

s.15(1) -
International

Pelland, Joshua -BSI

From: Hansen, Christian -ROPAC -TD
Sent: January-02-19 7:51 PM
To: Pelland, Joshua -BSI
Subject: FW: Latest on Guangdong PS Hu visit to Canada, May 8 -10

Follow Up Flag: Follow up
Flag Status: Completed

From: Margenau, Lindsay -ROPAC -TD -C5
Sent: April-12-16 11:26 AM
To: Hansen, Christian -ROPAC -TD -C5
Subject: FW: Latest on Guangdong PS Hu visit to Canada, May 8 -10

Security/Sécurité: SECRET / SECRET

Christian - FYI only. I have shared this with Emily already as well.

From: Bedlington, Rachael -GANZU -HOM/CDM -C5

Sent: April 12, 2016 1:28 AM

To: Hamilton, David -OPC -C5

Cc: Ji, Ala -OPC -C5; Simon, Josiane -BEJING -TD -C5; Murphy, Dave -BEJING -TD -C5; Robson, Duane -GANZU -TD -C5; Doust, Stephen -GANZU -GR -C5; Margenau, Lindsay -ROPAC -TD -C5; Saint-Jacques, Guy -BEJING -HOM/CDM -C5; Hartman, David -OPC -C5; Speirs, Mary-Catherine -OPC -C5; Berlet, Stéphanie -OPC -C5; Hudson, Andrea -XDV -C5

Subject: RE: Latest on Guangdong PS Hu visit to Canada, May 8 -10

Security/Sécurité: SECRET / SECRET

David and OPC colleagues, thanks for this very helpful feedback and apologies for my delay in responding; yesterday was my first day back after leave.

We appreciate all the legwork OPC has been doing to set up the Ottawa program, and track arrangements in BC. We're in close touch here with both FAO and DOFCOM as well as the BC office, and some of the issues flagged earlier around in particular the Monday Vancouver business event are being thrashed out by BC and Guangdong - we're not at the end of the road yet, but it seems progress is being made.

The BC office here is reasonably optimistic this will be resolved soon, allowing invitations to move forward. Other general comments on the BC program, they have asked that all participants in the Monday business Forum produce photo id to gain entry. I here was a meeting yesterday between the GD FAO and Ballard, and we understand the Ballard site visit will be the only company call for PS Hu while in Canada.

On the Ottawa side of the program, we look forward to more details as meetings are fixed. Having MINA confirmed is terrific, but MINT will be a very important call for this delegation. Obviously a courtesy call on the PM would be most welcome. Is the Chinese embassy aware of efforts to secure one of the Speakers in the event the PM meeting does not work out?

We've received a request for information from FAO concerning the Pacific Gateway Project, as they prepare to brief the PS. Grateful for the most up to date material you can provide on this.

We'll report back with any additional developments from FAO or DOFCOM.

Regards,
Rachael

s.15(1) -
International

From: Hamilton, David -OPC -C5
Sent: April 7, 2016 7:29 PM
To: Bedlington, Rachael -GANZU -HOM/CDM -C5
Cc: Ji, Ala -OPC -C5; Simon, Josiane -BEJING -TD -C5; Murphy, Dave -BEJING -TD -C5; Robson, Duane -GANZU -TD -C5; Doust, Stephen -GANZU -GR -C5; Margenau, Lindsay -ROPAC -TD -C5; Saint-Jacques, Guy -BEJING -HOM/CDM -C5; Hartman, David -OPC -C5; Speirs, Mary-Catherine -OPC -C5; Berlet, Stéphanie -OPC -C5; Hudson, Andrea -XDV -C5
Subject: RE: Latest on Guangdong PS Hu visit to Canada, May 8 -10

Security/Sécurité: SECRET / SECRET

Hi Rachael,

Thank you for providing updates for the PS Hu visit. Sorry for the delay in responding, but we wanted to wait until we had sufficient new developments to report.

David Hartman had a conference call with the BC government today (Donald Haney, Executive Director of Economic Policy and Asia Pacific Relations, Intergovernmental Relations Secretariat; Paul Irwin, Executive Director of East Asia, MIT; and Manjit Khaira, Protocol Manager). Below is an update on the Ottawa program and a recap of the conference call that hopefully will answer most of the questions you posed in the March 31 email.

Ottawa meetings:

In addition to meeting with MINA (accepted), OPC is also seeking a meeting with MINT (the recommendation is with oMINT for final decision). At the request of the Chinese Embassy, OPC is seeking a courtesy call with the PM (the request now sits with PMO). To note, the Chinese Embassy has sent in a request to PCO directly. Concurrently, we are seeking a meeting with either the Speaker of the House, or the Speaker of the Senate, in the event that the PM meeting is negative. We followed up again with the Governor General's office - the GG will be out of town and will be unable to meet PS Hu.

Ambassador Luo is planning to host PS Hu for a working lunch in Ottawa. This is an internal lunch on the Chinese side as we are not aware of any invites to Canadians.

The Chinese Embassy has tentatively proposed a visit to the Canadian Museum of History after lunch, before PS Hu departs for Detroit (arrive in YOW at 14:30, flight departs for Detroit at 16:30).

Protocol:

After consulting XDV, OPC is recommending that Protocol only in the Ottawa portion of the visit. For Vancouver, we note that the BC Protocol Office has been fully engaged for months with the Consulate General and Guangdong Foreign Ministry. They will look after the meeting with the Premier. They have also been facilitating the business programme being organized as well as a possible visit to Ballard Power. They do not provide ground transportation but the Consulate General will no doubt be prepared to arrange for transportation. XDV will facilitate airport courtesies.



Federal representation:

OPC is seeking approval to approach the Parliamentary Secretary to the Minister of Foreign Affairs, Pamela Goldsmith-Jones. She is from the West Vancouver riding. OGM is away in the first two weeks of May, and OPD may be acting. He could be in Vancouver whether or not the Parliamentary Secretary is available.

City of Vancouver:

BC government confirmed that there is no formal engagement with the City at this stage since PS Hu has only limited time in Vancouver. However, Mayor Robertson is most likely to be invited to the Sunday dinner.

Other questions:

With regard to how to cite GANZU on event backdrop and invitations, we suggest that either "Government of Canada" or "Global Affairs Canada" be the first line, and "Consulate General of Canada in Guangzhou" be underneath it.

We will continue to explore the following questions:

- How to best incorporate "pan-Canada" elements into the Vancouver (or Ottawa)? Canadian companies and stakeholders beyond BC want to connect with PS Hu and his delegation [REDACTED]
- Proposed names for potential speakers at the DOFCOM "Canada-China Trade and Economic Cooperation Conference" on May 9.
 - a. E-Commerce/Internet
 - b. Clean Tech/Environmental Protection
 - c. S&T/Innovation

Please keep us informed of developments and concerns from your end.

Drafted: Ji/OPC

Consulted: Speirs/OPC

From: Bedlington, Rachael -GANZU -HOM/CDM -C5

Sent: March 31, 2016 5:44 AM

To: Hartman, David -OPC -C5

Cc: IM Repository / Répertoire de GI; Hamilton, David -OPC -C5; Ji, Ala -OPC -C5; Simon, Josiane -BEJING -TD -C5; Murphy, Dave -BEJING -TD -C5; Robson, Duane -GANZU -TD -C5; Doust, Stephen -GANZU -GR -C5; Margenau, Lindsay -ROPAC -TD -C5; Saint-Jacques, Guy -BEJING -HOM/CDM -C5

Subject: Latest on Guangdong PS Hu visit to Canada, May 8 -10

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Attachments:

Shenzhen City delegation list, BC Invitation letter to various other Guangdong municipal reps

Roll-out of the China-Canada Economic and Trade Cooperation Conference (Draft)

Background on BYD St Albert Electric Bus purchase

Background on [REDACTED] Signing

David, an update from this end on arrangements for the PS Hu visit May 8-10 to Vancouver and Ottawa - we've reverted to C5 to facilitate comments on status of senior meetings in Ottawa, and anticipated signings such as that with [REDACTED]. Thanks to OPC for the MINA invitation letter which we have forwarded to the FAO here.

You'll see from details below that the Chinese side is aiming for a big -impact visit for PS Hu, both in terms of the numbers of delegates participating but also the agreements/contracts reached. One question from BC is whether a senior federal representative will come from Ottawa to participate in the Vancouver program – grateful HQ consideration of this.

Some important issues remain to be worked out: how to best incorporate "pan-Canada" elements into the Vancouver (or Ottawa) programs is a key one: Guangdong sees Vancouver as a Canadian rather than a purely

s.14(b)
s.20(1)(c)

BC visit, and certainly, Canadian companies and stakeholders beyond BC want to connect with PS Hu and his delegation [REDACTED]

[REDACTED] Where/if/how this could take place is to be determined. For our regional office in Vancouver, any insight as to how to promote Vancouver City involvement in the visit would also be very welcome [REDACTED]

Grateful OPC updates on the Ottawa portion of events, especially in terms of access to MINT and any changes in availability of Governor General, both of which remain a key focus for Guangdong, and details as what protocol arrangements the PS del can expect. (BTW, on protocol, will XDV be sending an officer to BC?). For GAC (whether OPC or Vancouver Regional Office) communication with BC, provincial government leads on the Vancouver visit we understand are 'Majid' in the Premier's office for overall lead, Paul Irwin and Francis Aquarone, Executive Director and Director respectively of the East Asia Branch within the BC Ministry of International Trade.

Regards,
Rachael

Summary of info/arrangements for the Guangdong Party Secretary's visit to Canada, based on conversations here with the BC Office, and the GD DOFCOM.

Delegations:

- Officials' delegations look set to exceed 60, with 20 or so traveling with PS Hu, plus another 20 from Shenzhen and smaller cities, plus Guangzhou and Zhuhai delegation sizes still to be confirmed (We're following up with FAO to ascertain exactly how many will travel to Ottawa).
- Business delegation has approximately 170 companies signed up, for 200 people or so in total. They will travel to Vancouver, but not to Ottawa. (We expect a company list shortly)
- FAO, DOFCOM and BC are aware I will travel back to accompany the delegation, and current planning is that I will participate in all major events in Vancouver, and Ottawa tbc.

BC Program:

- BC Premier confirmed for Sunday evening reception for 300/bilateral meeting and Monday Launch event. BC Lt. Governor, who met GD Governor Zhu on his visit, will also participate
- BC asking whether there will be senior representation from federal government
- BC has proposed a Joint Statement with GD on low carbon – draft to be presented still to the Chinese side (FYI [REDACTED])
- DOFCOM will run "Canada-China Trade and Economic Cooperation Conference" event Monday am from approx. 0900 to 1400, at Vancouver Convention Centre, with elements as follows:
 - o 0900 -0930 VVIP meeting with PS Hu (fed gov, BC gov, business community)
 - o 0930- 1030 Opening ceremony of Conference – key note speech by PS Hu, but also BC Premier, **Amb Luo**, CG Liu, Guangzhou Deputy Mayor
 - o 1030 - 1100 Contract /Agreement Signing Ceremony (DOFCOM screening potential agreements, contracts perhaps in CAD [REDACTED] tbc)
 - o 11:00 -1400 Three Concurrent Workshops (E-Commerce/Internet, Clean Tech/Environmental Protection, S&T/Innovation) - * PS Hu will not be present for these, but will depart for a site visit/other events tbc, perhaps to Ballard as recommended by DOFCOM. DOFCOM envisions Chinese and Canadian companies presenting at workshops, looking for advice on Cdn speakers – we and BC have underlined

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need to quickly approach potential speakers and participants. Istuary has already been approached to speak at Innovation Workshop. Workshops will be followed by business networking and buffet lunch.

- PS Hu program after the Opening Ceremony is being organized by GD FAO; more details to follow.
- Non- BC elements expected to take place during Vancouver stop (pending feedback from BC Govt) – unclear how they will be incorporated
 - o CCBC national level will sign an MOU with GD CCPIT in Vancouver
 - o AB – GD Government MOU – Minister of Economic Development and International Trade Bilous to attend signing in Vancouver (BC now aware)

Signings:

- BC says 6 -7 large deals
- Guangdong Gas ; investment deal for 5 – 10% equity share in Woodfibre (Chairman and General Manager expected on del)
- China General Nuclear (CGN) and Kelowna-based Fission Uranium Corp [redacted]
- [redacted]
- [redacted]
- [redacted]
- [redacted]
- Guangzhou Automotive Group and Magna investment in Guangdong: Magna is being pushed to sign the final portion of an agreement for another JV plant in Guangdong province. They intend to sign according to the local GM from Canada.
- [redacted]
- Also expect signings in education sector and new twinnings (no details yet)

GD DOFCOM

- Would like “ Consulate General of Canada in Guangzhou” to be listed as a supporter of the Monday am Business Conference event, including mention on the event backdrop and on invitations; can OPC advise ? (Chinese Consulate General in Vancouver and BC Government will be cited in this way.) We anticipate a “Government of Canada” or “Global Affairs Canada” mention would probably be more our normal approach.
- DOFCOM has promised to provide more detailed scenarios for events it is leading on (ie for the Mon am Forum)
- GANZU will be also trying capitalize on the outward ripples of this very large delegation, in terms of other stops in Canada and utilizing established relationships including twinnings.
- Work is underway between GANZU and DOFCOM to get visas applications in early

Media

- [redacted]
- BC will be sharing photos GANZU/GAC can be using on social media etc

s.13(1)(a)

Pelland, Joshua -BSI

From: McKernan, Peter -WSHDC -TD
Sent: January-15-19 2:46 PM
To: Hansen, Christian -ROPAC -TD
Cc: Pelland, Joshua -BSI
Subject: RE: ATIP

From: Hansen, Christian -ROPAC -TD
Sent: April-03-18 8:45 PM
To: Hawkshaw, Fiona -ROPAC -TD
Subject: Developments since the U.S. Announcement of Section 301 Measures against China - WSHDC-5592

FYI

With regards,
Christian


Begin forwarded message:

From: McKernan, Peter -WSHDC -TD
Sent: March-29-18 4:18 PM
To: Benjamin, Martin -NGM; Verheul, Steve -TFM; Bobiash, Donald -OGM
Subject: Developments since the U.S. Announcement of Section 301 Measures against China - WSHDC-5592

The following report details developments since President Trump announced that the U.S. would take several measures against China under Section 301 of the Trade Act, including tariffs, WTO dispute settlement, and investment restrictions in strategic sectors [Reftel: WSHDC-5467].

Tariffs

The Presidential memo establishes a deadline of April 6 for the publication of a list of Chinese products that will be subject to new tariffs. Thus far, the list has not been published.

 While publication of the proposed list of products subject to proposed tariffs had been expected earlier this week, it is now unlikely that the U.S. will move forward before the weekend.

The Wall Street Journal reported Monday that Secretary Mnuchin and USTR Lighthizer have issued a letter requesting that China reduce its automobile tariffs, purchase more U.S. semiconductors, and allow greater access to the Chinese financial sector. The letter has not been seen or verified by WSHDC. However, in a media appearance on Sunday, Treasury Secretary Mnuchin said, "We're having very productive conversations with them. I'm cautiously hopeful we'll reach an agreement, but if not we are proceeding with these tariffs. We are not putting them on hold unless we have an acceptable agreement that the President signs off on."

WTO Case

The U.S. has initiated its WTO case in Geneva, filing a request for consultations with China. Specifically, the U.S. is alleging that China is in violation of its obligations under Articles 3 and 28 of the Trade-Related Aspects of Intellectual Property Rights (TRIPS) agreement. These provisions relate to national treatment (i.e. the requirement that WTO members do not discriminate between foreign and domestic firms) and the commitment to ensure rights for patent holders, respectively.

Investment Restrictions

There are reports that the Administration is exploring the possible invocation of the *International Economic Powers Act* (IEEPA), which would allow for expansive legal authority to introduce investment restrictions against China. The *Act* allows the President to take measures to address an “unusual and extraordinary threat”, but requires the declaration of a national emergency. To date, authorities under *the Act* have been used to introduce economic sanctions or seize assets, but not as an instrument of trade policy. There is limited jurisprudence around IEEPA, with the sole Supreme Court case (*Bank Markazi v. Deborah Peterson*, 2016) confirming Presidential authorities to take measures under the *Act*.

In line with the President’s direction, the Treasury Secretary has 60 days (i.e. until May 21) to produce recommendations for investment restrictions against China, “in industries or technologies deemed important to the U.S.” The specific industries and technologies to be targeted are not yet known. However, USTR’s Section 301 report repeatedly refers to sectors that China has proposed to dominate under “Made in China 2025”, part of its industrial policy platform. These sectors include: (1) information technology; (2) space and aviation; (3) robotics and computerized machines; (4) maritime equipment; (5) railway transportation; (6) energy equipment; (7) new materials; (8) biopharma; (9) new energy vehicles; and (10) agricultural machinery.

FCC Proposed Regulation

On Monday, Federal Communications Commission Ajit Pai brought forward a proposal that would bar the use of the FCC’s \$8.5 billion Universal Service Fund (USF)⁽¹⁾ to purchase equipment or services from “companies that pose a national security threat to the U.S. communications networks or the communications supply chain”.

A vote on whether to proceed with the proposed regulatory measure will be held on April 17. The FCC is an independent regulatory agency, and there is no official/formal link between this measure and the 301 process. However, the Commission consists of a Republican majority and the measure has a high likelihood of passing.

U.S. China Economic and Security Review Commission

Yesterday, the U.S. China Economic and Security Review Commission (USESRC), an arms-length Congressional advisory body, issued a new issue brief on “China’s Technonationalism”. The brief sets out many of the same concerns articulated in the Section 301 report (e.g Chinese acquisition of foreign technology, industrial espionage). The brief also reiterates several of the recommendations made by USESRC in its 2017 annual report to Congress, including legislative reform to the Committee on Foreign Investment in the U.S. (CFIUS). These recommendations include an expanded scope for CFIUS review; prohibition on acquisitions of U.S. assets by Chinese state-owned or state-controlled entities; addition of a ‘net economic benefit’ screen on reviewed investment; and other measures.

Congressional Reactions

There have been several public reactions by U.S. legislators in addition to those first reported in WSHDC-6543:

Senate Minority Leader Chuck Schumer (D-NY): “I’ve called for such action for years and been disappointed by the inactions of both Presidents Bush and Obama. I’m very pleased that this Administration is taking strong action to get a better deal on China.”

Sen. Marco Rubio (R-FL): “President Trump’s trade actions against China are the right thing to do. China has used the wealth of the American people to crush human rights and destabilize our economic order. The actions announced today are good first steps toward re-asserting American economic leadership.”

Sen. Lindsey Graham (R-SC): “I’m very pleased and supportive of President Trump’s efforts to push back against China’s intellectual property theft, dumping, and other unfair trade practices. This pushback by President Trump is long overdue as a nation”.

Sen. Maria Cantwell (R-WA): “I want a more sophisticated approach to address trade disputes with China. I get a kind of stop-your-feet approach makes some people feel good, but in an integrated economy that we already have, it’s more complex”.

¹The USF is a government program that subsidizes companies that provide broadband and communications services for rural areas and low income households.

Schmidt, Leah Madelaine -ROPAC -TD

From: Robson, Duane -GANZU -TD
Sent: April-07-16 2:37 AM
To: Margenau, Lindsay -ROPAC -TD; Doust, Stephen -GANZU -GR; Bedlington, Rachael -GANZU -HOM/CDM; Han, Gloria -GANZU -GR
Cc: Hansen, Christian -ROPAC -TD; Jette, Michelle -CFXL; Hartman, David -OAD
Subject: RE: Guangdong PS Hu Visit to Canada
Attachments: Shenzhen Delegation List.docx; InvitationGDGovernment.pdf; Name List of the Delegation(定).doc; Copy of IB_GANZU-#131778-v1-GD delegate master list.XLSX; Guangdong Conference Invitation.pdf; Draft Itinerary.pdf

Dear Lindsay,

Thanks for your e-mail. My apologies for not sending you more information sooner. We had sent something on this visit on the other system to you and I have just copied Christian on that note as well.

We have not yet received a response from OPC on a few questions, but specifically we were looking to identify the lead in Canada for the visit.

Here is what we currently have.

- The visit in Vancouver will be May 8-9. The group will arrive on the 8th and have a welcome evening reception hosted by the province of BC. We have heard that this will be up to 200 people. (an early agenda is attached)
- The 9th will be the Guangdong conference noted above. [REDACTED] from 9:00 – 9:30 followed by the conference. (Please see an attached invitation with more information)
- The official delegation will not attend the conference breakout sessions but have a few other visits that are not confirmed and will be flying to Ottawa on the 8th evening The afternoon site visit will probably be to [REDACTED]
- The official delegation is quite large. There is one list from Guangdong led by Party Secretary HU, another from Shenzhen led by Mayor XU and another from Guangzhou. We are still awaiting the Guangzhou city list but understand that the Vice Mayor will be the lead.
- We also have a delegation list from Guangdong DOFCOM of over 250 names but there is some issue with the accuracy of the data. In any case, the new DG of DOFCOM Guangdong should be the lead for this delegation. He has not yet been named and I have been dealing with the DDG of DOFCOM CHEN Yuehua. I will be meeting with him again tomorrow, Friday April 8th, 2016.
- The Consul General is planning to accompany the PS HU visit to Canada.

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- We do have a question for you regarding managing the Vancouver-Guangzhou city portion of the visit [REDACTED]

I hope this gets you up to date.

Duane

Duane Robson
 Consul & Senior Trade Commissioner
 Consul et délégué commercial principal
duane.robson@international.gc.ca
 Telephone | Téléphone (86-20) 8611-6150
 Facsimile | Télécopieur (86-20) 8611-6198
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 加拿大驻广州总领事馆
 Suite 801, China Hotel Office Tower Liu Hua Lu, Guangzhou 510015
 510015 广州市流华路中国大酒店商业大厦 801 室
 People's Republic of China | République populaire de Chine
 Government of Canada | Gouvernement du Canada



From: Margenau, Lindsay -ROPAC -TD
Sent: April-07-16 4:45 AM
To: Doust, Stephen -GANZU -GR; Bedlington, Rachael -GANZU -HOM/CDM; Robson, Duane -GANZU -TD; Han, Gloria -GANZU -GR
Cc: Hansen, Christian -ROPAC -TD; Jette, Michelle -OPC
Subject: FW: Guangdong PS Hu Visit to Canada

Dear GANZU colleagues,

I had a discussion with the BC Government today on the subject of the Guangdong Party Secretary's upcoming visit to Vancouver. [REDACTED]

Could GANZU let us know whether anyone from post plans to accompany the delegation? BC mentioned that GANZU-HOM was expected to attend, but I noted that we hadn't heard that. We would appreciate your confirmation. I would note that we expect Dave Murphy to be in Vancouver May 3-5 for outreach.

