotics in service industries named Robotic Process Automation (RPA) which can enhance productivity and efficiency;- Invited Mr Sandeep Sharma, the Managing Director of ASEAN and Middle East of NICE, a Hong Kong-based technology company, to speak at the seminar;- Promoted a Hong Kong-based company to Thai enterprises. <p>Scale of Event:</p> <ul style="list-style-type: none">- No. of attendees:<ul style="list-style-type: none">• Members: 60• Non-members: 50- Approximate cost of event: USD 3,180 <p>Financial Achievement:</p> <ul style="list-style-type: none">- Obtained a total of THB 116,000 (USD 3,500) sponsorship from HKTDC and JADS Comm Ltd. <p>Impact on the local community:</p> <ul style="list-style-type: none">- Demonstrated the new and inspiring technologies and business model to THAT's members who were mostly from services industries.

Asia and Australia (17) (cont'd)

	<p>Innovativeness:</p> <ul style="list-style-type: none">- Introduced to audience that robotics is not only applicable on manufacturing, but service industries as well.
10	<p>Hong Kong Business Association Vietnam</p> <p><i>HKBAV Charity Initiative Project</i></p> <p><i>(Solo)</i></p> <p><i>1 September, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none">- The new Charity Committee of HKBAV set a long-term strategy and commitment to work on fundraising activities. There were three major initiatives under the theme “Enable Learning Impart Knowledge” in 2018: <p>(i) The Library Project: Built libraries and reading corners in schools in rural Vietnam to improve children’s literacy. Total donation was around USD2,600;</p> <p>(ii) Tra Leng Boarding House: Donated USD3,300 for the Bunk Bed System for integrated boarding house for ethnic minority students in Quang Nam province. The beneficiaries are over 170 students;</p> <p>(iii) Nhat Hong Blind Center: Donated computers, braille printers, braille readers and set up a modern lab for blind students which cost USD3,500. To provide children with updated system and assist them to be integrated into the society, to live and work independently. Over 130 students benefited.</p> <p>Scale of Event:</p> <ul style="list-style-type: none">- No. of attendees:<ul style="list-style-type: none">• Members: 30• Non-members: 650- Approximate cost of event: USD10,171 <p>Financial Achievements:</p> <ul style="list-style-type: none">- A charity fund was set up in 2005. As of August 2018, over USD57,000 have been raised and more than half of the fund was donated to those organisations in need;- For the past years, a member has been supporting the charity funds through annual moon cakes sales with all net proceeds allocated to the funds. In 2017, the 500 boxes of mooncakes were sold out in 2 weeks which generated USD5,700 revenue in total. <p>Impact on the local community:</p> <ul style="list-style-type: none">- With the donation, better education with better learning environment could be provided to the less privileged communities. <p>Innovativeness:</p> <ul style="list-style-type: none">- Instead of the “one off donation”, the project is a three-year programme with initiatives targeting to provide a long term impact to the less privileged communities.

Asia and Australia (17) (cont'd)

<p>11</p>	<p>Hong Kong Business Association Vietnam <i>“Masterpiece from the genius” Orchestra Performance</i> <i>(Co-organised with Hong Kong Vietnam Classical Music Society)</i> <i>14 June, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none">- Organised a charity event with orchestra performance by Saigon Philharmonic Orchestra (SPO) supported by Hong Kong Vietnam Classical Music Society;- Aimed at developing the orchestra into a proud member of the internationally renowned group of orchestras;- Promoted cultural exchange between Hong Kong & Vietnam via classical music performances;- Attracted non-members to know HKBAV. <p>Scale of Event:</p> <ul style="list-style-type: none">- No. of attendees:<ul style="list-style-type: none">• Members: 17• Non-members: 300- Approximate cost of event: USD 5,000 <p>Financial Achievement:</p> <ul style="list-style-type: none">- Raised USD7,000 for the SPO. <p>Impact on the local community:</p> <ul style="list-style-type: none">- Carried on building the Saigon Philharmonic Orchestra into one of the symbols of culture for Ho Chi Minh City;- Promoted cultural exchange by having both Hong Kong and Vietnam musicians. <p>Innovativeness:</p> <ul style="list-style-type: none">- An innovative way to attract and increase quality members to the association, given most of the participants were non-members and of senior positions in companies.
<p>12</p>	<p>Hong Kong Business Association Vietnam <i>HKBAV Annual Charity Golf Tournament</i> <i>(Solo)</i> <i>10 November, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none">- Organised charity GolfTournament of the Association to raise fund for the master plan “Enable Learning Impart Knowledge”;- Gathered 90 golfers whom not only from Ho Chi Minh City, but also from Hong Kong and overseas.