The BC Government will share with me their draft program for May 8 and 9 by the end of this week. I'll send that along once I receive it.







Lindsay

From: Han, Gloria -GANZU -GR
Sent: January-11-16 5:36 PM

To: Hartman, David -OPC; Doust, Stephen -GANZU -GR; Bedlington, Rachael -GANZU -HOM/CDM; Robson, Duane - GANZU -TD; Speirs, Mary-Catherine -OPC; Hamilton, David -OPC; Berlet, Stéphanie -OPC
Cc: Yan, Karen -GANZU; Hu, Sadie -GANZU -TD; Termorshuizen, Cindy -BEJING -GR; Margenau, Lindsay -ROPAC -TD
Subject: RE: Guangdong PS Hu Visit to Canada and Advance Visit

Hi David,

Here's the list of the delegation. All members are from the Guangdong Foreign Affairs Office:

1. 
2. 
3. 
4. 
5. 
6. 

Best Regards,
Gloria

From: Hartman, David -OPC
Sent: January 11, 2016 7:14 PM
To: Han, Gloria -GANZU -GR; Doust, Stephen -GANZU -GR; Bedlington, Rachael -GANZU -HOM/CDM; Robson, Duane - GANZU -TD; Speirs, Mary-Catherine -OPC; Hamilton, David -OPC; Berlet, Stéphanie -OPC
Cc: Yan, Karen -GANZU; Hu, Sadie -GANZU -TD; Termorshuizen, Cindy -BEJING -GR; Margenau, Lindsay -ROPAC -TD
Subject: Re: Guangdong PS Hu Visit to Canada and Advance Visit

Hi Gloria,

Thanks for this. Do you know who will be part of the delegation?

Best Regards,

David

From: Han, Gloria -GANZU -GR
Sent: Monday, January 11, 2016 3:27 AM
To: Doust, Stephen -GANZU -GR; Hartman, David -OPC; Bedlington, Rachael -GANZU -HOM/CDM; Robson, Duane - GANZU -TD; Speirs, Mary-Catherine -OPC; Hamilton, David -OPC; Berlet, Stéphanie -OPC
Cc: Yan, Karen -GANZU; Hu, Sadie -GANZU -TD; Termorshuizen, Cindy -BEJING -GR; Margenau, Lindsay -ROPAC -TD
Subject: RE: Guangdong PS Hu Visit to Canada and Advance Visit

Further to the below message, please kindly see the below itinerary of the Guangdong FAO Advance team:

Saturday Jan 23

Arrive in Toronto from NYC via flight AC 7601

Sunday Jan 24

Morning: visit Chinese Consulate General in Toronto

Afternoon: visit related programs

20:10 Flight from Toronto to Ottawa (AC 466)

21:16 Arrive in Ottawa

Monday Jan 25

Morning: Visit to Chinese Embassy in Canada, etc.
17:55 Flight to Vancouver via AC 189
20:38 Arrive in Vancouver

Tuesday Jan 26

Visit Chinese Consulate General in Vancouver
Visit BC Government and Ministry of International Trade's officials
Visit related programs

Wednesday Jan 27

11:40 Flight to Guangzhou CZ 330

From: Doust, Stephen -GANZU -GR

Sent: January 6, 2016 12:37 PM

To: Hartman, David -OPC; Bedlington, Rachael -GANZU -HOM/CDM; Robson, Duane -GANZU -TD; Speirs, Mary-Catherine -OPC; Hamilton, David -OPC; Berlet, Stéphanie -OPC

Cc: Han, Gloria -GANZU -GR; Yan, Karen -GANZU; Hu, Sadie -GANZU -TD; Termorshuizen, Cindy -BEJING -GR; Margenau Lindsay -ROPAC -TD

Subject: Guangdong PS Hu Visit to Canada and Advance Visit

PS Hu Visit to North America

- We heard from BC Office today that **Guangdong Party Secretary Hu and a Business Delegation** organized by the GD Department of Commerce are **looking to visit Canada (Vancouver and possibly Ottawa and Toronto) in late April or early May** (dates are not confirmed – require Central Gov't approval and confirmation of Hu's schedule).
- [REDACTED]
- Trip will also likely include visits to the US and possibly Mexico. For Hu, visit is billed as a return visit to meet with BC Premier Clark (who recently visited Guangdong) and Governor General Johnston (who visited Guangdong in 2013) – Bilateral with Premier Clark and Lunch or Dinner
- Plans for PS Hu also include a Breakfast Roundtable on clean tech with BC companies, including Ballard
- MOFCOM plans for the business del include a large-scale (200 persons or more) business seminar in Vancouver with 3 focuses: promoting the GD FTZ; e-commerce; and clean tech/climate change.
- [REDACTED]
- Other components of the trip will include at least New York and a large DOFCOM-organized event, and possibly small-scale event in Mexico organized by the City of Zhuhai, who have projects in Mexico

GD FAO Advance to Canada

- Call to GD FAO confirmed that an **advance visit** will take place **from January 18th, to include Vancouver, Ottawa and Toronto**
- We have no info as yet on what the Toronto portion would entail
- Advance will be led by [REDACTED]

DOFCOM Advance to Canada

- **DOFCOM are looking to advance the visit after Chinese New Year – mid to late February**

Shenzhen Delegation List

序号 No.	姓名 Name	性别 Gender	单位 Organization	职务 Position
1			深圳市人民政府 Shenzhen Municipal Government	
2			深圳市经济贸易和信息化委员会 Economy, Trade and Information Commission of Shenzhen Municipality	
3			深圳市经济贸易和信息化委员会 Economy, Trade and Information Commission of Shenzhen Municipality	
4			深圳市经济贸易和信息化委员会 Economy, Trade and Information Commission of Shenzhen Municipality	
5			深圳市经济贸易和信息化委员会 Economy, Trade and Information Commission of Shenzhen Municipality	
6			深圳市经济贸易和信息化委员会 Economy, Trade and Information Commission of Shenzhen Municipality	
7			深圳市人民政府办公厅 General Office of Shenzhen Municipal Government	

Members of the Delegation

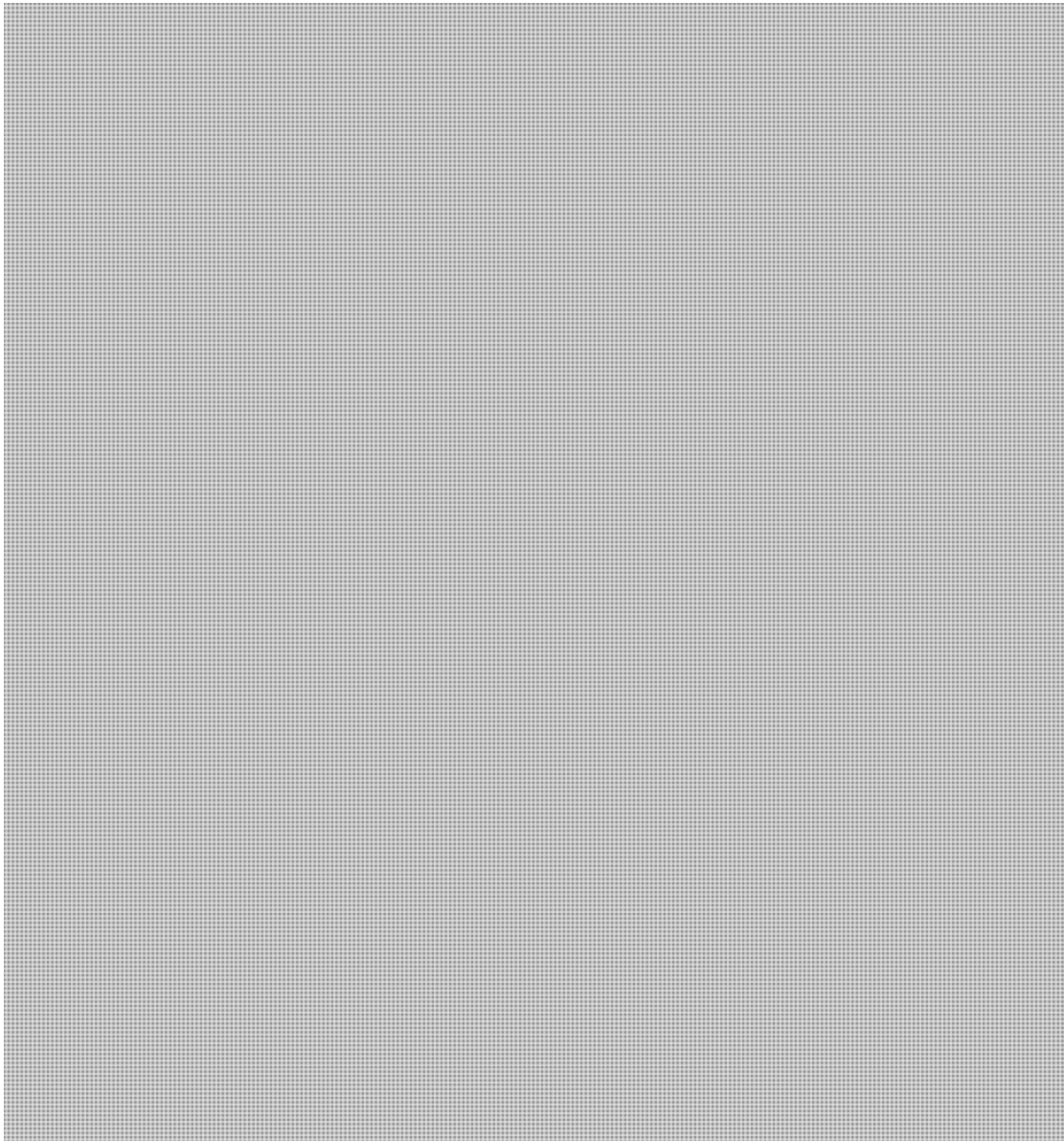
Mr. Hu Chunhua

s.19(1)

Member of the Political Bureau, CPC (Communist Party of China) Central
Committee;
Secretary of CPC Guangdong Committee

Mr. Xu Qin

Mayor of Shenzhen City



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**is withheld pursuant to section
est retenue en vertu de l'article**

19(1)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

INVITATION

China (Guangdong) ~ Canada Economic and Trade Cooperation Conference



To strengthen the diplomatic and economic ties between China and Canada, the People's Government of Guangdong Province of China has the honour of inviting you to attend the **China (Guangdong) - Canada Economic and Trade Cooperation Conference** on Monday, May 9th, 2016 at the Vancouver Convention Centre. Representatives of Guangdong Province and the Province of British Columbia will be in attendance.

HOST

The People's Government of Guangdong Province,
China

SUPPORTERS

The Embassy of the People's Republic of China
in Canada
Consulate-General of the People's Republic of China in
Vancouver
Consulate-General of Canada in Guangzhou
Chinese Entrepreneurs Society of Canada
Vancouver-Guangzhou Friendship Society

ORGANIZERS

The People's Government of Guangzhou City, China
The Department of Commerce of Guangdong Province,
China
British Columbia Ministry of International Trade,
Canada

TIME

Monday, May 9th, 2016 • 9:00 am - 2:00 pm
(Registration at 9:00 am - 9:30 am)

VENUE

West Wing Level 2, Vancouver Convention Centre,
1055 Canada Place, Vancouver

AGENDA

Program 1 | Opening Ceremony 9:30 am - 11:00 am

- Welcome speech by the guest of honor from Canada
- Welcome speech by the Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to Canada
- Keynote speech by senior leader of Guangdong Province, China
- Promotional Presentation by leader of Guangzhou Municipal Government, China
- Contract Signing Ceremony

(Simultaneous Interpretation in Mandarin & English language will be made available.)

Program 2 | Workshop 11:15 am - 12:15 pm

- Cross Border E-Commerce Workshop
- Environment-friendly industry and Products Workshop
- Scien-Tech Innovation Workshop
- Business matching of other industries

Lunch • 12:30 pm - 2:00 pm

REGISTER NOW

FOR MORE INFORMATION, PLEASE CONTACT:

Elyse Gawley | 604-646-3589 | China-Canada2016@pacegroup.com | www.china-canada2016.com

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中国（广东）—加拿大 经贸合作交流 邀请函



为深化中国广东与加拿大经贸交流与合作，谨定于2016年5月9日（星期一）假座温哥华会展中心举办“中国（广东）—加拿大经贸合作交流”。来自广东省的政府和企业家代表将出席活动，并与加拿大政商界代表交流。

诚邀阁下光临

中国广东省人民政府 敬约

主办单位：

中国广东省人民政府

支持单位：

中国驻加拿大大使馆
中国驻温哥华总领事馆
加拿大驻广州总领事馆
加拿大中华总商会
温哥华—广州友好协会

承办单位：

中国广东省广州市人民政府
中国广东省商务厅
加拿大不列颠哥伦比亚省国际贸易厅

会议时间：

2016年5月9日（星期一）9:00—2:00时
（9:00—9:30时签到）

会议地点：

加拿大温哥华会展中心2楼

议程

开幕式（9:30—11:00时，211-214会议室）

- 加拿大不列颠哥伦比亚省领导人致辞
- 中国驻加拿大大使致辞
- 中国广东省主要领导作主旨演讲
- 中国广东省广州市领导作营商环境推介
- 项目签约仪式

语言：现场采用中英双语同传翻译。

专题对接（11:15—12:15时）

- 跨境电商专题对接会
- 节能环保产业对接会
- 科技创新专场对接会
- 其他行业对口洽谈

语言：现场采用中英双语交替翻译。

工作交流午餐（12:30—2:00时，2楼西翼前厅）

REGISTER NOW

FOR MORE INFORMATION, PLEASE CONTACT:

Elyse Gawley | 604-646-3589 | China-Canada2016@pacegroup.com | www.china-canada2016.com



March 29, 2016
Mr. XU Zhixin
Vice Mayor
The People's Government of Shaoguan City
Guangdong Province, China

REF: RZ2016-0329

Dear Mr. Xu,

On behalf of the British Columbia Ministry of International Trade, I am pleased to welcome you and the Guangdong government delegates (whose names appear on the attached list) to visit Canada for 4 days in May 2016.

We understand that you will visit Canada to promote the trade and investment relations between Guangdong and British Columbia.

We look forward to meeting you in Vancouver and it is our understanding that you will be responsible for all your own travel, accommodation, hospitality and transportation arrangements.

In preparation for your visit, please contact Mr. Raymond Zhu, Senior Manager for China at +1-604-660-5912 or by e-mail at Raymond.Zhu@gov.bc.ca.

Yours truly,

Paul Irwin
Executive Director
International Business Development
Ministry of International Trade

**Ministry of International
Trade and Minister
Responsible for Asia Pacific
Strategy and
Multiculturalism**

International Business Development
Division

Mailing Address:
Suite 730-999 Canada Place
Vancouver, BC V6C 3E1
Canada

Website:
www.britishcolumbia.ca

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Guangdong Government Delegation

No	Name	Sex	Organization	Title
1	Xu Zhixin	M	The People's Government of Shaoguan Municipality	Deputy Mayor
2			The People's Government of Shaoguan Municipality	
3			Bureau of Commerce of Shaoguan Municipality	
4			Administrative Committee of Dongguan and Shaoguan Industrial Transfer Park	
5			Bureau of Commerce of Shaoguan Municipality	
6			Bureau of Commerce of Maoming City	
7			Bureau of Commerce of Maoming City	
8			Bureau of Commerce of Foshan City	
9			Bureau of Commerce of Foshan City	
10			Bureau of Commerce of Foshan City	
11			Bureau of Commerce of Foshan City	
12			Bureau of Commerce of Foshan City	
13			Nanshan Town, Sanshui District, Foshan City	

Ministry of International Trade and Minister Responsible for Asia Pacific Strategy and Multiculturalism

International Business Development Division

Mailing Address:
Suite 730-999 Canada Place
Vancouver, BC V6C 3E1
Canada

Website:
www.britishcolumbia.ca



14		Shenzhen Municipal Government	
15		Economy, Trade and Information Commission of Shenzhen Municipality	
16		Economy, Trade and Information Commission of Shenzhen Municipality	
17		Economy, Trade and Information Commission of Shenzhen Municipality	
18		Economy, Trade and Information Commission of Shenzhen Municipality	
19		Economy, Trade and Information Commission of Shenzhen Municipality	
20		General Office of Shenzhen Municipal Government	
21		Bureau of Commerce of Shantou	
22		Bureau of Commerce of Shantou	

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1	Department of Commerce of Guangdong Province
2	Department of Commerce of Guangdong Province
3	Department of Commerce of Guangdong Province
4	Department of Commerce of Guangdong Province
5	Department of Commerce of Guangdong Province
6	Department of Commerce of Guangdong Province
7	Department of Commerce of Guangdong Province
8	Department of Commerce of Guangdong Province
9	Department of Commerce of Guangdong Province
10	Department of Commerce of Guangdong Province
11	Department of Commerce of Guangdong Province
12	Department of Commerce of Guangdong Province
13	Department of Commerce of Guangdong Province
14	Department of Commerce of Guangdong Province
15	Guangzhou Pharmapack Intelligent Equipment
16	Baiyun Power Group Co., Ltd.
17	Guangzhou General Merchandise Group Limited.
18	Guangzhou General Merchandise Group Limited.
19	Shantou Special Economic Zone Guangao Light Industry Co., Ltd
20	Guangzhou Baiyun Electric Equipment Co.,Ltd.
21	Institute for Materials and Processes of Guangdong Province
22	Institute for Materials and Processes of Guangdong Province
23	Institute for Materials and Processes of Guangdong Province
24	Guangzhou Vanlead Group Co., Ltd
25	Guangzhou ShangMing printing Co., Ltd.
26	Shenzhen Kuang-Chi Space Technology Co., Ltd.
27	Shenzhen Kuang-Chi Space Technology Co., Ltd.
28	Guangdong Manufacturers Association
29	Guangdong Manufacturers Association
30	Longtron Electronics Technology Co., Ltd
31	Guangzhou Ciitta E-Commerce Limited
32	Guangzhou Ciitta E-Commerce Limited
33	Vipshop International Holdings Limited
34	Vipshop International Holdings Limited
35	Guangdong Goldjet International Logistics Co., Ltd.
36	Guangdong global auto supplies co., LTD. (China auto supplies network)
37	Guangdong Venture Capital & Private Equity Association
38	Guangdong Venture Capital & Private Equity Association
39	Guangdong construction And Decoration Materials Association

40	Guangdong Construction and Decoration Materials Association
41	Guangzhou Bojia Biotech Co.,Ltd
42	Guangzhou WanHui Cci Capital Ltd
43	Sun-tech(Zhuhai) Welding Co., Ltd.
44	Dongguan Superduper group Co.,Ltd
45	Guangdong Hengjian Investment Holding Co., Ltd.
46	Guangdong Hengjian Investment Holding Co., Ltd.
47	Guangdong GW Holdings Group Co., Ltd.
48	Guangdong GW Holdings Group Co., Ltd.
49	Guangdong GW Holdings Group Co., Ltd.
50	Guangdong GW Holdings Group Co., Ltd.
51	Guangdong GW Holdings Group Co., Ltd.
52	Guangdong Province Navigation Group Company Limited
53	Guangdong Province Navigation Group Company Limited
54	Guangdong Province Navigation Group Company Limited
55	Guangdong Province Navigation Group Company Limited
56	Guangdong Provincial Communication Group Co.,Ltd.
57	Guangdong Provincial Communication Group Co.,Ltd.
58	Guangdong Provincial Communication Group Co.,Ltd.
59	Guangdong Provincial Communication Group Co.,Ltd.
60	Guangdong Provincial Communication Group Co.,Ltd.
61	Guangdong Provincial Communication Group Co.,Ltd.
62	Guangdong Yudean Group Co.,Ltd.
63	Guangdong Yudean Group Co.,Ltd.
64	Guangdong Yudean Group Co.,Ltd.
65	Guangdong Yudean Group Co.,Ltd.
66	Wintop (Dongguan) Industrial Technology Co., LTD
67	Wintop (Dongguan) Industrial Technology Co., LTD
68	Wintop (Dongguan) Industrial Technology Co., LTD
69	Guangdong Goldsun Tech. Group Co., Ltd.
70	Guangzhou SAT Infrared Technology Co.LTD
71	Flex Manufacturing(Zhuhai) Co. LTD
72	Bonaa Holdings Group
73	JOVO Group Co., Ltd. Guangdong
74	JOVO Group Co., Ltd. Guangdong
75	JOVO Group Co., Ltd. Guangdong
76	Shenzhen KangMingsheng Technology Industry Incorporated Company Fukang ,fumin
77	Zhongshan Zhenhong Packaging Stuff Co., Ltd.
78	LS-GAME Amusement Equipment Co.Ltd
79	Guangdong Senhai Sporting Goods Co., Ltd.
80	Guangdong Senhai Sporting Goods Co., Ltd.
81	Shenzhen Xingyin Pharmaceutical. Co., Ltd.
82	Shenzhen Xingyin Pharmaceutical. Co., Ltd.

83	Guangzhou Saliat Stem Cell Science and Technology Co.,LTD
84	Guangzhou Saliat Stem Cell Science and Technology Co.,LTD
85	Bluedon information security technologies CO,LTD
86	Dongguan Zhongyou Intelligent Engineering Co. Ltd.
87	Guangzhou Lingnan electricity technology
88	ZhongShan MingLiang Technology Lighting Co., LTD
89	Guangdong wave big data research Co., Ltd.
90	Guangzhou(Qingyuan) Administration Committee of the Industrial Transmission Park
91	Guangzhou(Qingyuan) Administration Committee of the Industrial Transmission Park
92	Guangdong Manufacturers Association
93	Guangdong Manufacturers Association
94	Guangdong YongLiJian Aluminium Co., Ltd.
95	Shenzhen Before the nature Harmonious Health Science and Technology Co., Ltd.
96	Shen Zhen LanJinag Real Estate Development Co.Ltd
97	Zhongyun International Holdings Co.,Ltd
98	Guangzhou Shangming Printing Co., Ltd.
99	People's Government of Heyuan City
100	Bureau of Commerce of Heyuan
101	Investment Promotion Section of Bureau of Commerce of Heyuan
102	Project Introduction Section of Bureau of Commerce of Heyuan
103	China Guangfa Bank
104	China Guangfa Bank
105	China Guangfa Bank
106	Guangdong Evergreen Group Co., Ltd
107	Guangdong Evergreen Group Co., Ltd
108	Guangzhou Jinghe Pharmaceutical Science and Technology Co., Ltd.
109	Zhongshan Pulis Medical Instrument Co. Ltd.
110	King Goldenline Decoration Co., Ltd.
111	Guangdong Administration of Big Data, Economic and Information Technology Commission of Guangdong Province
112	The Economic and Information Technology Commission of Guangdong Province
113	The Economic and Information Technology Commission of Guangdong Province
114	The Finance Affairs of People's Government of Guangdong Province
115	The Finance Affairs of People's Government of Guangdong Province

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116	The Finance Affairs of People's Government of Guangdong Province
117	The Finance Affairs of People's Government of Guangdong Province
118	Guangdong SILV Environmental Protection Engineering Co., Ltd.
119	Guangzhou Treasure-Key Economics Development Ltd.
120	Huajian Shoes Company
121	Wahlai Shoes Co., Ltd
122	Guangdong Liansu Technology Industry Co., Ltd
123	Guangdong Liansu Technology Industry Co., Ltd
124	Guangzhou Institute of Energy Conversion, Chinese Academy of Sciences
125	Guangzhou Institute of Energy Conversion, Chinese Academy of Sciences
126	Zhuhai Municipal Government
127	Zhuhai Municipal Bureau of Commerce
128	Zhuhai Municipal Bureau of Commerce
129	Zhuhai Foreign Affairs Office
130	People's Government of Yunfu Municipality
131	People's Government of Yunfu Municipality
132	Commerce Bureau of Yunfu Municipality
133	Foshan (Yunfu) Transfer Industry Management Committee
134	Foreign & Overseas Chinese Affairs Bureau of Yunfu Municipality
135	Foshan Land Resource & Urban - Rural Plannig Bureau
136	Foshan Chancheng District Government
137	Foshan Land Resource & Urban - Rural Plannig Bureau
138	Goldensea Professional Lighting Provider
139	Jiajun Ceramics
140	Guangdong Foreign Construction Co., Ltd
141	Meizu Technology Co., Ltd.
142	Guangdong Nation-Synergy Hydrogen Power Technology Co., Ltd.
143	Guangdong Nation-Synergy Hydrogen Power Technology Co., Ltd.
144	Guangzhou International Logistics Co., Ltd.
145	Guangzhou Huimei Fashion Group Co., Ltd.
146	Zhongshan Pulis Medical Instrument Co., Ltd
147	Dongguan superduper group Co., Ltd
148	Shenzhen Before the Nature Harmounious Health Science and Technology Co., Ltd
149	Guangdong Tecsun Vacuum Technology Engineering Co., Ltd
150	JOVO Group Co., Ltd Guangdong
151	JOVO Group Co., Ltd Guangdong

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152		Guangzhou-JPH Network Technology Co., Ltd.
153		Guangdong Xinhaopan Group Co.,Ltd
154		Guangzhou Yaliang Display Products Co., Ltd
155		King Goldenline Decoration Co., Ltd
156		Asiafacto(CN) Co., Ltd
157		Shantou Yuzhou Trading Co., Ltd
158		Guang dong inspur big date research Co., Ltd
159		Shantou Mebol Trading Co., Ltd
160		LS-GAME Amusement Equipment Co., Ltd
161		Guangzhou Paper Co., Ltd
162		Guangzhou Paper Co., Ltd
163		PICC Property & Casualty Company Ltd. Guangdong Provincial Branch
164		Shantou Mebol Electronic Commerce Co., Ltd
165		Guangdong DCenti Auto-parts Stock Limited Company
166		Guangdong DCenti Auto-parts Stock Limited Company
167		Guangdong Zhonghuan Investment Group Co., Ltd
168		Guangdong Zhonghuan Investment Group Co., Ltd
169		Guangdong Zhonghuan Investment Group Co., Ltd
170		Shenzhen KangMingsheng Technology Industry Incorporated Company
171		Gaozhou Longsafety Labor Insurance Products Co., Ltd
172		GuangDong Huawei Modern Logistics.co.ltd
173		Baoyi property management (Shenzhen) Co., Ltd
174		Baoyi property management (Shenzhen) Co., Ltd
175		Gaozhou City Golden Mountain Zhifa Foundry
176		Gaozhou City Golden Mountain Zhifa Foundry
177		Bank Of China Guangdong Branch
178		Bank Of China Guangdong Branch
179		Guangzhou E-commerce Industry Association
180		Guangdong Provincial Institute of Modern Logistics
181		Guangzhou(Qingyuan) Administration Committee of the Industrial Transmission Park
182		Guangzhou(Qingyuan) Administration Committee of the Industrial Transmission Park
183		Guangdong Senhai Sporting Goods Co., Ltd
184		Guangdong Senhai Sporting Goods Co., Ltd
185		Gaozhou Xiangxue Leather Co., Ltd
186		Klean Environmental Technology Co., Ltd
187		Guangdong GW Holdings Group Co., Ltd
188		Guangdong GW Holdings Group Co., Ltd
189		Guangdong GW Holdings Group Co., Ltd
190		Guangdong GW Holdings Group Co., Ltd
191		Guangdong GW Holdings Group Co., Ltd
192		Guangzhou SAT Infrared Technology Co., Ltd

193	Guangdong Leimeng Heavy Machinery Manufacturing Co., Ltd
194	Guangdong Leimeng Heavy Machinery Manufacturing Co., Ltd
195	Guangdong SOYOUNG Commercial Service Joint Stock (limited) Company
196	Shenzhen Xingyin Pharmaceutical Co., Ltd.
197	Shenzhen Xingyin Pharmaceutical Co., Ltd.
198	GuangDongBaoYang Investment and management Co., Ltd
199	GuangDongBaoYang Investment and management Co., Ltd
200	GuangDongBaoYang Investment and management Co., Ltd
201	L&Z International Leasng Co., Ltd
202	L&Z International Leasng Co., Ltd
203	Wintop (Dongguan) Industrial Technology Co., LTD
204	Wintop (Dongguan) Industrial Technology Co., LTD
205	Wintop (Dongguan) Industrial Technology Co., LTD
206	Industrial And Commercial Bank Of China, Guangdong Branch
207	Guangdong Goldgains Cartoon Co. Ltd.
208	Guangdong Goldgains Cartoon Co. Ltd.
209	Guangdong Goldgains Cartoon Co. Ltd.
210	CNHOMELAND
211	Bluedon Information Security Technology Co., Ltd
212	Liteharbor Lighting Technology Co., Ltd.
213	Guangzhou Yinghu Internet Co.,Ltd
214	Guangdong Dengdeng Net Technology Co., Ltd.
215	Guangzhou Carrot Mall Network Technologies Co., Ltd.
216	Guangzhou Kangkai Apparel Co., Ltd.
217	Foshan Sanshui District Fourgood Hardware Co., Ltd.
218	Guangdong Huaqiang Appliance Group Co., Ltd.
219	Guangdong Huaqiang Appliance Group Co., Ltd.
220	Zhenshan Zhenhong Packaging Technology Co., Ltd.
221	Guangdong Provincial Communication Group Co., Ltd.
222	Guangdong Provincial Communication Group Co., Ltd.
223	Guangdong Provincial Communication Group Co., Ltd.
224	Guangdong Provincial Communication Group Co., Ltd.
225	Guangdong Provincial Communication Group Co., Ltd.
226	Guangdong Provincial Communication Group Co., Ltd.
227	Huizhou City A Billion Polytron Technologies Inc
228	Shaoguan DeRui Heavy Machinery Equipment Company
229	Shaoguan DeRui Heavy Machinery Equipment Company
230	Asia-Pacific E-commerce Institute
231	Joinmax Digital Technology Co., Ltd.
232	Zhuhai Lingke Automation Technology Co.,Ltd
233	Guangzhou Kafelaku Coffee Franchise Co., Ltd.
234	Shenzhen LanJinag Real Estate Development Co., Ltd.
235	Man Wah Furniture manufacturing (Huizhou) Co., Ltd.
236	Man Wah Furniture manufacturing (Huizhou) Co., Ltd.

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237		Guangdong Province Navigation Group Company Limited
238		Guangdong Province Navigation Group Company Limited
239		Guangdong Province Navigation Group Company Limited
240		Guangdong Province Navigation Group Company Limited
241		Guangdong Zhenzhou Group Co., Ltd. (Guangdong Lychee Industry Association)
242		Guangdong Zhenzhou Group Co., Ltd. (Guangdong Lychee Industry Association)
243		Guangdong Zhenzhou Group Co., Ltd. (Guangdong Lychee Industry Association)
244		Guangdong Zhenzhou Group Co., Ltd. (Guangdong Lychee Industry Association)
245		Guangzhou Huiyintianyue Equity Investment Fund Management Co., Ltd
246		Guangzhou Huiyintianyue Equity Investment Fund Management Co., Ltd
247		YY INC.
248		Guangzhou lingnan electricity technology Co., Ltd.
249		Hengqin Financial Investment Co., Ltd.
250		Hengqin Financial Investment Co., Ltd.
251		Hengqin Financial Investment Co., Ltd.
252		Hengqin Financial Investment Co., Ltd.
253		Welon (China) Ltd.
254		Welon (China) Ltd.
255		Welon (China) Ltd.
256		Welon (China) Ltd.
257		Guangzhou Huaxing Electronic Co., Ltd.
258		Guangzhou DaAn Gene Technologies Ltd
259		New United Group
260		New United Group
261		Guangdong R&J Trading Co., Ltd.
262		Guangzhou Kuajinghang Information and Technology, Co., Ltd
263		Guangzhou Kuajinghang Information and Technology, Co., Ltd
264		GF Futures Co., Ltd
265		Country Garden Holdings Company Limited
266		Country Garden Holdings Company Limited
267		Country Garden Holdings Company Limited
268		Country Garden Holdings Company Limited
269		Guangdong Hongan Industrial Investment Co.,Ltd
270		Guangdong Hongan Industrial Investment Co.,Ltd
271		Qingyuan Daowei Ecommerce Ltd.
272		China Guangfa Bank

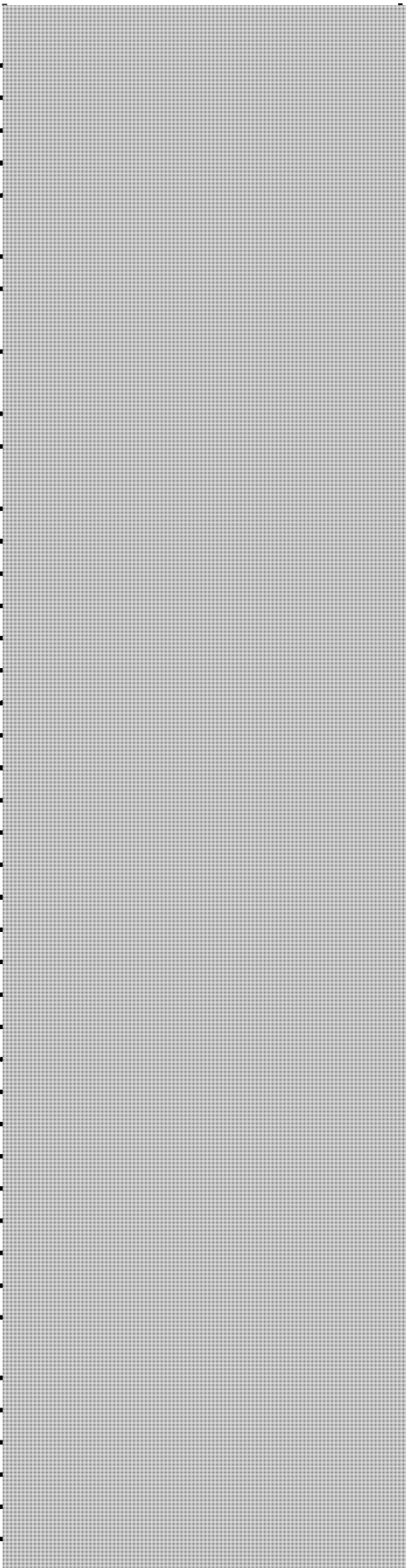
273	China Guangfa Bank
274	China Guangfa Bank
275	Shenzhen Beike Biotechnology Co., Ltd.
276	Guangzhou Lingnan International Enterprise Group Co.,Ltd
277	Huazhou Unite Minsheng Wheel Industry Co., Ltd
278	Huazhou Unite Minsheng Wheel Industry Co., Ltd
279	Guangdong Science and Merchant Capiatl Management Co.,Ltd.
280	Guangdong Science and Merchant Capiatl Management Co.,Ltd.
281	Guangzhou Yuenyat Import & Export Corporation
282	Dongguan Zhongyou Intelligent Engineering Co. Ltd.
283	Guangzhou Huadu Radio and Televison
284	Guangzhou Huadu Radio and Televison
285	Maoming Haiyi Foods Co.,Ltd.
286	Maoming Haiyi Foods Co.,Ltd.
287	Maoming Haiyi Foods Co.,Ltd.
288	Maoming Haiyi Foods Co.,Ltd.
289	Flex Manufacturing (Zhuhai) Co., Ltd
290	Guangdong Finance Investment (Holding) Corporation Limited
291	Guangdong Finance Investment (Holding) Corporation Limited
292	Guangdong Finance Investment (Holding) Corporation Limited
293	Guangzhou zhenhai Technology & Materials Corporation
294	GuangZhou Hasen Non-woven Cloth Industry Co.,Ltd
295	Guangdong Gloryview Technology Co.,Ltd.
296	Guangdong Gloryview Technology Co.,Ltd.
297	Guangdong LEIYON Intelligence Technology Corp.
298	Guangdong LEIYON Intelligence Technology Corp.
299	Guangzhou Thirteen E-commerce Co. Ltd.
300	Guangzhou Thirteen E-commerce Co. Ltd.
301	Guangzhou Qin Feng International Education Investment Co. Ltd.
302	Guangzhou Qin Feng International Education Investment Co. Ltd.
303	Shaoneng Group Shaoguan Hongda Gear Co., Ltd.
304	Foshan Homefriend&fuji Elevator Co. Ltd.
305	Foshan Homefriend&fuji Elevator Co. Ltd.
306	Guangdong YongLiJian Aluminium Co.,Ltd.
307	Guangdong Cross-border E-commerce Industry Association
308	Guangdong Cross-border E-commerce Industry Association
309	Guangzhou Jizhong Automobile Ornament Co.Ltd
310	CCIC(Shenzhen) Food Safety Traceability Technology Limited Company
311	CCIC(Shenzhen) Food Safety Traceability Technology Limited Company

312		CCIC(Shenzhen) Food Safety Traceability Technology Limited Company
313		CCIC(Shenzhen) Food Safety Traceability Technology Limited Company
314		Guangdong ZhongTou Environmental Protection Co. Ltd
315		Guangzhou Improve Medical Instruments Co., Ltd.
316		Guangzhou Lingnan Education Group
317		Guangzhou Lingnan Education Group
318		Guangzhou Development Group Incorporated
319		Guangzhou Development Group Incorporated
320		Guangzhou Development Group Incorporated
321		Guangzhou Begol Holdings Limited
322		GUANGZHOU BEGOL HOLDINGS LIMITED
323		Guangzhou Begol Holdings Limited
324		Zhuhai Hengqin Goldland Global Co., Ltd.
325		Guangzhou Automobile Group Component Co., Ltd
326		Shaoguan Qianglong Heavy Industry Co.,Ltd
327		Guangzhou Circle Import and Export E-commerce Co.Ltd.
328		Guangzhou Circle Import and Export E-commerce Co.Ltd.
329		Zhuhai Pilot Technology Co.Ltd.
330		Shantou Tongzhida Trade Co.Ltd.
331		Guangdong Haid Group Co., Ltd
332		Shaoneng Group Guangdong Luzhou Paper Mould Packing Products Co., Ltd
Master List for Guangdong Delegation to Canada led by PS Hu in May 2016		

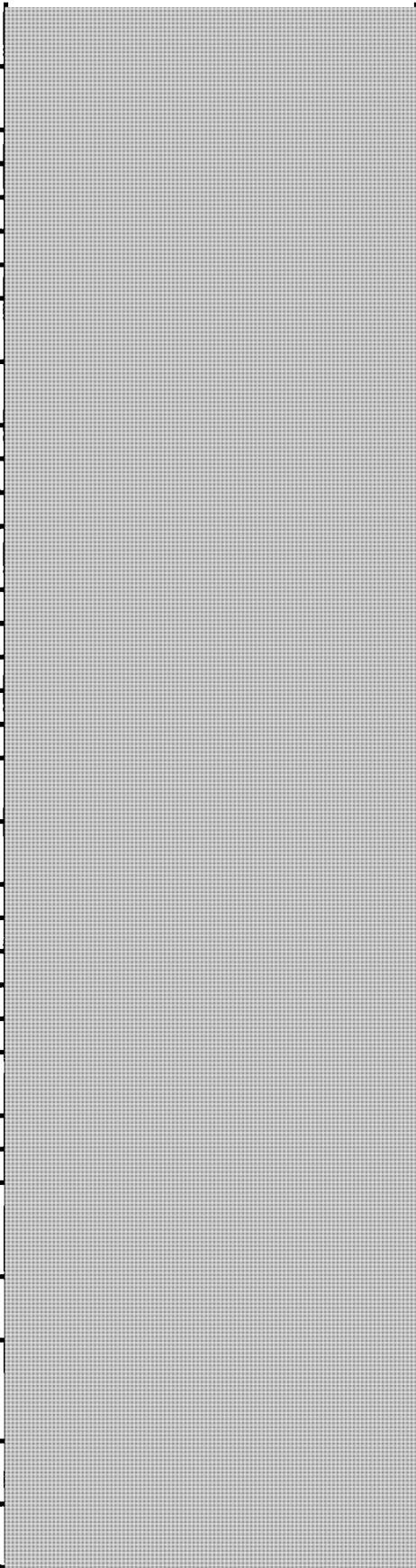
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Consultant Director
Section Member
Section Member
Deputy Director General
Deputy Division Director
Section Chief
Section Chief
Section Member
Director General
Division Director
Deputy Division Director
Section Chief
Section Chief
Deputy Section Chief
Director
President
Chairman of the Board
Deputy General Manager
Vice General Manager
Vice President
Director
Staff
Staff
Chairman
General Manager
Marketing Director
Investment Director
Vice President
Deputy Secretary-General
Deputy General Manager
Sales Manager
CEO
Merchandising Manager
Senior Merchandising Manager
CEO
Chairman
Deputy Secretary - General
Executive Vice President
Vice President

President
Chairman
Chairman
President
Chairman
Director of Investment and Management
Department
Deputy General Manager
(GW Automobile) Deputy General
Manager
(GW Holdings Group) Deputy General
Manager
(GW Metal) Chairman
(GW Automobile) General Manager
Assistant
(GW Energy) President
Vice General Manager
Chairman of
General Manager
Vice General Manager
Vice General Manager
President
General Manager
Deputy Director
President
Administration Manager
Chairman
Project Manager
General Manager
General Manager
Chairman and President
Vice manager
President
President
General Manager
Vice President
Chairman
Chairman
Vice Chairman
Deputy General Manager
Chairman and President
Manager
General Manager
General Manager
Vice Manager
General Manager
Development Manager

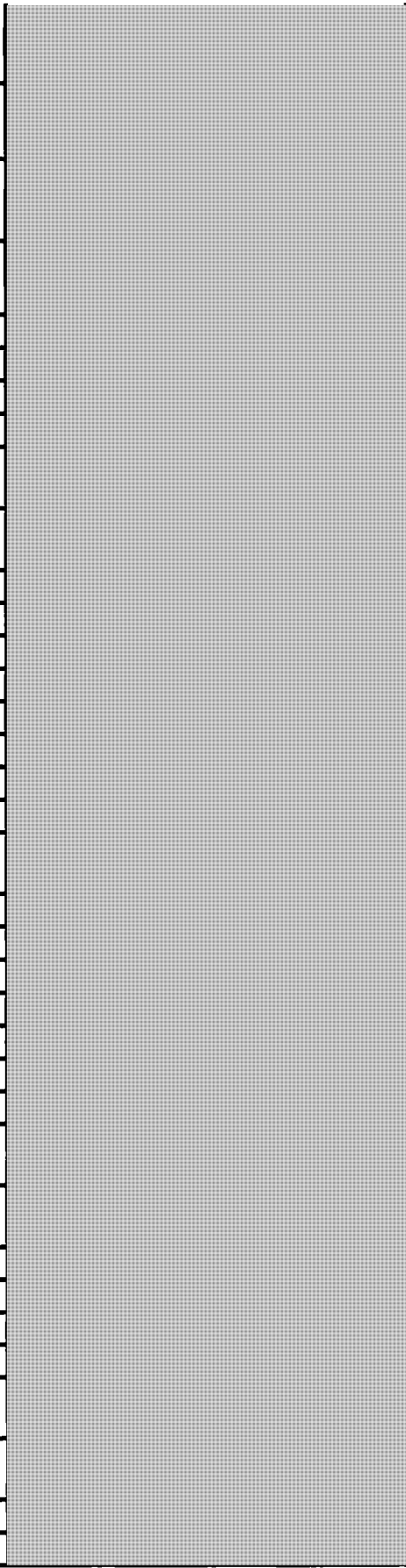


Chairman and CEO
Vice-president & Cell center director
Chairman
Board Chairman
General Manager
General Manager
General Manager
Director
Director
Secretary-General
Vice Secretary-General
Chairman
Chairman
Chairman
Chairman
Chairman
General Manager
Deputy Mayor
Director
Principal
Principal
Deputy General Manager
President
Deputy General Manager
Chairman
Admin. Manager
Chairman
General Manager
President
Director General, Chief Economist
Deputy Division Director
Section Chief
Director of Bank Credit Market Department
Deputy Director of Capital Market Department