Asia and Australia (17) (cont'd)

	<p>Scale of Event:</p> <ul style="list-style-type: none">- No. of attendees:<ul style="list-style-type: none">• Members: 40• Non-members: 50- Approximate cost of event: USD 10,171 <p>Financial Achievement:</p> <ul style="list-style-type: none">- Raised over USD15,000 and added to the charity indicatives under "Enable Learning Impart Knowledge". <p>Impact on the local community:</p> <ul style="list-style-type: none">- Fund raised has been used to support various charity projects including setting up libraries in the schools in rural area, boarding house and learning centre for the blind and visually impaired. <p>Innovativeness:</p> <ul style="list-style-type: none">- To maximize the funds to be raised, the association prepared additional bazaar games, silent auction and raffle tickets to raise additional funds, and the participants responded positively.
13	<p>Hong Kong Business Association Vietnam</p> <p><i>Supported The Belt and Road Hong Kong Centre by Mr. CY Leung (Co-organised with Belt and Road Hong Kong Centre)</i></p> <p><i>21 December, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none">- The Belt and Road Hong Kong Centre was set up by Mr. CY Leung to support young Hong Kong people, Mainland Chinese, and overseas Chinese working and living in Ho Chi Minh City;- Mr. CY Leung and HKBAV supported hundreds of schools and students to different countries in South East Asia. <p>Scale of Event:</p> <ul style="list-style-type: none">- No. of attendees:<ul style="list-style-type: none">• Members: 30• Non-members: 300- Approximate cost of event: USD 5,000 <p>Financial Achievement:</p> <ul style="list-style-type: none">- All the cost of meetings was covered by HKBAV members. <p>Impact on the local community:</p> <ul style="list-style-type: none">- Many of HKBAV members, including Sunwah Group, ApplianceZ Vietnam, TCL Vietnam, Tung Shing Group and more have been the hosts for Hong Kong visiting groups and showed their warm hospitality;- Shared members' working experience abroad to Hong Kong teenagers with new vision and guidance. Around 100 Hong Kong students were assisted with the visits to HCMC and Hanoi.

Asia and Australia (17) (cont'd)

	<p>Innovativeness:</p> <ul style="list-style-type: none">- To share experience and success stories in Vietnam;- To provide information of career development and opportunities to Hong Kong teenagers.
14	<p>Hong Kong Australia Business Association Limited - New South Wales Chapter</p> <p><i>Cocktails with The Hong Kong Corporate Services Group</i> <i>(Co-organised with The Hong Kong Corporate Services Group and Tesla Motors)</i></p> <p><i>25 October, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none">- Organised the event in Tesla showroom and invited Tesla executive to present their vision and business philosophy;- Featured Hong Kong Corporate Services Group, a leading provider of offshore and onshore solutions for the companies operating in both the local and worldwide marketplaces, to business professionals in Australia;- Shared cases and strategies for Australian based companies to launch business in Hong Kong;- Created direct business connections between Australia and Hong Kong. <p>Scale of Event:</p> <ul style="list-style-type: none">- No. of attendees:<ul style="list-style-type: none">• Members: 30• Non-members: 40- Approximate cost of event: USD 725 <p>Financial Achievement:</p> <ul style="list-style-type: none">- The event was sponsored by Tesla, HKETO and HKTDC. <p>Impact on the local community:</p> <ul style="list-style-type: none">- Created a unique synergy, given Tesla is a renowned brand in Hong Kong, with guest speakers from Hong Kong Corporate Services Group;- Showcased Tesla's current offerings, leading technology, innovation and social responsibility;- Tesla provided an "own a Tesla" promotion which one lucky attendee could take home a Tesla vehicle for the weekend. <p>Innovativeness:</p> <ul style="list-style-type: none">- Brought a new and first-class experience to members in Sydney;- Sought for unique venues, such as Tesla showroom and partnerships that provided a bridge for business connections between Australia and Hong Kong.