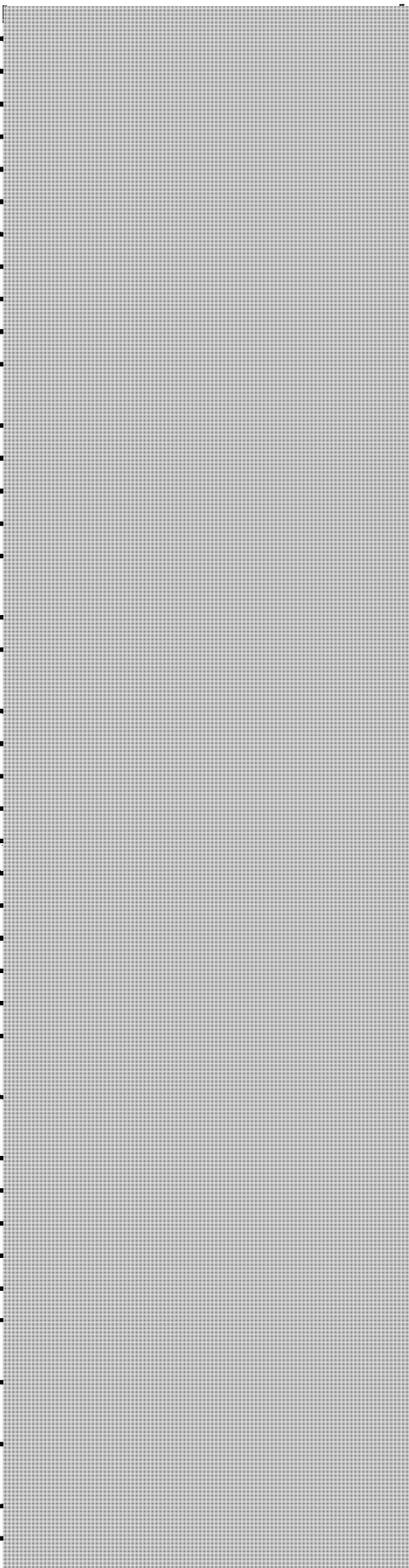


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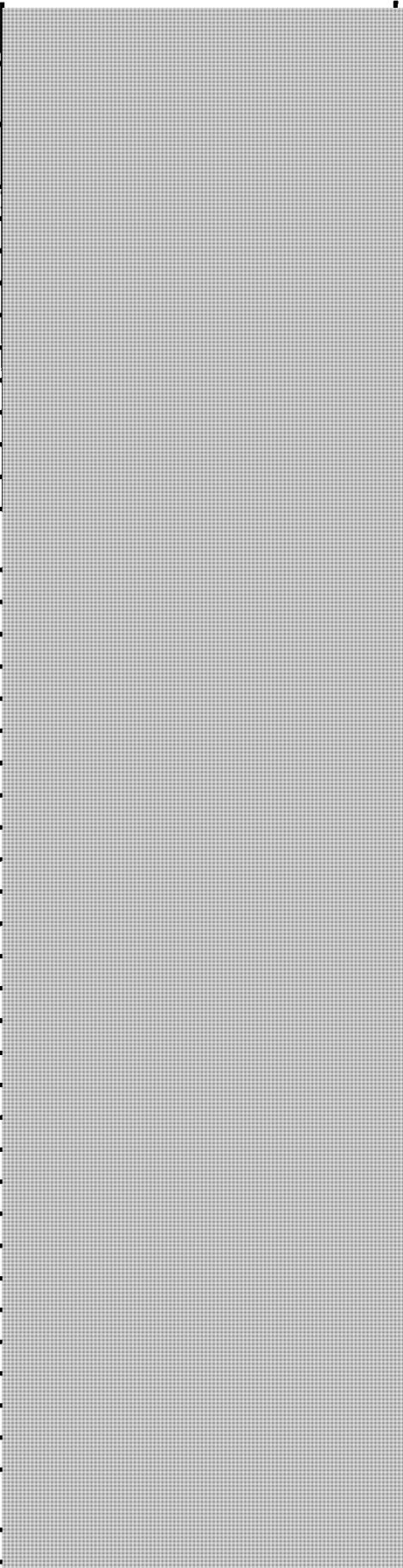
Deputy Director of Financial Communication & Cooperation Department
Princial Staff Member of Financial Communication & Cooperation Department
General Manager
Manager
General Manager
General Manager
Presodent
Director
Researcher
Director
Deputy Mayor
Director
Deputy Director
Deputy Chief
Vice Mayor
Vice Secretary
Vice Director
Vice Director
Vice Director
Director
Deputy Head
Section Cheif
President
General Manager
General Manager
Secretary
General Manager
Chairman
General Manager
President
General Manager
President
Chairman
General manager
Vice Chairman
Chairman



President
President
Chairman
Chairman
President
Deputy General Manager
general manager
Deputy General Manager
Chairman
Minister of Purchase
General Manager
General Manager
General Manager
Sales Manager
Director
chairman
Chairman, Silicon Valley Sci. and Tech.
Association
Manager
President & CEO
General Manager
Chairman
President
Assistant
Manager
Factory Manager
President
General Manager
Secretary-General
Vice-President
Director
Chairman
General Manager
Vice General Manager
General Manager
Chairman
(GW Metal) Chairman
(GW Automobile) General Manager
Assistant
(GW Holdings Group) Deputy General
Manager
(GW Automobile) Deputy General
Manager
(GW Energy) President
General manager

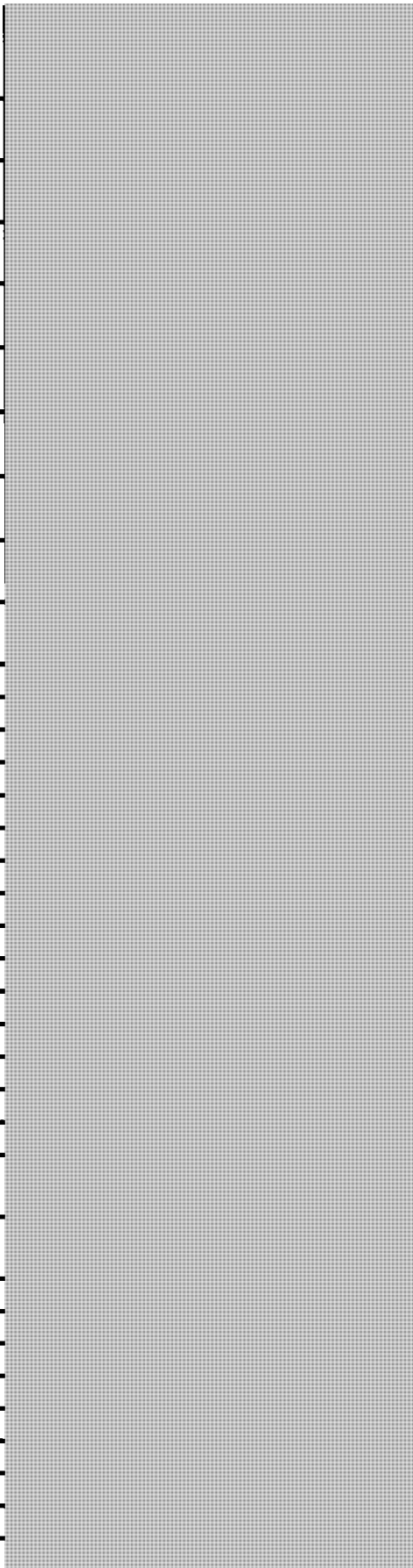


General Manager
President
Vice-President
Developments Manager
General Manager
Global Co-founder
Deputy General Manager
Supervisor
General Manager
President
General Manager
Deputy General Manager
President & General Manager
Vice President
GM Assistant
General Manager
General Manager
Chairman of the Board
Chairman
General Manager
President
Finance Director
General Manager
General Manager
President
Marketing Manager
General Manager
General Manager
Vice General Manager
President
General Manager
President
Directot
Administration Manager
Chairman
President
General Manager
President
General Manager
Manager
Deputy General Manager
Chairman
International Marketing Deputy General Manager
Investment Deputy General Manager

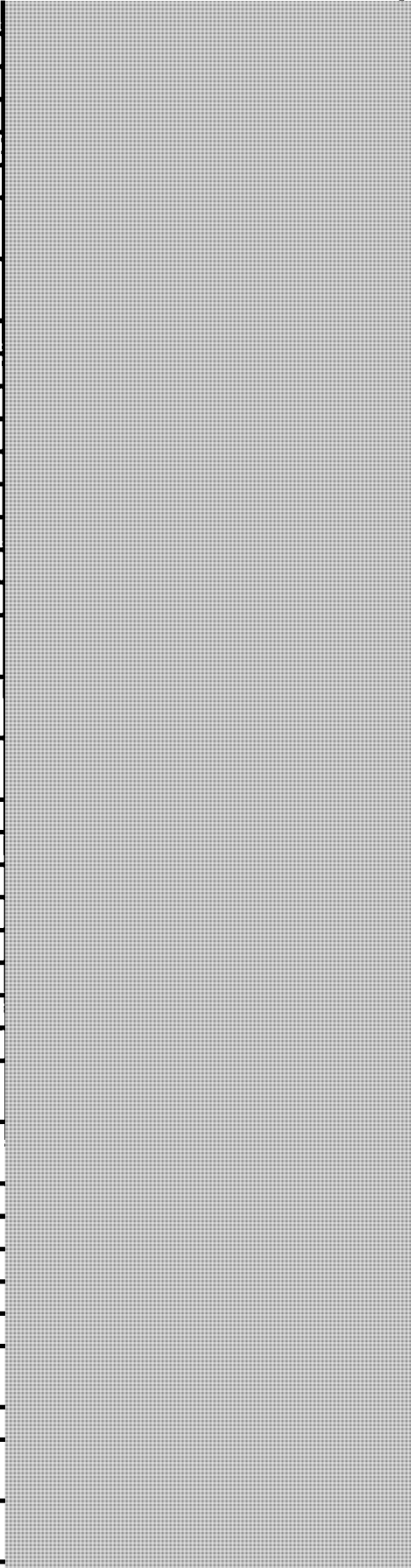


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Vice General Manager of Guangdong Province Navigation Group Company Limited
Chairman of Guangdong Province Navigation Group Company Limited
General Manager of Guangdong Bonny Fair Heavy Industry Limited
Vice General Manager of Guangdong Hopeyue Shipbuilding Industry Limited
Deputy Secretary General
Deputy Secretary General
Finance Director
President of Guangdong Lychee Industry Association
Assistant General Manager
Vice Chairman of Board
BD General Manager
General Manager
Senior Investment Manager
Assistant President
General manager
President
vice-general manager
vice-general manager
vice-general manager
vice-general manager
General Manager
General manager
General Manager
Internatinal Sales Director
General Manager
Assistant to President
President
Board Chairperson
Vice General Manager
Vice President, Canada
President, Canada
Vice President, Canada
Deputy Feneral Manager
General Manager
President & CEO
Deputy General Manager

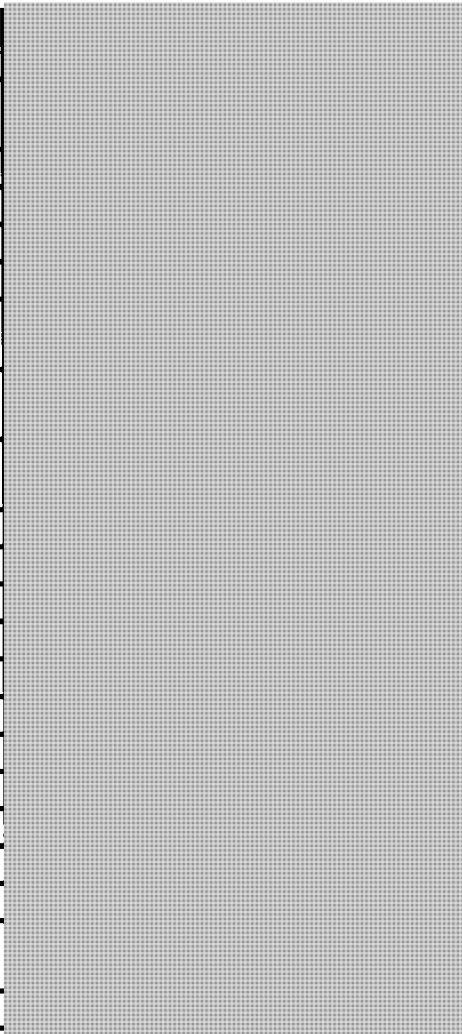


President
Deputy General Manager
Head of Global Partnering
Deputy General Manager
Manager
President
Manger
General Manager
General Manager
President
Deputy director
Director of Network Center
Finance Manager
Deputy General Manager
General Manager
Director of Sales
Vice President
President
Deputy General Manager
Deputy General Manager
Chairman
Manager
Vice President and Chairman Secretary
Chairman of the Board
President
General Manager
General Manager
President
Deputy General Manager
CFO
President
Chief Inspector
Chief Inspector
Chairman
Executive President
Director of Communication & Cooperation Department
Board Chairman
Assistant
Director



s.19(1)

Chairman of the board
Manager
President
Government Affairs Manager
Group Director
Group President
Executive Director ; General Manager Guangzhou Gas
Chairman of Guangzhou Development Group Incorporat
Deputy General Manager of Natural Gas Resources Ma
Sales Manager
General Manager
Chairman Director
Manager
Deputy General Manager
General Manager
General Manager Assistant
General Manager
CEO
Deputy General Manager
Assistant to President
Director



Draft Itinerary of Guangdong Delegation's Visit to Canada

May 8th (Sunday)

- 14:00 Departure for Vancouver via Flight CZ329
- 09:40 Arrival in Vancouver
- Afternoon Meeting with overseas Chinese
- time Tour of the Vancouver Harbor
- Evening Meeting with and Welcoming Banquet hosted by Premier of
time B.C.

May 9th (Monday)

- 09:00 Meeting with foreign guests of China (Guangdong) -
Canada Cooperation and Exchange Forum
- 09:30 Address at the Opening Ceremony of the Forum
Attendance at the Contract Signing Ceremony
- 10:30 Visit to local enterprises in fields of clean energy,
environmental protection, high technology, etc.
- 16:15 Departure for Ottawa via Flight WS142
- 23:45 Arrival at Ottawa

May 10th (Tuesday)

- Morning Meeting with dignitaries of Canada (e.g. Governor General,
time Prime Minister, Minister of International Trade)
- Attendance at the Cooperative Document Signing
Ceremony between Guangdong Science and Technology

Department and NRC

Afternoon
time

Site visit (T.B.C.)

16:30

Departure for Detroit via Flight DL4027

s.15(1) -
International

Schmidt, Leah Madelaine -ROPAC -TD

From: Speirs, Mary-Catherine -OPC
Sent: April-20-16 8:22 AM
To: Nicholson, Emily -BSI -TD
Cc: Margenau, Lindsay -ROPAC -TD; Hansen, Christian -ROPAC -TD; Hamilton, David -
HFXO; Ji, Ala -BBI; Jolin Lessard, Audrey -CFXL
Subject: FW: Update on the Guangdong DOFCOM event in Vancouver May 09
Attachments: Invitation Letter for Guangdong Event.pdf; Guangdong Delegate Update.xlsx
Invitation is on page
9

Hi Emily,

Looping you in.

We are pulling together a few questions for BC based on the update below, and will pass these along shortly if you are able to share/follow up with BC contacts today?

Thank you,

Mary-Catherine

From: Robson, Duane -GANZU -TD
Sent: April-20-16 6:23 AM
To: Speirs, Mary-Catherine -OPC
Cc: Hartman, David -OPC; Bedlington, Rachael -GANZU -HOM/CDM; Cao, Rupert -GANZU -TD; Hansen, Christian -ROPAC -TD; Margenau, Lindsay -ROPAC -TD; Hamilton, David -OPC; Doust, Stephen -GANZU -GR; Murphy, Dave -BEIJING -TD; Jolin Lessard, Audrey -OPC; Ji, Ala -OPC
Subject: Update on the Guangdong DOFCOM event in Vancouver May 09

Dear Mary Catherine,

I wished to provide you and others an update on the Guangdong DOFCOM event in Vancouver and the various meetings we have had over the last few weeks. In addition, it is probably helpful to let you know about the accompanying delegation and their plans in Canada over the same three days of the visit.

Currently the DOFCOM event has been finalized with the British Columbia government as a co-host. They provided us with a final invitation yesterday and asked that we help deliver it to interested parties in Canada. (see attached). DOFCOM will have over 200 companies attending with over 400 delegates. An updated delegate list has been given to us yesterday and we have attached a version here for your information.

Overall DOFCOM officials are very happy with the planning process and communications with the Federal government [REDACTED]
[REDACTED] They still very much see their event as a pan-Canadian event and are hoping for a more pan-Canadian representation from the companies present. [REDACTED]
[REDACTED]

We have seen a new proposal for the itinerary for the day that is listed below:

International

8:30 – 9:00 Bilateral meeting between Premier Clark and Party Secretary HU

9:00 – 9:30 VVIP event with up to 30 Canadians involved (we will follow up and ask for a breakdown on the list being invited.) Our understanding is that any federal representation would be invited to this.

9:30 – 10:30 Opening Speeches and Contract Signings
The invitation above has the rundown of speeches.

DOFCOM has indicated that they would be very happy to have the Parliamentary Secretary speak at this time.

The senior Guangdong leader is PS HU Chunhua

The senior Guangzhou official is currently the Vice Mayor.

We have been informed of [REDACTED] contract signings of which 1/3 are with BC companies. Of these signings 4-5 will be non-business agreements such as the Alberta Ministry of Trade and the Guangdong DOFCOM agreement.

10:45-12:15 Workshops

- Cross Border E-Commerce Workshop (the lead is Guangdong DOFCOM)
- Environmentally Friendly Industry and Products Workshop (the lead is the Guangdong Environmental Protection Association)
- Science Technology and Innovation Workshop (the lead is the Guangzhou S&T Department and Istuary Corp.)
- One Belt One Road Strategy Workshop (the lead has not yet been identified for us)
- Separate business matching of other industries (lead not yet identified)

Our understanding is that PS Hu will be leaving after the contract signings.

We have also learned that the Invest Guangzhou group in the delegation will be heading to Toronto with some companies and looking to hold an investment event on the 10th of May.

We are aware the Guangdong S&T Department part of the delegation will be attending the 2016 Discovery event hosted by the Ontario Centres of Excellence on May 10, 2016. Another part of that delegation will head directly to Ottawa for signings with NRC-IRAP and meetings with MITACS.

We have contacted all other municipal delegations attending the event in Vancouver and they have indicated that they do not plan to pursue other opportunities in Canada on this trip since the logistical timing is too tight. They will head to the US leg of the visit after Vancouver.

Please also find a letter below from the Alberta Office in Guangzhou noting the workaround that is being proposed for Minister Deron Bilous to attend the event in Vancouver after the Province of British Columbia provided some restrictions. [REDACTED]

Please note that the signing ceremony witness of [REDACTED]

F [REDACTED]

Guangdong S&T Department and DOFCOM have been informed of the possibility of meeting with the Minister of Innovation, Science and Economic Development (ISED) and have promised to indicate their support for such a meeting to the Chinese Embassy in Canada directly.

If we can provide any other updates, please let us know.

Duane

From: Li, Jingnan (Nancy) -GANZU -PI

Sent: April-20-16 2:11 PM

To: Nancy Wu; ! International Hoffmann; Robson, Duane -GANZU -TD; Song Wang; Kevin Richtscheid; Joe So; Hasina Juma; Christopher Liu; Chen, Katrina -GANZU -PI; Ou, Shunfa -GANZU -PI

Subject: RE: MOU signing event and a proposed small networking opportunity session

Dear all,

Joe, Shunfa and I had another meeting with Guangdong DOFCOM talking about the detailed arrangement of the MOU signing, the arrangement for the Minister and the networking opportunity. The draft program on May 9 looks like below:

8:30 – 9:00 Meeting between PS Hu and BC Premier on 3/F of the convention center

9:00 - 9:30 PS Hu meets with VVIPs in the VIP room on 2/F of the convention center

Note: The Minister has been listed in the Canadian group of VVIPs of around 30 people. PS Hu will shake hands with every VVIP and talk to them for around half an hour before he goes directly to the opening ceremony at 9:30.

9:30 – 10:30 Opening speech and contract signing

Note: There are in total [REDACTED] contracts to be signed, among which 4-5 are non-business contracts / agreements. There will be only one signing table. DOFCOM might prepare table cards for the signing parties. But there will not be national / regional / provincial flags for both sides on the table. If the Minister is signing the MOU, DDG Chen Yuehua will be signing from the Guangdong side. PS Hu will be witnessing from the Chinese side. Acting DG Wu Jun will be chairing the opening ceremony.

11:00-11:30 Possible networking session (tbc)

Note: Acting DG Wu Jun might join PS Hu for a visit after the contract signing while DDG Chen Yuehua will be chairing the One Belt One Road Workshop at 11:00. If Acting DG Wu is not joining PS Hu for the visit, he might be able to bring some Chinese companies to come for a half-an-hour networking session to talk to the Minister and the AB companies. Director Zhong Hua we met today is the Chief Coordinator of the whole event of the Guangdong delegation. He promised to coordinate with Acting DG Wu on his time slot and tried to arrange this networking session for us. He said that we could use the VIP room for the session if it is going to take place. Director Zhong Hua's contact details are [REDACTED]

[REDACTED] Director Zhong has a supporting staff Mr. Yao Qiyong who could be reached at [REDACTED] This possibility could be confirmed at a later stage.

11:00-12:30 5 parallel workshops

Afternoon Continue one to one match making session for interested Chinese and Canadian companies who could stay behind after the working lunch.

The revised MOU has been sent to DOFCOM for final approval. I will keep you updated if there is any progress from our end.

Best regards,

Nancy

Schmidt, Leah Madelaine -ROPAC -TD

From: Tsui, David -ROPAC -TD
Sent: May-31-16 3:03 PM
To: Hansen, Christian -ROPAC -TD
Subject: FW: RSIR examples
Attachments: Final RSIR May 27.docx; Final RSIR Mar 18.docx

Examples of those bi-weekly intel reports I mentioned. Rose's team prepares which gets wrapped up into a national piece for the DM. The economists/analysts are always looking for pieces to contribute.

This one will be harder to receive on regular basis, since it's meant for the DM.


From: Rock, Laura (IC) [<mailto:laura.rock@canada.ca>]
Sent: May-31-16 2:23 PM
To: Tsui, David -ROPAC -TD
Cc: Sirois, Rose (IC)
Subject: RSIR examples

Hi David,

I have two examples of RSIR for you to take a look at—I think May 27th is the better of the two.

If you have any questions, please don't hesitate to ask!

Laura



Regional Intelligence

Your Strategic Intelligence Report / Votre rapport de renseignements stratégiques

Spotlight on: Aerospace, Defence and Marine



Atlantic Region SMEs Create Partnerships through Investment Framework (IF) - IF is a tool under the ITB Policy which incentivizes prime contractors to invest in R&D and commercialization activities with Canadian SMEs by crediting their investments at multiples of their face value. Atlantic Canadian companies have created successful partnerships through the IF; notably, 3 of the 4 approved IF transactions are with Atlantic Canadian companies. Boeing invested in Solace Power (NL) and Bluedrop (NL, NS) and Lockheed Martin is working with QRA Corp (NS). Several Atlantic Canadian companies are also in the process of pursuing IF agreements. Over the first half of 2016, ITB Policy Bootcamps targeted at SMEs were held throughout Atlantic Canada and generated strong interest in the Policy and the IF.

Année difficile pour l'industrie aérospatiale québécoise en 2015 - Selon les dernières statistiques publiées par le gouvernement du Québec, l'industrie a perdu 1 590 emplois en 2015. Par contre, les ventes ont atteint 15,5 G\$, une hausse de 12,3% par rapport à 2014. Une partie de cette hausse est certainement liée aux fluctuations du taux de change. L'aérospatiale demeure un secteur névralgique, alors qu'il occupe un travailleur sur 51 dans la grande région de Montréal et un sur 102 au Québec, soit 40 160 emplois.

Ontario Firm Awarded Contract to Develop a Drill for Space Mining on the Moon
Deltion Innovations Ltd., a Sudbury-based mining equipment design firm received a contract from the Canadian Space Agency (CSA) to develop a drill which is intended for drilling water and ice on the moon. The ability to harvest water from the moon will help save on the cost of transporting water into space (as much as \$10,000 for a single 16oz glass of water), and has the potential to play an important role in enabling humans to travel longer distances through space. The testing of the drill is planned for late summer or early fall at NASA's Glen Research Centre, with hopes it will be ready for a lunar prospector mission in 2018.

Westjet Partners with Alberta's New Clean Energy Technology Centre (CETC) - WestJet, acknowledging the need to continue improving its environmental performance, is supporting a demo plant for the development and deployment of a sustainable bio-fuel alternative (from organic material, such as wood waste) in Western Canada. The CETC is located in Drayton Valley, Alberta's Bio-Mile® - an area (approx. 130 km southwest of Edmonton) in close proximity to feedstock from the forestry and oil and gas industries, transportation networks, and academic partnerships in Alberta and Europe. The 28,500 square foot facility provides the area with education and training, business development and incubation, as well as applied research and development.

Domestic procurement leverages major foreign project - Building on the success of Canada's Halifax-class Modernization (HCM) / Frigate Equipment Life Extension (FELEX), Canadian prime contractor Lockheed Martin Canada partnered with Victoria Shipyards to be awarded the C\$180M+ New Zealand ANZAC Frigate System Upgrade contract. This project marks the first time a foreign navy will send their warships to Canada for a full-scale modernization. The four-year ANZAC program will begin next year and is expected to require 100 shipyard workers per ship for six-month durations. Victoria Shipyards hopes this project positions Canadian partners for future foreign navy programs, eyeing the approximately 40 aging frigates in navies that do not have large shipbuilding capabilities.

Atlantic Region

page 2

Quebec Region

page 3

Ontario Region

page 4

Prairie and Northern Region

page 5

Pacific Region

page 6

ATLANTIC REGION

INNOVATION

NB biotech start-up accepted into IndieBio accelerator in Ireland - Chinova Bioworks, a spin-off from NB-based Mycodev Group, has been accepted into the IndieBio life sciences accelerator at University College Cork, Ireland, receiving a \$100K investment from Princeton, NJ-based VC firm SOSV upon entry. Chinova is developing applications for Mycodev's high-purity chitosan, beginning with an antimicrobial agent for the beverage industry that could prolong the shelf life of premium juices. Mycodev's unique process for producing chitosan from fungus, earned the company the 2016 KIRA Award for NB's most innovative product or service

INDUSTRY

Tiny Bubbles, Big Potential - Made in Lockeport, NS, an innovation for the craft brewing industry called the Fizz Wizz, uses automation technology to accurately control the rate and finish of brew carbonation without the need for mathematical computations, saving time, labour, spillage, and CO₂. It also helps brewers achieve more repeatability and finer control for any given style of beer. The product has been sold to breweries across the country and will soon be marketed in the US. The Fizz Wizz won the agricultural technology sector award in Innovacorp's technology start-up competition earlier this year. In 2014, the province of NS funded a 5 year strategic growth plan for the NS craft brewing industry which determined that by 2029, the industry could contribute more than \$37M to the NS GDP.

NS start-up QRA Corp announces \$6M partnership - Halifax-based QRA Corp, Dalhousie University, Lockheed Martin(LM), and Innovacorp have announced a partnership which includes a \$6M contract with LM. QRA's original technology, already used by aerospace and defence engineers, is a systems verification tool which began as a theoretical quantum physics project at Dalhousie University also supported by LM. The new tool being

developed, QVscribe could enhance self-driving cars, smart homes and advanced aircraft.

Vector Aerospace expands on PEI and extends contract with Jazz - On May 11, Vector Aerospace announced the extension of an engine maintenance contract with Jazz until 2025 at its Slemmon Park, PEI facility. Vector will be the sole provider of engine maintenance repair and overhaul services for the entire fleet of Pratt and Whitney Canada Dash 8 regional turbo-props. The previous contract with Jazz was worth \$170M USD. Vector also announced an expansion for a new turboprop engine test cell purchased with the assistance of the federal and provincial governments that will improve turnaround times for the company's aircraft engine repair work, and support further business growth. With 450 employees, Vector Aerospace is the PEI's second largest private employer.

Cape Breton Wind Farm Opens - The official opening of Cape Breton University's (CBU) wind farm on May 14 marks a major achievement, according to the university's president. The facility began generating power mid-January and cost the university more than \$17M. The university has a 20-year agreement to sell excess electricity to NS Power at the rate of 13.1cents/kwh, which is expected to provide \$2.1M in annual revenue. The electricity from the 98-metre-high turbines will be fed into NSP substations at Victoria Junction and Glace Bay, NS. CBU has also developed the Verschuren Centre, a commercially focused R&D service provider for the clean tech sector.

SPECTRUM AND ICT

NB launches cybersecurity plan; IBM chooses UNB to participate in Watson Cybersecurity project - Building on NB's existing strengths in cybersecurity, Premier Gallant has launched a comprehensive strategy to establish NB as the epicentre of cybersecurity in Canada by 2021. The five-year CyberNB Action Plan, which envisions significant levels of national and international collaboration, as well as federal support, includes growth of an industry cluster, a new cybersecurity incubator,

and the establishment of a Canadian Institute for Cybersecurity at UNB. Underscoring the cornerstone relationship on which the strategy is built, IBM recently selected UNB as one of three Canadian universities to participate in its new Watson for Cyber Security project, alongside U of Ottawa and Waterloo. CyberNB is being led out of Opportunities NB.

145 New Jobs for PQA Testing and Professional Aboriginal Testing Organization (PLATO) – PLATO provides outsourced software testing services delivered by aboriginal people to clients across North America, with employees being trained by PQA Testing. Keith McIntosh, founder and co-CEO of Fredericton-based PQA Testing, established PLATO as both a solution to the lack of IT workers and an aid to aboriginal communities in need of training and employment nationally. The initiative earned him both the Industry Champion and People’s Choice KIRA Awards earlier this month. PLATO has 10 employees, with plans to expand to 87 and will be 100% Aboriginal staffed, run and owned. 58 new jobs will also be created at PQA Testing. Opportunities NB is providing up to \$462K to PLATO, and up to \$520K to PQA in the form of payroll rebates.

NL Game Developers Breaking New Ground – Other Ocean Interactive studio is developing one of the world’s first commercial virtual reality games. Giant Cop allows players to step into the role of a life-size police officer patrolling the streets of Micro City and is part of a broader international virtual reality gaming trend. While Giant Cop is still in pre-production, it is aiming to launch this fall. The company has already received international attention and is committed to hiring locally. Deloitte predicts that the virtual reality gaming industry will make more than \$1B in 2016 alone.

ANNOUNCEMENTS

John Griffin of W.P. Griffin Inc. potato growers in Elmsdale, PEI has been named **CBC Atlantic Innovator of the Year** by

Atlantic Business Magazine. The company has grown 34% in recent years.

QUEBEC REGION

INNOVATION

Partenariats du CRIQ sur la fabrication additive - Le Centre de recherche industrielle du Québec (CRIQ) a signé une entente avec Manufacturiers et Exportateurs du Canada pour organiser des activités conjointes de partage de connaissances et offrir des tarifs préférentiels à ses membres qui désirent réaliser des projets de R-D utilisant cette technologie. Un autre accord a été conclu avec la firme Nanogrande de Laval afin de développer et commercialiser une imprimante 3D créant des objets à partir de nanoparticules de métal, de polymères et de matières organiques aussi petites que des molécules d’ADN.

INDUSTRIE

Nouveau centre d’expertise sur l’aluminium – AluQuébec, la grappe du secteur de l’aluminium, a annoncé la création du CeAl, un guichet unique pour l’industrie. Le CeAl répondra aux questions sur les normes, les codes de construction, les avantages et les possibilités d’utilisation de ce matériau, de même que les technologies et les outils de conception. AluQuébec dispose d’un financement de 600 000 \$, de 2015 à 2018, pour réaliser ce projet qui s’insère dans la Stratégie québécoise de développement de l’aluminium dont l’objectif est de doubler la valeur des livraisons de produits transformés en aluminium en 10 ans, pour la faire passer à 11 G\$.

Insuring a qualified succession in the aerospace workforce - The *Comité sectoriel de main d’oeuvre en aérospatiale au Québec* recently launched the “*Your 1st job in Aerospace Program*” which offers a subsidy to employers who hire recent aerospace graduates for their 1st work experience in aerospace following graduation. Financed under the Youth Employment Strategy Framework, this federal program has a budget

of \$4 M over two years and is expected to create new jobs for 200 young graduates.

Scolarité et marché du travail :

différences selon le sexe - Les femmes représentent environ 58 % des effectifs étudiants tant au collégial qu'à l'université. Leur performance scolaire est élevée: 60 % obtiennent un diplôme collégial (39 % pour les hommes) et 41 % un baccalauréat (30 % pour les hommes). Elles représentent 56 % des diplômés en maîtrise et 46 % au doctorat. Toutefois, leurs choix de carrière priorisent encore les techniques et sciences humaines et de la santé. Même si l'écart salarial entre les femmes et les hommes diminue de façon marquée, les bachelières et diplômées de maîtrise gagnent environ 89 % des salaires bruts équivalents des hommes. Source : CSF

TOURISME

Consultations sur l'harmonisation de la taxe sur l'hébergement - Jusqu'au 24 juin, le gouvernement du Québec tiendra des consultations auprès des associations touristiques régionales afin d'obtenir un consensus des intervenants relativement à l'uniformisation à 3,5% de la taxe sur l'hébergement à partir du 1^{er} septembre. Actuellement, la région montréalaise impose la taxe la plus élevée (3,5 %) et le prélèvement varie d'une région à l'autre.

ANNONCES

Les récipiendaires des Mercuriades sont connus - Les prix remis par la fédération des chambres de commerce du Québec sont parmi les plus prestigieux dans la province. L'entreprise de l'année (PME) a été décernée à Opal-RT Technologies et celle dans la catégorie grande entreprise à Optel Vision, toutes deux en TIC. Cette dernière s'est également mérité un prix dans la catégorie *Contribution au développement économique et régional* tout comme la PME Génik, qui se spécialise dans l'automatisation et la robotique.

ONTARIO REGION

INNOVATION

Ontario Supporting Mining

Innovation at Laurentian University -

The Province is contributing over \$630,000 for a new research chair at Laurentian University in Sudbury. The five-year Industrial Research Chair position in bio-mining, bio-remediation and science communication will lead an international research program, focusing on developing bio-tech treatment technologies for waste. Partners include Vale, Glencore, Denison Environmental and Metagenom Bio.

Wilfrid Laurier supporting social

innovation- Wilfrid Laurier University is emphasizing the importance of social innovation through its new name, Schlegel Centre for Entrepreneurship and Social Innovation, and the appointment of a new Executive Director with a background in public and private social entrepreneurship. The social entrepreneurship program provides opportunities for Laurier students to work with entrepreneurs and is an incubator for student business ideas.

Space Accelerator to Open in Kitchener-Waterloo Region in

September - MaxQ Accelerator Inc., is Canada's first startup accelerator for start-ups in biotechnology, big data, earth observation, geo-analytics, geomatics and wearables. MaxQ Accelerator Inc. will run as a pilot program starting in September with three to five start-ups which are near market-ready. It joins a growing cluster of local technology companies already doing space-related work, including COM DEV International, exactEarth, Teledyne DALSA, and ODG's Space Robotics division.

GOVERNMENTS

Ontario Passes Climate Change Mitigation and Low-carbon Economy

Act - The new law, passed on May 18th, lays a foundation for the province to join the carbon market. The legislation embeds Ontario's climate targets into law; requires publicly

available 5-year provincial action plans; creates the legal framework for the province's cap and trade program; and specifies that revenue raised by the cap-and-trade program must be deposited into a new Greenhouse Gas Reduction Account for actions that reduce GHG emissions.

Ontario-Israel Agreements to Promote Advancements in Life Sciences, Technology and Innovation - Premier Kathleen Wynne's recent trade mission to Israel and the West Bank (May 15-20), with a delegation of 130 people, resulted in 44 agreements valued at over \$180M. Deals included: \$3 million in funding for the Magnetic Resonance-guided Focused Ultrasound (MRgFUS) Lab at Toronto Western Hospital between Israeli-based Insightec and Ontario's University Health Network (UHN); \$75 million to establish a new International Centre for Cardiovascular Innovation between the Technion-Israel Institute of Technology, the Peter Munk Cardiac Centre, and the McEwen Centre for Regenerative Medicine (UHN); and a 5-year MOU between York University and the Technion-Israel Institute of Technology.

Huawei Extends Ontario Investment by \$3M - A visit by Toronto Mayor John Tory to Huawei's R&D facility in Shanghai in early April spurred a three year research partnership with the University of Toronto. Huawei will invest \$3M into the partnership that will bolster research in mechanical, industrial, chemical, biomedical and aerospace engineering as well as materials science and theoretical and applied physics. The investment adds to an initial \$303M investment announced in March to develop 5G connectivity in Ontario.

PRAIRIE AND NORTHERN REGION

INNOVATION

Award Winning Modularization Innovation - Fluor Canada was named 2016 Best Practices winner by the Construction Owners Association of Alberta (COAA). The recognition is for its modularization innovation developed for Shell's Quest carbon capture and storage project. Fluor implemented first-of-a-

kind modularization technology, 3rd Gen Modular Execution, which helped reduce the plot plan by 20 per cent and capital costs by 30 per cent from initial Quest project estimates.

Government of Alberta Releases Detailed Satellite Photos to Help Inform Fort McMurray Evacuees - People can now access [satellite photos of the Fort McMurray](#) area to see detailed images of forest fire damage in the community. The high resolution images provided by Pleiades constellation (operated by the French space agency CNES) allow evacuees to zoom down to property line detail. The provincial government is working on a phased re-entrance plan that is scheduled to start as early as June 1.

SPECTRUM AND ICT

Update on SaskTel Assessing Industry Landscape in Light of Manitoba Telecom Sale -The proposed sale of MTS would leave SaskTel as the only regional carrier in Western Canada. Government officials have stressed this assessment will not lead to SaskTel being privatized. The risk assessment report is expected to be released to the public by the third week in June.

ENTREPRENEURSHIP

Nunavummi Nangminiqaqtunik Ikajuuti (NNI) Policy Introduced by Government of Nunavut - The reviewed and revised [policy](#) "enhances support for Inuit and Nunavut businesses, enhances compliance with Nunavut Land Claims Agreements, and encourages sound procurement management." The Government of Nunavut introduced the NNI May 13 stating it will make it easier for local and Inuit-owned businesses to succeed and it will simplify rules and support local economic development.

GOVERNMENTS

Negotiations to Commence Immediately for Manitoba to Join the New West Partnership (NWP) Trade

Agreement - The NWP was created in 2010 by Saskatchewan, Alberta and British Columbia to remove barriers and open trade among these provinces. With the inclusion of Manitoba, the NWP would include over 30 per cent of the Canadian population and represent 38% of Canada's GDP.

Governments of Alberta and Ontario announce new Memorandum of Understanding (MOU) between Alberta's Climate Change and Emissions Management Corporation (CCEMC) and Ontario Centres of Excellence (OCE) that will accelerate the development of clean-tech initiatives. The MOU commits CCEMC and OCE to examining opportunities including, but not limited to: reducing greenhouse gas emissions in the production, transportation and use of natural resources in Alberta and Ontario; accelerating the development of renewable energy and energy storage; and fostering new and innovative uses of carbon dioxide. This partnership will help Alberta and Ontario reduce greenhouse gas emissions and shift to a lower-carbon economy by identifying technology development and demonstration projects.

ANNOUNCEMENTS

Saskatchewan Deputy Minister to the Premier Announced - Alanna Koch's appointment as Deputy Minister to the Premier will take effect July 1, 2016. Previously she was Deputy Minister of Agriculture. She replaces Doug Moen.

University of Winnipeg President Appointed to Kinder Morgan Pipeline Panel - Annette Trimbee (former member of the Alberta Royalty Review Panel and DM Alberta Finance and various other portfolios) joins Kim Baird (former chief of the Tsawwassen First Nation) and Tony Penikett (former Yukon premier) on the Panel, which will consult with indigenous communities and the general public and advise the federal government on whether to proceed with the proposed expansion of the

Kinder Morgan pipeline. The Panel will report back to Natural Resources Minister Jim Carr in November. Ms. Trimbee will fulfill her obligations to the Panel without interrupting her duties at the university.

Tom Jensen appointed Deputy Minister of GNWT Industry, Tourism and Investment effective July 6, 2016 (replacing Acting DM Kelly Kaylo). Tom Jensen has been an Executive with the Government of British Columbia for the past 23 years. His areas of responsibility have included, timber sales and operations, timber pricing, international trade, safety, immigration and settlement, First Nations relations, community and regional economic development, and skills training and labour market analysis.

PACIFIC REGION

INNOVATION

Vancouver's analytics cluster continues to grow - with the opening of data-analytics company Stytch, a rebranding of Vancouver-startup Indicee that was purchased by New Jersey-based Dun & Bradstreet in 2014. Led by former Crystal Decisions founder Mark Cunningham, Stytch joins an emerging analytics cluster including Seattle-based Tableau, San Francisco-based Splunk and SAP Canada, all of whom have created significant employment in Vancouver, as well as a number of local rapidly growing companies such as Trulioo. SFU's Vancouver Institute for Visual Analytics reinforces the cluster's development through research and training.

INDUSTRY

Neovasc loses US court challenge - Edwards Lifesciences and its subsidiary, California-based CardiAQ, alleged Neovasc had breached non-disclosure and trade secret agreements in the development of its Tiara heart valve. The court ruled in favour of CardiAQ and awarded a \$70M judgment, causing a one-day 75% drop in Neovasc's stock value. Neovasc will be exploring its appeal options.

Business Council of BC (BCBC) launches BC2035 – a province-wide initiative seeking input from businesses and community partners to brainstorm major planning and infrastructure projects for a 20-year roadmap. With support from corporate (Encana, RioTinto) and academic (BCIT, Vancouver Island University) sponsors, BCBC is holding a series of seven province-wide workshops ending in June, with a prioritized plan of policy and actions to be released at the annual BC Business Summit on November 1st.

SPECTRUM AND ICT

Skydance opening Surrey film studio – Hollywood production company Skydance will be opening a major film studio complex in Surrey, which will host up to 400 staff for TV production over several years. Growth of BC's film sector continues despite tax credit reductions for foreign film/TV productions (28% down from 33%) and visual/effects animation studios (16% down from 17.5%) in BC's recent budget. Anchor firms in the region include Sony Imageworks, Bardel Entertainment and DHX Media.

Fortinet continues exponential growth – as their Burnaby campus looks to recruit 94 more positions to add to its roster of 621 employees. Fortinet has seen a year-on-year headcount increase of ~20% over the last 5 years, with the company's integrated cybersecurity R&D based entirely in Canada. Fortinet is partnering with Canadian PSE institutions to create network security curriculum to train the next wave of cybersecurity experts.

Bit Stew and Freshgrade raise capital – Bit Stew Systems, an industrial IoT firm, attracted \$8M US in Series C funding. A further \$17M US anticipated in a second tranche, bringing total firm investment to \$47M US. Investors include GE, Cisco, BDC, Yaletown Partners and Kensington Capital. Kelowna's FreshGrade, an education platform for teachers, finalized an \$11.6M Series A financing round led by Relay Ventures. Other notable financings include ag-bio cleantech firm Terramera (\$10M),

software developer Buddybuild (\$7.6M US led by Kleiner, Perkins, Caulfield and Byers), lifesciences firms DelMar Pharmaceuticals (\$5.6M) and Qu Biologics (\$4M), and virtual-reality developer Archiact (\$3.17M).

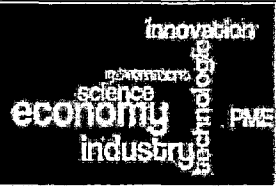
ANNOUNCEMENTS

Centre for Drug Research and Development (CDRD) President and CEO Karimah Es Sabar is stepping down from her position effective May 31, 2016. Vice-Chair Gordon McCauley will act as interim CEO until a permanent replacement is found.