Asia and Australia (17) (cont'd)

15

**Hong Kong Australia Business Association Limited -
Queensland Chapter**

Food and Wine Appreciation Dinner

(Solo)

27 July, 2018

Objectives:

- Gathered members, non-members, sponsors and various associations to network and enjoy a special evening of celebration;
- Featured video produced by HKTDC, which introduced to guests the opportunities available in Hong Kong arising by the Belt and Road Initiative.

Scale of Event:

- No. of attendees:
 - Members: 35
 - Non-members: 183
- Approximate cost of event: USD 7,680

Financial Achievement:

- Generated revenue of AUD 8,155 (approximately USD 6,000).

Impact on the local community:

- Provided opportunities for local communities to have a greater understanding of the Queensland Chapter;
- Established connections between Australia and Hong Kong;
- Promoted the Hong Kong Forum 2018;
- Recruited additional members to the Queensland Chapter;
- Attracted representatives from multiple sectors, including professional services, property development, education, banking and energy;
- Promoted the local winery which currently exports over 100 containers to Hong Kong and China each year.

Innovativeness:

- Introduced new interactive elements on the night to encourage guests to connect, including an Espresso Martini demonstration conducted by sponsor;
- Organised interactive games for participants to win boxes of red wine from sponsors.

Asia and Australia (17) (cont'd)

16

**Hong Kong Australia Business Association Limited -
Western Australia Chapter**

HKABA-WA mission to the Belt and Road Summit

(Solo)

27 July, 2018

Objectives:

- Provided members global business opportunities and expanded their network by attending the Belt and Road Summit;
- Hosted meetings and seminars promoting trade in goods and services between Australia and Hong Kong;
- Exchanged ideas and knowledge on business with the international business leaders.

Scale of Event:

- No. of attendees:
 - Members: 33
 - Non-members: 0
- Approximate cost of event: No charge per person (excluding the Summit's registration fee)

Financial Achievement:

- Most of the cost was sponsored by Glorious Sun Group, Hong Kong Corporate Services, Austrade and HKTDC.

Impact on the local community:

- Held a post event to feature 3 attendees to showcase their experiences for promoting future missions;
- The mission's participation at the Belt and Road Summit has been covered by media;
- Edith Cowan University gathered participants experiences and conducted research regarding the Belt and Road Initiative.

Innovativeness:

- Offered extended series of events to showcase the HK advantages and the services for members;
- Developed mission package at no cost for members, and provided value-added events on top of official programme.

Asia and Australia (17) (cont'd)	
17	<p>Hong Kong Australia Business Association Limited - Western Australia Chapter</p> <p><i>Women in Business – July Networking Lunch</i> <i>(Co-organised with Business Women Australia)</i></p> <p><i>18 July, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Raised the awareness of Hong Kong Australia Business Association Limited- Western Australia (WA) Chapter; - Co-organised with Business Women Australia and raised awareness of the success of women in business; - Provided a platform for members to network with the WA business community. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 44 • Non-members: 25 - Approximate cost of event: USD 1,679.24 <p>Financial Achievement:</p> <ul style="list-style-type: none"> - Generated a revenue of AUD1814 (around USD 1,320). <p>Impact on the local community:</p> <ul style="list-style-type: none"> - The event was well supported in the local community, given wide range of attendees participated, including business community of Perth as well as the federal and state government; - Supported a growing community of women in business. <p>Innovativeness:</p> <ul style="list-style-type: none"> - Ensured the presentation not merely focused on business promotion but market intelligence as well; - Changed the format of the event, which was 30 minutes with a Q & A session.
Europe (5)	
18	<p>Association France-Hong Kong</p> <p><i>Belt and Road and Greater Bay Area Seminar and AFHK Delegation to the Belt and Road Summit 2018</i></p> <p><i>(Solo)</i></p> <p><i>29 May, 2018; 28-29 June, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Provided members the latest development and opportunities of Belt and Road Initiative; - Promoted and recruited members to AFHK delegation to the Belt and Road Summit 2018.

Europe (5) (cont'd)	
	<p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 32 pax attended seminar; 10 pax joined the delegation • Non-members: 5 pax attended seminar; 1 pax joined the delegation - Approximate cost of event: USD1,900; USD540 (group ticket) <p>Financial Achievement:</p> <ul style="list-style-type: none"> - The cost of seminar and group participation fees were fully sponsored by AFHK. <p>Impact on the local community:</p> <ul style="list-style-type: none"> - Created a better dialogue and understanding of the Belt and Road Initiative in the French community; - The presentations and the Q&A session gave lots of useful information; - Provided members networking opportunities with influential HK guests. <p>Innovativeness:</p> <ul style="list-style-type: none"> - The seminar deepened the knowledge of the Belt and Road Initiative and gave information on the Guangdong-Hong Kong-Macao Greater Bay Area; - Formed a delegation to Hong Kong and seized the opportunities raised by the Belt and Road Initiative.
19	<p>Italy-Hong Kong Association</p> <p><i>“The New Silk Road for Italy” Seminar</i></p> <p><i>(Co-organised with Liguria Regional Government, Genoa Municipality, Easternational, BakerMcKenzie and Rina)</i></p> <p><i>24 January, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Informed members new opportunities arising from Belt and Road initiative; - Promoted Italian companies to participate in Belt and Road Summit 2018 in Hong Kong for exploring potential business development in the maritime, infrastructure, financial and logistics; - Invited prestige speakers to speak at the event. Mr William Chui, Regional Director of Europe was also invited; - Attended with over 350 participants in the logistics, financial and infrastructure sectors. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 10 • Non-members: 350 - Approximate cost of event: Over EUR100,000 (USD116,000)

Europe (5) (cont'd)	
	<p>Financial Achievement:</p> <ul style="list-style-type: none"> - The cost was absorbed by Genoa Municipality and Rina together with Easternational and BakerMcKenzie, which are Italy-HK Association members. <p>Impact on the local community:</p> <ul style="list-style-type: none"> - Created a positive impact in the association community, showing how the association could organise quality events; - Promoted HK-Italy reciprocal interests; - Featured by local media; - Received positive feedback from participants. <p>Innovativeness:</p> <ul style="list-style-type: none"> - Highlighted attention on opportunities arising from Belt and Road initiative; - Stimulated members to organise another seminar about the Belt and Road initiative in a very important geographical area --- Genoa, which is the larger container port in Italy and potential destination of the Belt and Road maritime route.
20	<p>Italy-Hong Kong Association</p> <p><i>First-ever Important Delegation from Italy to Asian Logistics and Maritime Conference (ALMC) 2017</i></p> <p><i>(Co-organised with The International Propeller Club, InvestHK and HKTDC)</i></p> <p><i>23 November, 2017</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Provided members global business opportunities and expanded their network in the logistic and maritime industry; - Provided latest market information and updates to members; - Exchanged ideas and knowledge on business with the international business leaders. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 2 • Non-members: 32 - Approximate cost of event: EUR80,000 <p>Financial Achievement:</p> <ul style="list-style-type: none"> - The cost was absorbed by the Propeller Club (Italy-HK Association member). <p>Impact on the local community:</p> <ul style="list-style-type: none"> - The delegation's participation at ALMC has been widely covered by specialised media; - The Belt and Road Initiative was extensively presented in Italy.

Europe (5) (cont'd)	
	<p>Innovativeness:</p> <ul style="list-style-type: none"> - Highlighted the opportunities arising from Belt and Road initiative and Hong Kong as an ideal platform to ride on; - Extensive promotion of delegates recruitment was carried out in a seminar co-organised by the Port of Trieste Authority with The Propeller Clubs in 2016.
21	<p>Netherlands Hong Kong Business Association <i>40th Anniversary event of the Netherlands HK Business Association</i> <i>(co-organised with the Brussels, Hong Kong Economic and Trade Office, Hong Kong Trade Development Council, InvestHK)</i> <i>29 June, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Organised seminar to feature the “Circular Economy” and focused on China’s Greater Bay Initiative; - Involved the Hong Kong sailing team (Sun Hung Kai Scallywag HK) which participated in the Volvo Ocean Race, as an extra attraction for the guests; - Attracted non-member companies to join the NHKBA; - Generated funds for the NHKBA; - Forged ties with the Netherlands China Business Council and the Association Guanxi.nl. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of circulation: <ul style="list-style-type: none"> • Members: 90 • Non-members: 96 - Approximate cost of event: USD41,500 <p>Financial Achievement:</p> <ul style="list-style-type: none"> - Generated over USD19,800 net surplus from co-organisers, sponsors and guests. <p>Impact on the local community:</p> <ul style="list-style-type: none"> - Featured the main topic ‘Circular Economy’, which was highly interested by Dutch entrepreneurs and citizens; - Audience learnt how Dutch companies and governments adopt the circular economy in Hong Kong and China; - Audience learnt more about China’s Greater Bay Initiative and how Hong Kong plays an important role in this area. <p>Innovativeness:</p> <ul style="list-style-type: none"> - Drew in around 10% extra guests for the dinner by inviting the renowned crew of Sun Hung Kai Scallywag HK to the event.