BC Chamber of Commerce appoints interim CEO Maureen Kirkbride, a former government relations director with Telus. She replaces Jon Garson, who vacated the position in March.

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Regional Intelligence

Your Strategic Intelligence Report/Votre rapport de renseignements stratégiques

Spotlight on: SMEs in Export Markets



CanExport – Jan. 5, 2016, Minister Freeland (International Trade), and Minister Chagger (Small Business and Tourism), announced CanExport, a new program that will provide \$50 million to help Canadian small and medium-sized enterprises take advantage of global export opportunities. Delivered by the Trade Commissioner Service (TCS) of Global Affairs Canada, in partnership with the NRC-IRAP, CanExport provides financial support for a wide range of export marketing activities.

Atlantic Canadian Companies at GLOBE 2016 – A delegation of six companies attended the conference in BC earlier this month to meet with businesses from around the world with the goal of creating new partnerships to help further innovation and increase export sales. A Canada/Atlantic Provinces International Business Development Agreement (IBDA) contribution of \$90K enabled the companies to participate in targeted business-to-business meetings, gain access to high-visibility booth space, and receive on-site logistical and marketing support. The current agreement, which expires this month, has supported 129 pan-Atlantic international business development projects with an estimated \$100M in on site sales and \$40M in partnership agreements over five years.

Communitech establishes NYC space to help startups go global – Kitchener-based Communitech and U.S. law firm Phillips Lytle LLP. have partnered in a new workspace called Communitech NYC, situated in the heart of the financial district in New York City. The space works as a launching pad to Communitech members and startups affiliated with any of the hubs of the Canadian Digital Media Network. It is helping companies take advantage of the opportunities in the New York market and find partnerships in New York's growing tech sector.

Calgary-based Choklat using crowdsourcing to expand capacity – Calgary chocolatier Brad Churchill raised \$250,000 in crowdsourced funding in two months. He now plans to fund 80% of his new heavy-duty manufacturing equipment using the crowdsourcing model instead of venture capital. Chokolat is the only "bean-to-bar" chocolate manufacturer in Alberta. The company has resisted expansion but will now start exporting across North America.

4^e cohorte pour Passeport PME– Le comité de sélection procède actuellement à l'identification de la vingtaine d'entreprises qui bénéficieront d'un accompagnement personnalisé et participeront à des missions commerciales visant à accélérer leur développement à l'international. Les membres de cette 4^e cohorte seront annoncés à l'été 2016. Depuis sa création en 2012, l'initiative Passeport PME permis l'accompagnement de 45 PME dans 20 pays et une dizaine d'entre elles se sont implantées sur des marchés étrangers. Des entreprises à fort potentiel ont déjà participé au programme par le passé, tel qu'Opsens, Handyem, Arcane Technologies et Kinova. Cette initiative est gérée par la Chambre de commerce du Montréal métropolitain, World Trade Centre Montréal et Québec International.

Corvus focuses on export markets –Since its establishment in 2009, the clean energy storage firm has successfully grown its business through international exports. Approximately 90% of Corvus' business is in hybrid lithium battery retrofits for ferries and other marine vessels within Nordic countries, given these countries' low hydroelectricity costs and favourable European government subsidies. Corvus has also broken into the Chinese market with six successive orders for a total of 21 hybrid gantry crane installations at the Port of Shanghai. Corvus received the BC Exporter of the Year Award at the 2015 BC Export Awards. The company received \$1.3M in WINN funding in 2014.

Atlantic Region

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Quebec Region

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Ontario Region

page 4

Prairie and Northern Region

page 4

Pacific Region

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ATLANTIC REGION

INDUSTRY

Beothuk Energy consulting public over Western NL wind farm projects -

Beothuk Energy Inc. has been hosting information sessions about their proposed \$466M NL wind farm located about 30 km offshore in Bay St. George. The farm has a generating capacity of 180 MW, generating electricity at a cost of approximately 10 cents per kilowatt-hour. Beothuk has also proposed a \$4B wind farm near Yarmouth, NS, where 120 wind turbines would generate upwards of 1,000 MW of energy for sale to New England through a 370 km subsea cable called the Can-Am Link. Beothuk's vision for the future sees five proposed wind farms, two in NL at St. George's Bay and Burgeo Banks, and one project each located in NB, NS and PEI, producing a total of 4,000 MW of energy.

NS looks for opportunities in 'silver economy' - NS Department of Seniors drew a crowd of economic development executives to discuss business opportunities within its growing senior population. "Experienced" entrepreneurs like Gerry Pond spoke out about reversing the negative views of NS' retired ranks, and instead outlined the opportunities for seniorpreneurs and others targeting the world's aging population. With the population in NS aging faster than most parts of the world, compounded by a high youth out-migration due to past poor economic conditions, the opportunity exists for the region to become a world leader in the field. Bernie Miller, from NS' Executive Council Office, focused on the positive side of the aging population, saying "you can't change the facts, but we can change the thinking."

NS seafood exports soaring - One Nova Scotia, a coalition that grew out of the Ivany commission, set a goal of doubling 2013 seafood exports to \$1.72B within 10 years. By 2015, NS's seafood exports had grown to \$1.68B, a 33% increase over 2014 and just shy of the 10 year goal. Fisheries Minister Keith Colwell said private-sector growth, along with government

efforts to promote NS seafood in international markets, has been huge for the seafood industry. The Canada/Atlantic Provinces International Business Development Agreement has supported pan-Atlantic trade missions to major seafood shows in the US and China for the past several years.

PEI launches new Micro-Loan Program for entrepreneurs

The micro-loans are available for trades, qualifications recognition, small-scale food production, business start-up and winter production financing. Potential entrepreneurs can receive up to \$15K to help with their business ideas. A \$1M cap is on the program. The loans will be sourced directly through Finance PEI with repayment terms of up to a maximum of 5 years at an interest rate of TD Bank Prime + 4.5%.

SPECTRUM AND ICT

NB promoted as cybersecurity centre of excellence -Premier Gallant was recently in San Francisco to promote NB to IT companies at a major cybersecurity conference. Gallant says the province already has a number of organizations with cybersecurity interests and expertise such as IBM, UNB, and CFB Gagetown; he wants to use this expertise to help solve cybersecurity problems, create jobs and protect businesses. Participation in this conference is a follow-up to recent efforts by the provincial government to develop a cybersecurity centre of excellence in NB, including participating in the Halifax Securities Forum, meetings with IBM, aligning with the priorities of the federal government and a visit from the Israeli ambassador to Canada, Rafael Barak, in January. Cybersecurity is being considered as a key economic development opportunity under NB's new growth plan to be released in the coming months.

TOURISM

Cape Breton's "Trump Bump" may translate into tourism boom -

Destination Cape Breton officials say their phone has been ringing off the hook since the "Cape Breton If Donald Trump Wins" campaign

captured the attention of Americans. Free publicity from CNN, FOX News, the Washington Post and other leading media outlets has led to more than 470,000 visitors to the Destination Cape Breton web site, an increase of more than 4,000 per cent from the same period last year.

GOVERNMENTS

NL releases S_fT – Addressing the serious fiscal reality is the government's top priority; Lt. Governor Frank Fagan indicated the decisions coming in the spring budget will have far-reaching effects and that everyone will have to accept some level of sacrifice in the months and years ahead. The fiscal update released in December outlined NL's \$2B deficit, with the Premier calling on all departments, agencies and boards to identify 30% in savings. The speech stated that, if left unchecked, the province was on the road to sustained deficits of \$2B and a net debt reaching upwards of \$23B in just five years. If nothing changes the government will have to borrow \$15.4B by 2020-21. Priorities include development of a new relationship with the Federal Government as well as development of a Provincial Innovation Strategy in collaboration with industry and innovation partners. There was also a commitment to develop a new provincial greenhouse gas strategy and collaborate with the Federal Government on a national climate change plan.

ANNOUNCEMENTS

Catherine Blewett, currently Clerk of the Executive Council and Secretary to Cabinet, Government of NS, has been appointed Deputy Minister of Fisheries and Oceans, effective June 20, 2016.

QUEBEC REGION

INNOVATION

Lancement de Solution Innovation – Ce nouveau fonds d'investissement finance les projets de R-D ou d'acquisition d'équipements, de services ou de technologies offerts par le

Centre de recherche industrielle du Québec (CRIQ). Il s'adresse aux PME qui souhaitent améliorer leur productivité, adopter de nouvelles technologies de fabrication ou adopter des procédés industriels plus verts. Solution Innovation résulte d'un partenariat entre le Fonds de solidarité de la FTQ et le CRIQ.

INDUSTRIE

Investissement majeur chez Pelican International – L'entreprise, membre récente du réseau QG100, a annoncé la construction à Valleyfield d'une deuxième usine de fabrication de bateaux de loisirs en plastique. Investissement Québec a octroyé 2,1 M\$ au projet d'une valeur totale de 21 M\$. Plus de 200 emplois seront créés à cette nouvelle usine et au siège social à Laval.

Les ressources naturelles toujours priorisées – Québec a dévoilé une *Vision stratégique du développement minier (Strategic Vision for Mining Development in Quebec)* pour les cinq prochaines années. Elle cible le financement de sociétés juniors d'exploration minière, des projets miniers et de première transformation ou de R-D portant sur les technologies propres et de pointe, la formation de la main-d'œuvre locale et autochtone ainsi que l'acceptabilité sociale des projets. Une stratégie de développement des marchés hors Québec est aussi attendue cette année pour la filière des équipementiers et des fournisseurs de services du secteur minier.

ENTREPRENEURIAT

Soutien important au mouvement coopératif – Le 10 mars 2016, le gouvernement du Québec a annoncé l'octroi de 20 M\$ au Conseil québécois de la coopération et de la mutualité pour soutenir la mise en œuvre du *Plan stratégique* des réseaux coopératifs et mutualistes du Québec. Ce plan vise entre autres le développement de douze filières économiques porteuses pour l'entrepreneuriat collectif et la création de 20 000 emplois d'ici 2020.

ONTARIO REGION

INDUSTRY

Ontario Government invests in advanced automotive and transportation sectors – The Province is investing \$5M in a two-year Automotive Supplier Competitiveness Program to help smaller auto parts companies adopt the latest technologies and close technological gaps. Ontario is also committing \$10M to the Canadian Urban Transit Research & Innovation Consortium, a partnership with the federal and Quebec governments to support R&D and the commercialization of technologies.

Best year in film and TV production in Ontario – The film and TV industry contributed \$1.5B to the Province's economy, supporting approximately 32,500 jobs in 2015. It is the fifth consecutive year that the sector has contributed over one billion dollars to Ontario's economy. Domestic production numbers accounting for half of the total spending on film and TV. Foreign spending in this sector has increased by 52% from the previous year.

SPECTRUM AND ICT

Ontario investing in the interactive digital media sector – Announced March 8, 2016, Ontario is investing \$6M through the Interactive Digital Media Fund to support 52 companies on building the digital media industry. The province also intends to increase its support to the Digital Media Fund to \$10M in 2017, designed to be more flexible with new funding streams to support a wider variety of projects including publishing businesses and marketing support.

Toronto hologram company partnered with Chinese firm – Toronto-based ARHT Media, a technology firm specializing in digital human holograms, has entered into a partnership with NetDragon Websoft, a Chinese online gaming and mobile application company. NetDragon will invest \$5M to bring ARHT's

technology to customers in the Asia Pacific region, particularly in China and India.

ANNOUNCEMENTS

Rob Baker has been appointed Vice-President of Research at McMaster University, effective July 1, 2016.

Carol Hansell has been appointed Chair and E. Patrick Shea as Vice-Chair of Ontario's new Business Law Advisory Council. The Council will recommend changes to corporate and commercial laws in response to changing business priorities in a global economy.

PRAIRIE AND NORTHERN REGION

INNOVATION

Enterprise Machine Intelligence and Learning Initiative (EMILI) launched – EMILI is a non-profit organization created to advance Canada's global machine learning leadership through training, advanced research, and commercialization of machine learning. EMILI will undertake the development of commercial applications in sectors including manufacturing, life sciences and agriculture. Winnipeg is home to Invenia Technical Computing and Sightline Innovation Inc., both of which have commercialized applications for machine learning. This collaborative industry initiative in Manitoba proposes to seek funding of \$100M over five years from the federal government and it anticipates leveraging \$400M in private capital over this time frame.

INDUSTRY

Agri-business boom keeping economic downturn at bay in parts of southern Alberta – Lethbridge and the surrounding areas are experiencing an economic boom caused by high beef prices and a growing agri-food manufacturing industry. CEO of Economic Development Lethbridge, Trevor Lewington noted that agriculture brings in \$1 billion into

the area annually and 60% of Canada's beef industry is in this region. The unemployment rate for southern Alberta stands at 5.8%, which is below the provincial average of 7.94%.

Saskatchewan remains top mining jurisdiction in Canada - According to Fraser Institute's Annual Survey of Mining Companies: 2015, SK also ranked 2nd place globally for mining investment. While BHP Billiton remains committed to the Jansen potash project, its spending will be scaled back to less than \$200M, down from \$330M in the previous year. K+S's Legacy Project will be the first new greenfield potash mine to be built in SK in almost 40 years and is scheduled to be commissioned this summer.

SPECTRUM AND ICT

VIPSHOP visiting Alberta - VIPSHOP (VIP.com), which in 2015 became China's first profitable business to commerce (B2C) e-commerce enterprise is coming to Alberta on a buying mission with stops in Edmonton and Calgary. Since its establishment in 2008, the company has grown significantly to capturing 3% of the e-commerce market and now has over 18,000 employees and specializes in selling left-over and clearance products. The Government of Alberta is coordinating the mission for companies to meet the buyers from VIP.com. Companies that are being targeted are ready to export with an interest in the Chinese market. The Chinese e-commerce market is estimated to be \$600 billion USD with a strong need for overseas premium products.

GOVERNMENTS

Infrastructure funding announcements in Nunavut - under the New Building Canada Plan Small Communities Fund (<http://www.infrastructure.gc.ca/plan/sc-cp-eng.html>), the Government of Canada is committing a total of \$25.4M of a total eligible cost of \$49.9M for five projects. Funding will go towards; building a cultural centre in Cape Dorset, an Iqaluit Aquatic Centre, repairing the Cambridge Bay arena, replacement of outdated playground equipment at schools across

Nunavut, and civic arena repairs in various locations throughout Nunavut.

Nunavut announces minimum wage increase - Effective April 1, 2016 the Government of Nunavut will increase the minimum wage to \$13/hour - which will be the highest in Canada. According to government sources, the increase will bring the wage to an appropriate level to better reflect the high cost of living in Nunavut.

GNWT to develop a new, homegrown Mineral Resources Act - the new Act will replace the current NWT Mining Regulations which came into force when Devolution became effective April 1, 2014. These regulations were created as a mirror image of those which were in force pre-Devolution when the Federal Department of Indigenous and Northern Affairs Canada were responsible for administering the Act. Development of the new Act will involve consultation with Aboriginal governments and community organizations as well as industry stakeholders to ensure the final product is acceptable to all who have a stake in it.

Alberta and BDC partner to support Alberta businesses - Deron Bilous, Minister of Economic Development and Trade and Michael Denham, President of the Business Development Bank of Canada (BDC) signed a Letter of Intent with the intentions of helping Alberta businesses grow and diversify. The letter will see the Government of Alberta and BDC build on their existing programs and develop initiatives to support SMEs business innovation, increase export development, improve delivery of business services, and collaborative solutions for enhancing venture capital.

Saskatchewan Party to introduce innovation tax incentive if re-elected - The Saskatchewan Commercial Innovation Incentive will lower the Corporate Income Tax from 12% to 6% on income earned on the commercialization of patents into new products by SK companies. Also known as a "patent box" or "innovation box", this would make SK the first province and first jurisdiction in North America to offer this incentive for innovation.

ANNOUNCEMENTS

Manitoba Aerospace Association (MAA) and Manitoba Aerospace Human Resources Council (MAHRC) to merge (effective April 1) - Manitoba Aerospace, Inc. (MAI), the new organization, will continue to provide all MAA and MAHRC programs and services. Wendell Wiebe, President at MAHRC will be the acting CEO at MAI.

PACIFIC REGION

INNOVATION

UBC receives \$11M donation for quantum materials research - Canadian businessman and philanthropist Dr. Stewart Blusson, who co-discovered the billion-dollar Ekati Diamond Mine, has donated \$11M to quantum materials research at UBC. The donation has been leveraged to secure a total of \$93M for quantum research. UBC's Quantum Matter Institute, now named after Dr. Blusson, previously received \$66.5 M through CFREF and \$10M for a Canada Excellence Research Chair in Quantum Materials in 2015. The institute has partnered with several organizations, including UBC's TRIUMF, the Max Planck Society, University of Tokyo, Toyota Central R&D Labs, IBM Research-Almaden, as well as BC's D-Wave and Wavefront.

INDUSTRY

Interprovincial cleantech industry partnership agreement signed - On the final day of the GLOBE conference in Vancouver, an MOU was signed between the BC Cleantech CEO Alliance, Ecotech Québec, and MaRS Cleantech from Ontario. The MOU will coordinate efforts in clean tech promotion within Canada, including communicating cleantech priorities to all levels of government, as well as connecting its members to new users and partners across the country. The collaboration aims to increase the development, financing, and commercialization of Canadian cleantech.

SPECTRUM AND ICT

Hootsuite written down by investor - Fidelity Investments recently downgraded the value of its stake in Hootsuite by 18%. Fidelity led Hootsuite's \$60M venture round in 2014 that ultimately resulted in the company's \$1B valuation. Despite a steady stream of investments continuing into 2016, there are concerns that the deal flow for startups is slowing due to dampened market conditions. Industry insiders suggest that the bar is rising in terms of what metrics are attractive to investors. Company valuations may be adjusted and M&As may take longer to close.

Chinese apparel manufacturer invests \$42M in Indochino - The Vancouver-based made-to-measure menswear retailer will become a manufacturing partner with Dayang Group. Indochino has plans to expand its product selection and number of showrooms as a result of this investment. Dayang makes suits for several global brands including Ralph Lauren, BCBG, and J.Crew. Other BC firms that recently received financing include fintech firm Rentmoola (\$5M), and mobile app platform developer Buddybuild (\$1.2M). Additionally, Talentbuddy, an online coding school, was acquired by San Francisco online learning marketplace Udemy.

GOVERNMENTS

Yukon releases Biomass Energy Strategy - Focused on developing a biomass energy sector in the territory to increase renewable energy capabilities, the strategy's key actions include using biomass energy for government infrastructure; recognition of biomass energy sources in related regulations and policies; facilitating private sector development; ensuring sustainable timber supply and biomass fuel security and quality. Although supportive of reducing its greenhouse gas emissions, the territory is opposed to a carbon tax, believing it would increase the cost of living and affect its overall competitiveness.

**For more information / Pour plus
d'informations**

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Schmidt, Leah Madelaine -ROPAC -TD

From: Denton, Marilyn -VCTRA -TD
Sent: July-04-16 3:03 PM
To: Hansen, Christian -ROPAC -TD
Cc: Bacigalupo, Rochelle -ROPAC -TD; Clarke, Laura -ROPAC -TD; Jung, George -ROPAC -TD; Kshatriya, Sudha -ROPAC -TD; MacLennan, Lauren -ROPAC -TD; Margenau, Lindsay -ROPAC -TD; Marshall, David -NNB; McRae, Sandra -ROPAC; Osenton, Nicolas -ROPAC -TD; Steblin, Jonathan -ROPAC -TD; St-Laurent, Carl -ROPAC; ~S-201704-Trusler, Wendy -ROPAC -TD; Tsui, David -ROPAC -TD
Subject: VCTRA report June 13 - 30, 2016

SRs & Follow up

Consumer products [redacted]
[redacted] update HONG/KITTY KO, E-INTRO ROPAC/Lauren MacLennan

ICT, [redacted]

ICT, [redacted] - outcall June 17, follow up Email, CA drafted, waiting for additional info.

ICT, [redacted] - [redacted] Reassigned to Madeleine Cook, who will be back in a few weeks.

Industrial Machinery, [redacted] - CanExport program discussion. Company attending aerospace events. E-intro ROPAC/Jung, SEATL/Monica Tate (they will have a conf call, [redacted] attending AFA's aerospace summit in SEATL), BC MIT/Rob O'Brien and sent them background info.

Industrial Machinery, [redacted] - PSU request to follow up after global inquiry logged by UK, Korea, Netherlands, Germany, USA/LNGLS and Japan. BRU/Rust responded. Sent client questions and requested for TelCall.
Followed up with info from OSLO/Winterbourne on IKM/Stephen Kingsnorth interest

Ocean Tech, [redacted] - company at Showcase Integrated Navigation & Tactical Innovation at Balt Military Expo, E-intro WSAW/Arkadiusz Wysocki.
May SR completed - Provided GoC FIP as approved by LOC/Michelle Lafreniere and consulting LCCA/Brenda Beck & Christine O'Nions, BSI/Elise Racicot. LOC/Michel Pixel & Nathalie Belanger were Ccd. HQ has not provided instructions to ROs regarding how CanExport successful applicants acknowledge the financial contribution by GoC, even though the agreement states companies must do so.

Ocean Tech, [redacted] - CCTM ATHENS/David Mallette, [redacted]
[redacted] requested links to IMC and HQ Vancouver. Followed up re HKONG & SPORE, plus outcome of Connecticut Maritime Association gathering in March 2016 with shipping companies (waiting for client response)

Ocean Tech, [redacted] - [redacted] planning Sept return trip to HKONG, working with [redacted]

Sustainable Tech, [redacted] - SRs followed up, face-to-face meeting June 28, returns from Panama July 9.

Sustainable Tech, [REDACTED] - met at VISTA conference. [REDACTED] Sent CanExport Program info and SR outcome questions.

Sustainable Tech, [REDACTED] - Telcall discussed [REDACTED]
[REDACTED] Provided link to October SusTech event in Poland. TelCall discussion on capability.

Transportation, [REDACTED] - outcall June 16, follow up Email, CA approved and shared with posts.

Transportation, [REDACTED] - request to [REDACTED] TelCon and sent standard letter for foreign companies.

Wine Beer & Spirits, [REDACTED] - potential client, referral from CME. Provided info on Ag Trade program and E-intro to AAFC/Jeff Lang.

Partner, IRCC/Sian Upton – E-intro to VIATeC, ABCMI, South Island Prosperity Program

Partner, BC MIT/Kara Flanagan – question about hiring for BC trade & investment offices abroad

Unreferred Leads

MDRID/Isidro Garcia 1-YY589 - CSR mining event recommended CSR Training Institute/Wayne Dunn for unreferred lead.

SNDGO/Mario Diez 1-Z6XR6 Huawei Executives August 17-18th in Irvine startups focusing on technologies. Sent info to [REDACTED] start up with Innovation related to wearables asking whether he is interested.

GTMLA/Christine Luttmann 1-ZADMC seeking a Canadian supplier of an Advance Passenger Information System. Asked for additional info, as [REDACTED] may fit requirement.

Other

Partner, Vancouver Island Sustainable Technology Association (VISTA) Expo June 17 report sent to ROPAC and followed up with companies & organizations.

IT challenges – June 13 restarted four times, June 14, 22, 23 restarted twice.

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: July-14-16 4:58 PM
To: Clarke, Laura -ROPAC -TD; Tsui, David -ROPAC -TD
Subject: FW: Opportunity to privately meet with executives from HUAWEI (Irvine, August 24-25, 2016)

I can only assume that you both have received the message below and are on top of sharing word of the opportunity....
CH

From: Diez, Mario -SNDGO -TD
Sent: July-14-16 10:33 AM
Subject: Opportunity to privately meet with executives from HUAWEI (Irvine, August 24-25, 2016)

Please distribute this lead to interested Canadian companies:

Opportunity

1 hour private meeting with **top executives** (SVPs, VPs, Senior Directors...) from **HUAWEI** to discuss potential business and investment opportunities, strategic engagements, and technology commercialization partnerships. Apply [here](#).

Date: **August 24-25**
Location: **Irvine, CA**


Application Process

Open to Canadian companies (apply [here](#) by **July 22, 2016**), as part of the partnership between the Canadian Consulate in San Diego and the organizers of these meetings, [EvoNexus MarketLink](#). **HUAWEI** executives will communicate their selections 15 days before the day of the meetings.

Cost

This is a **free** program, other than associated travel costs. Canadian companies selected by HUAWEI for a one-on-one meeting can apply for travel support as part of the [Going Global Innovation](#) (GGI) program. For questions, please contact innovation@international.gc.ca if you are interested in support to pursue this opportunity. Approval timelines will be tight and if selected by HUAWEI the GGI team will need to work with you as soon as you submit your application.



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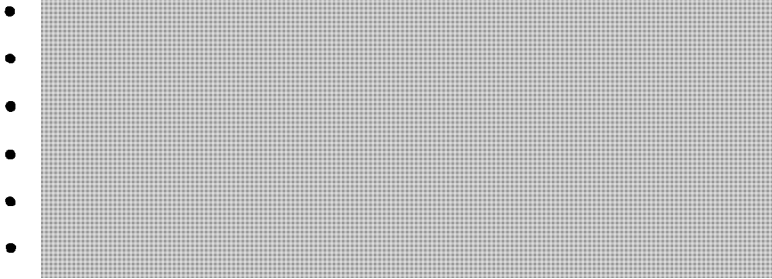
Page 64

**is withheld pursuant to section
est retenue en vertu de l'article**

20(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

s.20(1)(c)



Participating Executives

- **Naveen Dhar** – *VP & Head, Business Strategy and Planning, Center for Innovation*
- **TBD** Additional High Level Executives

About MarketLink

MarketLink is a unique and powerful program that provides the opportunity for companies to initiate and develop strategic relationships with leading multi-national corporations. Through a series of business and social meetings, selected companies are introduced to top level executives from multi-national corporations focusing on new products and technologies, all at NO COST to the applicant. MarketLink is able to attract the highest caliber multi-national partners thanks to the dedicated efforts and the extensive network of an influential committee of current and former telecom and high tech executives. For our multi-national partners, MarketLink is a highly efficient and effective vehicle to connect to quality companies developing the latest technology and products. For more information click [here](#).

Mario M. Diez
Trade Commissioner
Information & Communications Technologies
Ocean Technologies and Research
Consulate of Canada in San Diego, California
mario.diez@international.gc.ca

Schmidt, Leah Madelaine -ROPAC -TD

From: Bears, Paul -IGN
Sent: July-28-16 1:15 PM
To: John.McDonald@gov.bc.ca; paul.irwin@gov.bc.ca; Tsui, David -ROPAC -TD; Hansen, Christian -ROPAC -TD; Francis.Acquarone@gov.bc.ca
Cc: Hartman, David -OAD; Berlet, Stephanie -BBH; Esmonde-White, Hilary -BIS; Philippe, Richard -NNC; Chilton, Jenny -IDSP; Tso, Eugene -TNS; Jette, Michelle -CFXL; MacLean, Christopher -BEJING -TD; Jie, Houling (Lene) -BEJING -TD; Ip, Wallace -BEJING -TD; Bourbonnais, Éric -BIS
Subject: RE: Incoming Delegation: China Entrepreneur Club - Oct. 16-22 - Montreal, Ottawa, Toronto & Vancouver (BC)
Attachments: IB_LBP-#8355861-v1-CEC draft program East to West.DOCX; IB_LBP-#8355862-v1-CEC draft program West to East.DOCX

John, Paul, Francis & Global Affairs Canada Colleagues,

Thanks to the input we have received to date, we have been able to assemble a draft program for the visit of the incoming CEC delegation that will take place from Oct 16-22. Note that there are two versions of the program at this point, one that is East to West and one that is West to East (as you know, the second version may be needed to accommodate the availability of BC Premier Clark). This input will be shared with the CEC by our colleagues in Beijing, and we will share feedback with you once it is received.

For additional background, we are also sharing a BBC documentary and article on the CEC. The documentary is approximately 30 mins and provides great insight into the culture, values and objectives of the CEC organization. The documentary also includes clips from several CEC delegates who will be travelling to Canada (i.e. 2:12- Maggie Cheng, Secretary-General, CEC; 3:10 and 5:38 - Liu Donghua, Founder of CEC; 11:04 – Zhu Xinlin, Chairman of Huiyuan Juice).

BBC Documentary - <https://www.youtube.com/watch?v=IehcqptpQ3Y>

BBC Article - <http://www.bbc.com/news/business-29707913>

We look forward to working with everyone to further refine this exciting program. Grateful for any further confirmation you may have on the Premier's availability.

Paul Bears
Trade Commissioner | Délégué commercial
Greater China Division (OPC) | Direction de la Chine élargie (OPC)
Global Affairs Canada | Affaires mondiales Canada
125 Sussex Dr.
Ottawa ON K1A 0G2
Tel: (343) 203-3363



Foreign Affairs, Trade and
Development Canada

Affaires étrangères, Commerce
et Développement Canada

Canada

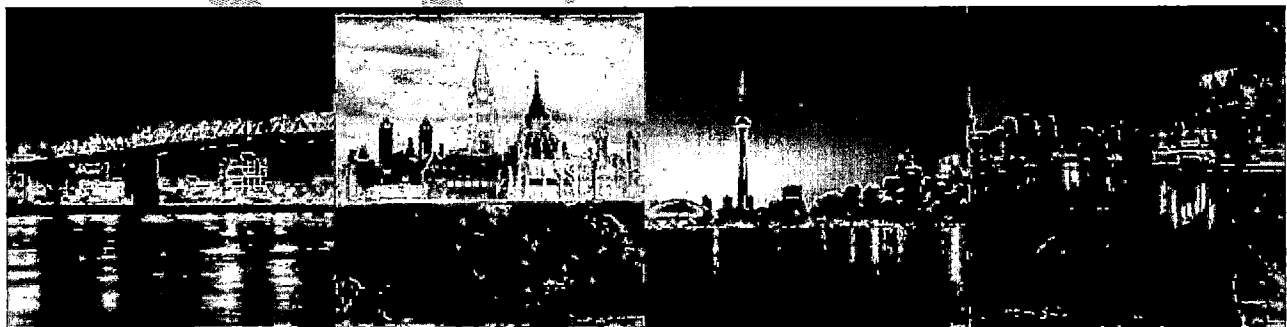
DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

CHINA ENTREPRENEUR CLUB

VISIT TO CANADA

OCTOBER 16-22, 2016

MONTREAL-OTTAWA-TORONTO-VANCOUVER



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SUNDAY, OCTOBER 16, 2016: MONTREAL

PM

Proposed Itinerary
Arrive Montreal

Additional Information

Visit to Power Corp. President's cottage and small-scale, high yielding ecological farm, with dinner in country setting/fall colours

Power Corporation is a diversified international management and holding company that holds interests in companies in financial services, communications and other business sectors. It currently manages assets amounting to \$1.22 trillion.

www.powercorporation.com

Additional Options

Architectural Tour of Old Montreal

www.montrealenhistoires.com

Additional Dinner Options:

Toqué

www.restaurant-toque.com

Club Chasse et Pêche

www.leclubchasseetpeche.com

Pied Cochon

www.aupieddecochon.ca

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MONDAY, OCTOBER 17, 2016: MONTREAL

AM

Proposed Itinerary

CEO Business Meetings with QG100 CEOs
Venue: Cirque Eloize

Additional Information

QG100 is a private, by-invitation-only members group made up of CEOs who have Quebec-based enterprises.
www.qg100.ca

Cirque Eloize has toured China and is one of the world's leaders in contemporary circus performing arts
www.cirque-eloize.com

Meeting with Quebec Premier Philippe Couillard

Lunch with new and upcoming business leaders
www.ausommetpvm.com

Participants to include Quebec-based start-ups and dynamic small-to-medium-sized enterprises

CCBC and the Business Council of Canada session on the Canadian experience of inter-generational business transfer

Participants to include: Bombardier, CAE, Power Corporation, others

PM

One industrial visit for the entire group (e.g. CAE Flight Simulator, Cirque du Soleil)

CAE is a global leader in comprehensive training solutions based on world-leading simulation technology
www.cae.com

Cirque du Soleil is the largest theatrical producer in the world. Their training center includes programs for engineers and designers.
www.cirquedusoleil.com

Additional Options

Industry visits - divided delegation:

Biotech: The NEOMED Institute attracts, creates, and leads a network of small and medium enterprises to work with pharma companies in the discovery of new drugs, and to bridge the gap between academic innovation and industry needs.
www.neomed.ca

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Digital Media: Moment Factory is a multimedia entertainment studio specializing in the conception and production of immersive environments.
www.momentfactory.com

Felix & Paul Studios combine technological innovation with a unique, in-depth approach to virtual reality storytelling (i.e. Jurassic World, Cirque du Soleil and Wild).
www.felixandpaul.com

Execution Labs is a hands-on early stage investor in game studios.
www.executionlabs.com

Clean Tech: Presentation of start-ups in Dragon's Den format

Fashion: Meet Quebec's best designers

Agri-Food: Yourbarfactory is a private label food manufacturer of nut and peanut free snack products.
www.yourbarfactory.com

Activity/dinner, sponsored with a high level Quebec multinational at Montebello – TBD with CCBC. (ex: Cirque du Soleil, Power Corp., Bombardier, etc.)

Cultural visit (Maison symphonique de Montréal)
www.osm.ca

Architectural tour of the Soccer Stadium at Complexe environnemental de Saint-Michel.
www.nordic.ca/fr/projets/realisations/s-tade-soccer-cesm

Evening

Additional Options

Overnight at Chateau Montebello, a historic hotel that hosted the 1981 G7 and other international summits.
www.fairmont.com/montebello

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

TUESDAY, OCTOBER 18, 2016: OTTAWA

AM Arrive from Montebello

Proposed Itinerary

Business Roundtable with Cabinet Ministers, senior government officials and leading Ottawa business executives, such as Terry Matthews (Wesley Clover), Eugene Melnyk (Founder of the Ottawa Senators Club), Tobi Lütke (Shopify) to share with CEC how Canadian billionaires grew their wealth in this country in sectors such as communication technologies, eBusiness, Medtech, etc.

Additional Information

Terry Matthews is a serial high-tech entrepreneur, and billionaire business magnate. He has founded or funded over 100 companies in the high tech communications field, most notably Mitel and Newbridge Networks.

www.wesleyclover.com

Shopify is an internet e-commerce platform started in Canada, facilitating online shopping for 275,000 active Shopify stores. To date, Shopify has facilitated \$17 billion worth of sales.

www.shopify.ca

Ottawa SMEs will be invited to showcase Ottawa's strengths in sectors such as wireless, eBusiness, digital media, medical devices and enterprise software.

Early PM Meeting with Chinese Embassy

Additional Options

Networking Lunch hosted by Invest Ottawa with cultural activities such as performances by aboriginal artists. (Suggested locations: Museum of Nature or National Art Gallery, in partnership with Ottawa Tourism)

4:00 Meeting with Right Honourable Justin Trudeau, the Prime Minister of Canada
Suggested Locations: Harrington Lake, Wilson House

Evening Hockey Game: Huawei has offered to host private box at Senators vs. Coyotes at 7:30PM

Departure to Toronto

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

WEDNESDAY, OCTOBER 19, 2016: TORONTO

AM

Proposed Itinerary

CEC to ring the TSX Bell

Business and Government meetings (e.g. Meeting with Premier Wynne, Mayor Tory, MaRS, Minister Freeland if in Toronto, etc.)

Tour of Ryerson Digital Media Zone, the largest academic incubator in Canada – portfolios: e-commerce, fashion, big data, mobile, and general technology

Additional Information

MaRS helps entrepreneurs launch and grow innovative companies, bringing together educators, researchers, social scientists, entrepreneurs and business experts under one roof.

www.marsdd.com

The Digital Media Zone at Ryerson University is one of Canada's largest business incubators for emerging tech start-ups. The top-ranked university incubator in North America and third in the world, it helps start-ups succeed by connecting them with customers, advisors, influencers and other entrepreneurs.

www.dmz.ryerson.ca

PM

Proposed Itinerary

Roundtable luncheon with the Toronto Financial Service Alliance (TFSA) and meet the TFSA's membership, leadership council, and other prominent business leaders in the Toronto region. TFSA can invite executives in the following areas: banking, investments, securities, private equity, and asset management. Possible discussion on Toronto being the first Renminbi offshore trading hub in North America.

Additional Options

Tour of the University of Toronto's accelerators and incubators

Toronto Business Development Center
www.tbdc.com

Kinetic Café connects world-class designers, engineers, futurists and entrepreneurs, who collaborate with our clients and partners to design, develop and commercialize beautifully connected environments, products and experiences.

www.kineticcafe.com

OneEleven is a post-seed tech accelerator.

www.oneeleven.com

Food Starter focuses on helping early-stage food processors commercialize and scale the development of their food products.

www.foodstarter.ca

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

Meet with Waterfront Toronto/
Toronto Portlands and learn about
development opportunities in Toronto.

Engage with the Toronto Region Board
of Trade for networking session
between prominent business leaders
and C-suite executives in Toronto

CN Tower visit and EdgeWalk with
Toronto Mayor John Tory. Walk on and
around the roof of the main pod of the
tower at 356m. It is the world's highest
full-circle, hands-free walk.
www.edgewalkcntower.ca

Transfer and overnight in Muskoka
luxury cottage to view fall
colours/maple syrup tour

Dinner at Canoe Restaurant with
famous Chef
www.canoerestaurant.com

Private Lake Ontario boat tour

Hockey Hall of Fame event with NHL
player.
www.hhof.com

Historical Casa Loma event/dinner.
Casa Loma is one of Toronto's top
attractions with unique architecture
that makes it a highly desirable location
for film, television and photo shoots.
www.casaloma.org

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

THURSDAY, OCTOBER 20, 2016: TORONTO

AM

Proposed Itinerary

Canada-China Business Council and Business Council of Canada-hosted Top 10 China-Canada Business Dialogue

Small-group sessions (perhaps 2-3 simultaneous, each one hour)

Digital media/entertainment –Corus Entertainment CEO Doug Murphy and TVO CEO Lisa DeWilde

Infrastructure investment –Brookfield and Canada Pension Plan Investment Board

Bioproducts and biopharma – 2-3 CEOs to speak about their experience with vaccines, medical devices, or other technologies

Food processing and healthy foods – McCain Foods, Lakeside Produce, Pelee Island Winery

Cleantech –2-3 CEOs to speak about their experiences successfully doing business in China

Additional Information

Corus Entertainment has a diverse portfolio of strong and recognizable brands, such as ABC Spark, BBC Canada, Disney Channel, the Food Network, MovieTime, the National Geographic Channel, Showcase, and Teletoon.
www.corusent.com

Brookfield Asset Management is a global asset manager with billions in assets including office properties and renewable power facilities.
www.brookfield.com

The Canada Pension Plan Investment Board is a professional investment management organization and ranked as one of the 10 largest retirement funds in the world.
www.cppib.com

McCain Foods Limited is one of the world's largest manufacturers of frozen French fries, potato specialties as well as snacks, meals and vegetables for both the retail and foodservice industries. Global sales CDN\$8 billion.
www.mccain.com

Lakeside Produce is a North American leader in organic produce, greenhouse produce, and specialty products.
www.lakesideproduce.com

PM

Anchor Event – Luncheon organized by the CCBC in collaboration with the Business Council of Canada

Honourable John Manley and the Business Council of Canada to invite several CEC delegates to be interviewed on stage.

Media would be present for interviews

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

Proposed Itinerary

Site visit to Bombardier Global Business
Aircraft Assembly Line

Additional Information

Bombardier is the world's leading manufacturer of both planes and trains. Bombardier is employing the highest caliber technology throughout the entire manufacturing process for the Global 7000 and Global 8000 aircraft program. The final assembly line in Toronto features a state-of-the-art automated positioning system that moves the wing structure into place for joining with the fuselage. This system uses laser-guided measuring to ensure components of the aircraft are joined consistently and perfectly each time.
www.bombardier.com

Canada-China Business Council and the
Business Council of Canada session on the
Canadian experience of inter-generational
business transfer

Departure to Vancouver

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FRIDAY, OCTOBER 21, 2016: VANCOUVER

AM

Proposed Itinerary

Breakfast roundtable hosted by Premier Clark at the Convention Centre at TELUS Garden

Additional Information

TELUS Garden is home of the Telus/Huawei 5G Research and Development Lab.

www.telusgarden.com

Business Breakout Session/One-on-One session with B.C. CEOs and entrepreneurs, and other associations such as HQ Vancouver, AdvantageBC, Asia Pacific Foundation of Canada, and CCBC

The Asia Pacific Foundation of Canada (APF Canada) is a not-for-profit organization focused on Canada's relations with Asia.

www.asiapacific.ca

PM

Helicopter tour along B.C. coastline to Grouse Mountain

www.grousemountain.com

Taste of B.C. lunch atop Grouse Mountain cooked live by a celebrity chef, showcasing B.C. produce, seafood, and wines

Site Visit of University of BC's Center for Interactive Research on Sustainability (LEED Platinum building, green building, clean tech)

www.cirs.ubc.ca

Additional Options

Seaplane Tour

Industry Site Visits

Ballard Power is leading global provider of innovative clean energy solutions.

www.ballard.com

Electronic Arts Inc. is a leading global interactive entertainment software company.

www.ea.com/ca

Tour of the Museum of Anthropology of First Nations history and art with high end cocktail session/personal chef

www.moa.ubc.ca/

Cultural Options

Private Coal Harbour Tour of Burrard Inlet hosted by B.C. stakeholders

Tour of Squamish for a drumming session with the First Nations people and a visit to their smoke lodge

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SATURDAY, OCTOBER 22, 2016: VANCOUVER

AM

Option 1: Whistler trip – Tour of 2010 Winter Olympics facilities and sports legacies. Whistler is a resort town that is one of the top destinations in North America for skiing and other winter sports.
www.whistler.com

Option 2: Okanagan – This is a beautiful wine country that has flourished around the beautiful Okanagan Lake. This tour will include a stay and visit of B.C. wineries, and opportunities for golf in their pristine golf clubs, weather permitting.
www.okanagan.com

Departure from Vancouver

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CHINA ENTREPRENEUR CLUB

VISIT TO CANADA

OCTOBER 16-22, 2016

VANCOUVER-OTTAWA-MONTREAL-TORONTO



DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

SUNDAY, OCTOBER 16, 2016: VANCOUVER

AM **Proposed Itinerary**
Arrive Vancouver

PM Private Coal Harbour Tour of Burrard Inlet
hosted by B.C. stakeholders

Cultural networking event
PricewaterhouseCoopers (PwC) & Vancouver
Canucks and the Aquilini Investment Group
have both offered to host private boxes at
Canucks vs. Hurricanes at 19h00

PricewaterhouseCoopers (PwC) is a
multinational professional business
services company and one of the most
prestigious accounting firms in the
world.

www.pwc.com/ca

Aquilini Investment Group, owner of
the Vancouver Canucks, is a large
holdings and investment company with
interests in development and
construction, real estate and
investments, hospitality and recreation,
and agriculture and environment.

www.aquilini.com

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MONDAY, OCTOBER 17, 2016: VANCOUVER

AM

Proposed Itinerary

Breakfast roundtable hosted by Premier Clark at the Convention Centre at TELUS Garden

Additional Information

TELUS Garden is home of the Telus/Huawei 5G Research and Development Lab.

www.telusgarden.com

Business Breakout Session/One-on-One session with B.C. CEOs and entrepreneurs, and other associations such as HQ Vancouver, AdvantageBC, Asia Pacific Foundation of Canada, and CCBC

The Asia Pacific Foundation of Canada (APF Canada) is a not-for-profit organization focused on Canada's relations with Asia.

www.asiapacific.ca

PM

Helicopter tour along B.C. coastline to Grouse Mountain

www.grousemountain.com

Taste of B.C. lunch atop Grouse Mountain cooked live by a celebrity chef, showcasing B.C. produce, seafood, and wines

Site Visit of University of BC's Center for Interactive Research on Sustainability (LEED Platinum building, green building, clean tech)

www.cirs.ubc.ca

Additional Options

Seaplane Tour

Industry Site Visits

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www.ballard.com

Electronic Arts Inc. is a leading global interactive entertainment software company.

www.ea.com/ca

Tour of the Museum of Anthropology of First Nations history and art with high end cocktail session/personal chef

www.moa.ubc.ca

Cultural Options

Tour of Squamish for a drumming session with the First Nations people and a visit to their smoke lodge

Evening

Departure to Ottawa

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

TUESDAY, OCTOBER 18, 2016: OTTAWA

AM

Proposed Itinerary

Business Roundtable with Cabinet Ministers, senior government officials and leading Ottawa business executives, such as Terry Matthews (Wesley Clover), Eugene Melnyk (Founder of the Ottawa Senators Club), Tobi Lütke (Shopify) to share with CEC how Canadian billionaires grew their wealth in this country in sectors such as communication technologies, eBusiness, Medtech, etc.