Europe (5) (cont'd)	
22	<p>Hong Kong-UK Business Forum</p> <p><i>Informal Business Meeting followed by Lunch, Networking and Flat Racing at Sandown Park</i></p> <p><i>(Solo)</i></p> <p><i>31 August, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Gathered the members in an innovative way to have casual business meeting at the Sandown Park Race; - Explored the ways of recruiting new members to attend forthcoming events including the Hong Kong Forum 2018 and the Asian Financial Forum 2019. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 6 • Non-members: 2 - Approximate cost of event: Nil <p>Financial Achievement:</p> <p>Nil</p> <p>Impact on the local community:</p> <ul style="list-style-type: none"> - Helped to raise the awareness of Hong Kong and the HK-UK Business Forum; - Promoted Hong Kong as an important destination in the world of business. <p>Innovativeness:</p> <ul style="list-style-type: none"> - Instead of normal meeting rooms and offices, it was a refreshing and innovative way to have business meeting at a unique sporting venue; - Induced more creative ideas and fruitful discussions.
North America (4)	
23	<p>The Hong Kong-Canada Business Association – National HKCBA National Conference 2018</p> <p><i>(Co-organised with Hong Kong Economic Trade Office, the Hong Kong Trade Development Council, the Asia Pacific Foundation of Canada, the Canada China Business Council, Export Quebec, Desjardins, Young Chinese Professional Association, Invest Hong Kong, HSBC, and the M&A Club Canada)</i></p> <p><i>25 May, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Raised the profile of HKCBA as the relevant business association in Canada that could recommend the effective ways for Canadian companies to diversify their business to Asia via the Hong Kong platform;

North America (4) (cont'd)

- Differentiated HKCBA from the other trade associations in Canada by providing first hand market intelligence, business matching and windows of opportunities or trade missions to Hong Kong;
- Showcased HKCBA's vision in nurturing young Canadian generation to appreciate the value of the Hong Kong platform.

Scale of Event:

- No. of attendees:
 - Members: 80
 - Non-members: 100
- Approximate cost of event: USD45,000

Financial Achievements:

- Secured over USD88,000 sponsorship and over USD14,000 ticket sales;
- Cash sponsors of the event included HKETO, HKTDC, Export Quebec, HSBC, Invest Hong Kong, Richter, TMF Group, BLG, Otis Gold Corp and Desjardins;
- Generated net profit of over USD48,000.

Impact on the local community:

- Created a positive image of Hong Kong Platform for Canadian companies and young entrepreneurs;
- Showcased Montreal's international focus, economic diversity and its one-of-a-kind personality blending culture, business and entertainment;
- Featured local business professionals in cryptocurrency, fintech and artificial intelligence highlighting Montreal as a think tank for technology;
- Received around USD17,000 share of profits which will be invested into upcoming programs and initiatives.

Innovativeness:

- The conference was hosted for the first time in Montreal, with all sponsorship and promotional material distributed in French and English across the country;
- Highlighted latest trends and opportunities arising from Belt and Road initiative and Guangdong-Hong Kong-Macau Greater Bay Area;
- Organised a less formal networking reception which allowed more opportunities for attendees to connect.

North America (4) (cont'd)

24

Hong Kong Business Association of Hawaii

HKBAH's Celebration of Hong Kong Culture / Heritage Dinner; followed by main show Hong Kong - "A Mighty Manapua Mixed Plate"

(Solely organised the dinner and co-organised with KHON2-TV for the main TV show)

18 June, 2018

Objectives:

- Created positive image about Hong Kong after 1997 returned to Mainland China. "A Mighty Manapua Mixed Plate" informed the American audiences (including Hawaii) about Hong Kong's aspirations and achievements;
- Enhanced Hong Kong profiles not only as a business and investment partner with the U.S. or a gateway to do business in China, but a unique, international and vibrant city with East-meets-West cultures in the Asia;
- Enhanced the association profiles in Hawaii and recruited new members;
- Created a positive image of Hong Kong to Hawaii and the U.S. audiences, and to bring the awareness of The Federation to the US.

Scale of Event:

- No. of attendees:
 - Members: 20
 - Non-members: 130
- Approximate cost of event: USD 15,450

Financial Achievement:

- Raised sponsorships to support the event and filming in Hong Kong from various sponsors, including HKETO, HKTDC, HKTB, Bank of Orient, KHON2, Philippine Airfares, Cheung Chau Bun Festival Association etc.

Impact on the local community:

- Mixed Plate is the longest running travel program in the western region of the United States (the 34th year in 2018). It has won 12 Emmy Awards out of 39 nominations. The show was produced in Hawaii for broadcast on Fox and CW (CBS-Warner Brothers) network affiliates;
- The show has travelled to 38 countries, focusing on bringing the culture, food and lifestyle of world destinations to viewers;
- Throughout the 34th year, Mixed plate has only showed Hong Kong one time in July 1997 when Hong Kong returned to mainland China. This is the 2nd time after 20-years, which made the show very special;

North America (4) (cont'd)	
	<ul style="list-style-type: none"> - This show not only targeted Hawaii viewers and had reached out to 403,240 total household in Hawaii (average household size 2.92) and it also customized for American viewers in United States and shared with 171 television stations throughout United States; - Received lots of compliments on social media, such as Facebook, LinkedIn, WeChat etc. <p>Innovativeness:</p> <ul style="list-style-type: none"> - This is a truly “One of a Kind” project that HKBAH took on the opportunity to collaborate and work on a TV project; - Showcased Hong Kong to the US population and celebrated Hong Kong’s vibrancy, history, cultural diversity, and business achievements; - Contributed to the production in garnering sponsorships.
25	<p>Hong Kong Business Association of the Midwest <i>HKBAM’s delegation to the Belt and Road Summit 2018</i> <i>(Co-organised with the Hong Kong Trade Development Council)</i> <i>28 June, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Provided members the latest development and opportunities of Belt and Road Initiative; - Offered opportunities for members to meet potential business partners in Hong Kong and China via meetings at the Summit and side meetings arranged by HKBAM and HKTDC. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 4 • Non-members: 8 - Approximate cost of event: USD 450 (mission cost) <p>Financial Achievement: Nil</p> <p>Impact on the local community:</p> <ul style="list-style-type: none"> - HKBAM led the mission to Hong Kong and created positive impact to international business community; - Arranged networking opportunities for the mission members with delegations from Canada and Dallas; - Organised private meetings with chambers such as the Hong Kong General Chamber of Commerce; - Facilitated intelligence exchange on the Belt and Road Initiatives.

North America (4) (cont'd)	
	<p>Innovativeness:</p> <ul style="list-style-type: none"> - The Belt and Road Initiative is a concept not heavily promoted by the U.S. government. HKBAM's delegation was pioneer to the concept from a U.S. perspective; - Showed HKBAM's value in offering high-level Hong Kong connections, and showcased Hong Kong as a prominent facilitator to the Belt and Road initiative.
26	<p>Hong Kong Association of Southern California <i>Belt and Road Forum – LA 2018</i> <i>(Solo)</i> <i>27 April, 2018</i></p> <p>Objectives:</p> <ul style="list-style-type: none"> - Raised awareness and interest among the California business sector of the potential opportunities arising from the Belt and Road Initiative of China; - Encouraged participation at the Belt and Road Summit 2018 organised by HKTDC in Hong Kong. <p>Scale of Event:</p> <ul style="list-style-type: none"> - No. of attendees: <ul style="list-style-type: none"> • Members: 129 • Non-members: 71 - Approximate cost of event: USD 17,000 <p>Financial Achievement:</p> <ul style="list-style-type: none"> - Generated a total income of around USD 17,000. <p>Impact on the local community:</p> <ul style="list-style-type: none"> - Attended by Chinese Consul General, government, business leaders and media in Southern California; - Gained 18 coverages in 16 media before and after the event. <p>Innovativeness:</p> <ul style="list-style-type: none"> - It was a large-scale Belt and Road Forum in Southern California well supported by sponsors and members including leaders from the government, business community and academic sectors; - U.S. involvement in the China-proposed Belt and Road Initiative may start with the state of California.