Additional Information

Terry Matthews is a serial high-tech entrepreneur, and billionaire business magnate. He has founded or funded over 100 companies in the high tech communications field, most notably Mitel and Newbridge Networks.

www.wesleyclover.com

Shopify is an internet e-commerce platform started in Canada, facilitating online shopping for 275,000 active Shopify stores. To date, Shopify has facilitated \$17 billion worth of sales.

www.shopify.ca

Ottawa SMEs will be invited to showcase Ottawa's strengths in sectors such as wireless, eBusiness, digital media, medical devices and enterprise software.

Early PM

Meeting with Chinese Embassy

Additional Options

Networking Lunch hosted by Invest Ottawa with cultural activities such as performances by aboriginal artists. (Suggested locations: Museum of Nature or National Art Gallery, in partnership with Ottawa Tourism)

4:00

Meeting with Right Honourable Justin Trudeau, the Prime Minister of Canada
Suggested Locations: Harrington Lake, Wilson House

Evening

Hockey Game: Huawei has offered to host private box at Senators vs. Coyotes at 7:30PM

Departure to Montreal

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

WEDNESDAY, OCTOBER 19, 2016: MONTREAL

AM

Proposed Itinerary

CEO Business Meetings with QG100 CEOs
Venue: Cirque Eloize

Additional Information

QG100 is a private, by-invitation-only members group made up of CEOs who have Quebec-based enterprises.
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Cirque Eloize has toured China and is one of the world's leaders in contemporary circus performing arts
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Lunch with new and upcoming business leaders
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Participants to include Quebec-based start-ups and dynamic small-to-medium-sized enterprises

CCBC and the Business Council of Canada session on the Canadian experience of inter-generational business transfer

Participants to include : Bombardier, CAE, Power Corporation, others (TBC)

PM

One industrial visit for the entire group (e.g. CAE Flight Simulator, Cirque du Soleil)

CAE is a global leader in comprehensive training solutions based on world-leading simulation technology
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Meeting with Quebec Premier Philippe Couillard

Cirque du Soleil is the largest theatrical producer in the world. Their training center includes programs for engineers and designers.
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Additional Options

Industry visits - divided delegation:

Biotech: The NEOMED Institute attracts, creates, and leads a network of small and medium enterprises to work with pharma companies in the discovery of new drugs, and to bridge the gap between academic innovation and industry needs.
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www.felixandpaul.com

Execution Labs is a hands-on early stage investor in game studios.
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Clean Tech: Presentation of start-ups in Dragon's Den format

Fashion: Meet Quebec's best designers

Agri-Food: Yourbarfactory is a private label food manufacturer of nut and peanut free snack products.
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Activity/dinner, sponsored with a high level Quebec multinational at Montebello – TBD with CCBC. (ex: Cirque du Soleil, Power Corp., Bombardier, etc.)

Cultural visit (Maison symphonique de Montréal)
www.osm.ca

Architectural tour of the Soccer Stadium at Complexe environnemental de Saint-Michel.
www.nordic.ca/fr/projets/realisations/s-tade-soccer-cesm

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

THURSDAY, OCTOBER 20, 2016: TORONTO

AM

Proposed Itinerary

CEC to ring the TSX Bell

Business and Government meetings (e.g. Meeting with Premier Wynne, Mayor Tory, MaRS, Minister Freeland if in Toronto, etc.)

Tour of Ryerson Digital Media Zone, the largest academic incubator in Canada – portfolios: e-commerce, fashion, big data, mobile, and general technology

Additional Information

MaRS helps entrepreneurs launch and grow innovative companies, bringing together educators, researchers, social scientists, entrepreneurs and business experts under one roof.

www.marsdd.com

The Digital Media Zone at Ryerson University is one of Canada's largest business incubators for emerging tech start-ups. The top-ranked university incubator in North America and third in the world, it helps start-ups succeed by connecting them with customers, advisors, influencers and other entrepreneurs.

www.dmz.ryerson.ca

PM

Proposed Itinerary

Roundtable luncheon with the Toronto Financial Service Alliance (TFSA) and meet the TFSA's membership, leadership council, and other prominent business leaders in the Toronto region. TFSA can invite executives in the following areas: banking, investments, securities, private equity, and asset management. Possible discussion on Toronto being the first Renminbi offshore trading hub in North America.

Additional Options

Tour of the University of Toronto's accelerators and incubators

Toronto Business Development Center
www.tbdc.com

Kinetic Café connects world-class designers, engineers, futurists and entrepreneurs, who collaborate with our clients and partners to design, develop and commercialize beautifully connected environments, products and experiences.

www.kineticcafe.com

OneEleven is a post-seed tech accelerator.

www.oneeleven.com

Food Starter helps early-stage food processors commercialize and scale the development of their food products.

www.foodstarter.ca

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

Meet with Waterfront Toronto/
Toronto Portlands and learn about
development opportunities in Toronto.

Engage with the Toronto Region Board
of Trade for networking session
between prominent business leaders
and C-suite executives in Toronto

CN Tower visit and EdgeWalk with
Toronto Mayor John Tory. Walk on and
around the roof of the main pod of the
tower at 356m. It is the world's highest
full-circle, hands-free walk.
www.edgewalkcntower.ca

Transfer and overnight in Muskoka
luxury cottage to view fall
colours/maple syrup tour

Dinner at Canoe Restaurant with
famous Chef
www.canoerestaurant.com

Private Lake Ontario boat tour

Hockey Hall of Fame event with NHL
player.
www.hhof.com

Historical Casa Loma event/dinner.
Casa Loma is one of Toronto's top
attractions with unique architecture
that makes it a highly desirable location
for film, television and photo shoots.
www.casaloma.org

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

FRIDAY, OCTOBER 21, 2016: TORONTO

AM

Proposed Itinerary

Canada-China Business Council and Business Council of Canada-hosted Top 10 China-Canada Business Dialogue

Small-group sessions (perhaps 2-3 simultaneous, each one hour)

Digital media/entertainment –Corus Entertainment CEO Doug Murphy and TVO CEO Lisa DeWilde

Infrastructure investment –Brookfield and Canada Pension Plan Investment Board

Bioproducts and biopharma – 2-3 CEOs to speak about their experience with vaccines, medical devices, or other technologies

Food processing and healthy foods – McCain Foods, Lakeside Produce, Pelee Island Winery

Cleantech –2-3 CEOs to speak about their experiences successfully doing business in China

Additional Information

Corus Entertainment has a diverse portfolio of strong and recognizable brands, such as ABC Spark, BBC Canada, Disney Channel, the Food Network, MovieTime, the National Geographic Channel, Showcase, and Teletoon.
www.corusent.com

Brookfield Asset Management is a global asset manager with billions in assets including office properties, renewable power facilities.
www.brookfield.com

The Canada Pension Plan Investment Board is a professional investment management organization and ranked as one of the 10 largest retirement funds in the world.
www.cppib.com

McCain Foods Limited is one of the world's largest manufacturers of frozen French fries, potato specialties as well as snacks, meals and vegetables for both the retail and foodservice industries. Global sales CDN\$8 billion.
www.mccain.com

Lakeside Produce is a North American leader in organic produce, greenhouse produce, and specialty products.
www.lakesideproduce.com

PM

Anchor Event – Luncheon organized by the CCBC in collaboration with the Business Council of Canada

Honourable John Manley and the Business Council of Canada to invite several CEC delegates to be interviewed on stage.

Media would be present for interviews

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

Proposed Itinerary

Site visit to Bombardier Global Business
Aircraft Assembly Line

Additional Information

Bombardier is the world's leading manufacturer of both planes and trains. Bombardier is employing the highest caliber technology throughout the entire manufacturing process for the Global 7000 and Global 8000 aircraft program. The final assembly line in Toronto features a state-of-the-art automated positioning system that moves the wing structure into place for joining with the fuselage. This system uses laser-guided measuring to ensure components of the aircraft are joined consistently and perfectly each time.
www.bombardier.com

Canada-China Business Council and the
Business Council of Canada session on the
Canadian experience of inter-generational
business transfer

DRAFT

DRAFT VERSION JULY 27, 2016 - Please note that all program elements are TBC and subject to change

SATURDAY, OCTOBER 22, 2016: TORONTO

AM Departure from Toronto

DRAFT

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: August-05-16 4:15 PM
To: Balint, Thomas -EUA
Subject: FW: VCTRA report July 4 - 29, 2016

FYI

From: Denton, Marilyn -VCTRA -TD
Sent: August-02-16 3:53 PM
To: Hansen, Christian -ROPAC -TD
Cc: Bacigalupo, Rochelle -ROPAC -TD; Clarke, Laura -ROPAC -TD; Jung, George -ROPAC -TD; Kshatriya, Sudha -ROPAC -TD; MacLennan, Lauren -ROPAC -TD; Marshall, David -ROPAC -TD; McRae, Sandra -ROPAC; Steblin, Jonathan -ROPAC -TD; St-Laurent, Carl -ROPAC; Trusler, Wendy -ROPAC -TD; Tsui, David -ROPAC -TD
Subject: VCTRA report July 4 - 29, 2016

SRs & Follow up

Automotive, [redacted] - Referral from IRAP/Nagata seeking funding. Sent CEP info, explained program. Suggested using TCS for in-market assessment [redacted] to find key contacts in companies identified [redacted] Offered CCTM LNGLS/Christopher McDonald. Waiting for response.

Chemicals & Plastics, [redacted] - Need more info for request seeking sales agency/agent/distributor [redacted] SR outstanding since April, sent follow up.

Consumer Products, [redacted] conference call with HKONG/Janice Vogle & Kitty Ko. Tracked in TRIO notes.

Consumer Products, [redacted] sent follow up asking about outcomes of [redacted]

Consumer Products, [redacted] (new client) discussed manufacturing [redacted] Sent links & info.

ICT, [redacted] July 4. Company assessment (CA) approved. Ccd ROPAC/David Marshall, Sudha Kshatriya, Sandra McRae & David Tsui, SEATL/Troy Defrank, SFRAN/Dan Matross, ISBAD/Ali Khan, BAIRS/Ana Fisher, BII/Ching Hadley.

ICT, [redacted] Outcall and CA approved by ROPAC. Provided info on CEP. Sent opportunity to [redacted]

ICT, [redacted] - provided TCS introduction and PNR Email address, as company is Winnipeg-based.

Industrial Machinery, [redacted] seeking key contacts at 3 automotive companies. Advised 12 other posts (who had received global inquiry) [redacted] LNGLS provided contacts: [redacted]

Industrial Machinery, [REDACTED] - called about problem with customs broker. Discussed options and provided list of other brokers in BC. [REDACTED]

Infrastructure, [REDACTED] (new client, referral from EDC/Jennifer Greenberg) – outcall, discussed market entry strategy, provided info on CanExport Program. Company assessment shared with ROPAC, CCTM SEATL/Cheryl Schell August conference call arranged. [REDACTED] attending Hydrovision July 26 – 29/2016 in Minneapolis. E-introduction to MINN/Paul Hansen who sent invitation to reception at ConGen and provided several key contacts.

Infrastructure, [REDACTED] – new client. TCS introduction, CEP, discussion on market entry strategy.

Life Sciences, [REDACTED] - outcall / company assessment approved by ROPAC/Hansen, Ccd ROPAC/Sandra McRae, BUCST/Neil Swain.

Ocean Tech, [REDACTED] – Provided contacts and EDC country reports for Thailand, Vietnam & Myanmar. Company assessment sent to ROPAC/Christian Hansen for approval. Ccd posts who had provided services with the outcomes, as well as posts client is exploring.

Ocean Tech, [REDACTED] – follow up re info required for CCTMs [REDACTED]
[REDACTED] Sent announcement of New European programme to fund open sea testing for ocean energy (rec'd from DUBLIC/Mongey)

Ocean Tech, [REDACTED] – meeting to discuss [REDACTED]
[REDACTED] E-introduction to SHZHN/ Lesley Li who responded Cc HKONG/Endy Chung. Sent info on export controls, EDC financing. [REDACTED] – sent info on CCC and contacts at post. Recommended [REDACTED] contact TCS for projects in ([REDACTED] for which they will use Aquatica sub.

Ocean Tech, [REDACTED] – CCTM SPORE/Guy Belanger seeking key contacts in shipping companies and face-to-face meeting around Sept 15.

Sustainable Technologies, [REDACTED] outcall report. Cc ROPAC/Sudha Kshatriya.

Sustainable Technologies, [REDACTED] seeking assistance to resolve issue with [REDACTED] Called to obtain background to [REDACTED] Email to CHADG/Gurbans Sobti, provided advice and notified CHADG, [REDACTED]

Sustainable Technologies, [REDACTED] – referred to ROPAC/St-Laurent re Buy America compliance

Sustainable Technologies, [REDACTED]

Transportation, [REDACTED] – CCTM SYDNEY/Pam Wearing Intelligent Transportation Systems Congress and Exhibition Melbourne, Australia, October 10-14, 2016, and Montreal, October 29-November 2, 2017. [REDACTED]

- **Foreign Trade Zone (FTZ)** meeting July 28 – QT seeking information and GoC rep to link by conference call. Vancouver Island Economic Alliance (VIEA), Port Alberni & Nanaimo Port Authority on establishing a Foreign Trade Zone (FTZ). Researched FTZ, connected client with WD/Martin Sutherland (who participated via

conf call July 28). ROPAC/Lauren MacLennan linked in ROATL/Gaetan Martineau (who also participated on the call). Nanaimo Port Authority/Bernie Dumas and VIEA/George Hanson had contacted her.

Transportation, [REDACTED]

Referral from [REDACTED] operates company in Calgary. Explained working with TCS, recommended reviewing [REDACTED] recommend reading the advice about [REDACTED] Provided Email address for PNR.

Opportunities/Leads referred

ROPAC/David Tsui for BII/Ching Hadley B2B meetings with [REDACTED] completed template, forwarded to BBI/ Ching Hadley, Cc ROPAC/David Tsui. [REDACTED] responded that they would complete the template, but did not.

ROPAC/Sudha Kshatriya – companies for DELHI/STC visit: [REDACTED]

ATHNS/George Dimitriou - [REDACTED] ROPAC/Jung referred to **Defence & Security,** [REDACTED]

GTMLA/Christine Luttmann 1-ZADMC lead requested additional info so I can refer Quester Tangent. Christine Ccd Laura Dalby/STC and sector specialist who is obtaining additional info.

Other

ROPAC/Joseph Paguio City of Richmond Annual Business and Partner Appreciation Event at the Richmond Olympic Oval on September 22 client suggestions: [REDACTED]

ROPAC/Joseph Paguio – provided feedback on TRIO snapshot: services analysis

Ocean Tech & Marine Industries newsletter distributed to all clients.

[REDACTED] notified companies to self-register: [REDACTED]

Success stories approved by ROPAC/Hansen: [REDACTED] (sent to Manager) [REDACTED] (CCd Sudha),

Assistance with PAR sent to HSSP/Jean-Francois Landry July 15, no response, now out of office. Sent request to HSSP/Melanie Chaloux July 25.

IT challenges: Restarts July 8, 13, July 14 (it took one hour to get Outlook to open, had access to the Internet, restarted four times, eventually connected using WSHTN rather than DFAIT), July 27 (had to restart 5 times between 9:00 - 10:15 am).

Sent Email to Canada Post, as I am “denied access to find a postal code” fpc.tcp@canadapost.ca requesting restoration of access to site. Reported problem to IMIT.

Schmidt, Leah Madelaine -ROPAC -TD

From: Aleong, Kathryn -ROATL -TD
Sent: September-14-16 9:21 AM
To: Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD; Langan-Torell, Patricia -ROONT -TD; Lemay, Joanne -ROQUE -TD
Cc: Langlois, Marie-Josée -PED
Subject: RE: LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Fellow RDs,
Thought that this interaction I had today with our former RD colleague ☺ might be of interest to you.

Regards,
Kathy

From: Elliott, Patricia -LNGLS -TD
Sent: September-14-16 1:16 PM
To: Aleong, Kathryn -ROATL -TD
Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Fournier, Frederic -SNDGO -TD; Diez, Mario -SNDGO -TD; Smith, Christine -ROATL -TD
Subject: RE: RE LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Hi Kathy,

Thanks for your email and the valuable feedback.

I'll consult with SNDGO to reply to your query on sub-sectors.

I also appreciate the feedback on MarketLink and we'll work towards providing that valuable information back to the Canadian clients so that they are aware of the background behind the MarketLink selection.

Patricia

From: Aleong, Kathryn -ROATL -TD
Sent: Wednesday, September 14, 2016 8:57 AM
To: Elliott, Patricia -LNGLS -TD <Patricia.Elliott@international.gc.ca>
Cc: Watson, Lynda -NNC <Lynda.Watson@international.gc.ca>; Bubic, Suzanne -NNC <Suzanne.Bubic@international.gc.ca>; Fournier, Frederic -SNDGO -TD <Frederic.Fournier@international.gc.ca>; Diez, Mario -SNDGO -TD <Mario.Diez@international.gc.ca>; Smith, Christine -ROATL -TD <Christine.Smith@international.gc.ca>
Subject: RE LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Hi Patricia,
Greetings from the east coast.

Thanks for this opportunity. I have asked my ROATL TCs to put on their thinking caps to determine whom among their clientele should be submitted for consideration to meeting with Huawei when that company's reps are in Canada in October.

We will have perhaps a couple and will have those identified companies to you/SNDGO by your deadline.


In the meanwhile, our TCs here have indicated that it would be really help if we had a better idea about the sub-sector level when the area of interest noted is quite broad. For example, what is Huawei looking for in "health" or "materials" or "environment"? Could SNDGO provide a bit more detail? It would also be great if in the vast list of Huawei's areas interests, some indication of the company's top priorities could be provided.

I'll also take this opportunity to provide a bit of feedback for our previous experience with MarketLink. In the past TCs here have put in a lot of work with our clients in this region, getting them interested and the info prepared and submitted. When our clients are not chosen, we are not informed as to why, which makes it difficult to go back to the client later on with other opportunities as the client now has some doubts as to what we are bringing to their attention. Is there some way that SNDGO would be able to provide feedback on MarketLink selection after decisions are made by the MNE so that we in turn can inform our clients as to why they may not have been chosen at the time for meeting with the MNE?

Final question: is there a TRIO opportunity # to which we can link LNGLS/SNDGO's Huawei's request?

Regards,
Kathy

Kathryn Aleong
Regional Director and Senior Trade Commissioner /
Directrice régionale et Déléguée commerciale principale
Atlantic Region / Région de l'Atlantique (ROATL) – Halifax Hub
kathryn.aleong@international.gc.ca
T : 902-426-6360 // C : 902-401-0268

 Global Affairs Canada / Affaires mondiales Canada

From: Elliott, Patricia -LNGLS -TD <Patricia.Elliott@international.gc.ca>
Sent: Tuesday, September 13, 2016 16:09
To: Aleong, Kathryn -ROATL -TD; Mathieu, Paule -ROQUE -TD; Lamarre, Michel -ROQUE -TD; Langan-Torell, Patricia -ROONT; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD
Cc: Subject: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Dear colleagues,

We are reaching out to you today to let you know in advance of an important upcoming visit to Canada, for which we will require your help in order to identify Canadian companies which could match the needs of HUAWEI. The visit is tentatively planned for the first week of October 2016. HUAWEI is considering Vancouver, Ottawa, and Toronto, but not limited to these cities. They will confirm what city or cities to visit after reviewing the list of companies that each region proposes.

FDI potential

There is also a potential FDI element with this visit. Even if these executives are technical, SNDGO has pitched to **HUAWEI Device** the possibility of expanding their current operations in Canada (currently infrastructure and networks) to STI around devices (handsets, tablets, wearables, accessories...). [REDACTED]

[REDACTED] Once the visit is confirmed, we will recommend to add a small targeted FDI component over lunch in between meetings.

Schmidt, Leah Madelaine -ROPAC -TD

From: Bacigalupo, Rochelle -ROPAC -TD
Sent: September-14-16 12:22 PM
To: Hansen, Christian -ROPAC -TD
Subject: RE: Update - CEC visit
Attachments: 2016 China Entrepreneur Club International Visit Program 0912.docx

Christian,

FYI, I am participating in the weekly CEC program calls organized by OPC. Paul Irwin and Francis Acquarone are leading from BC MIT. Yaa-Hemaa is also on the calls.

Here is how the Vancouver program looks. The Premier may be involved in the first activity and the CEC is looking to meet the new UBC President as part of the TRIUMF visit. Will you participate in the program in any way? I do not see it in your calendar. Full program attached for your reference.

Rochelle

Friday, October 21 Vancouver	
	Breakfast Meeting with British Columbia Province <i>Venue: Convention Centre at Telus Garden</i> <i>Supporter: The Asia Pacific Foundation of Canada</i>
09:30 - 11:00	Attendees <ul style="list-style-type: none"> • [Redacted] Asia Pacific Foundation of Canada • Senior Government Officials of British Columbia • Jim Pattison, Founder, Jim Pattison Group • [Redacted] Slack • Other business leaders & associations in the region
11:00 - 11:30	Site Visit: Telus/Huawei 5G Research and Development Lab
11:30 - 12:00	Transfer
12:00 - 13:30	Business Lunch with Royal Bank of Canada (RBC)
13:30 - 14:00	Transfer
14:00 - 15:30	Site Visit: Canada's National Laboratory for Particle and Nuclear Physics
15:30 - 17:00	Transfer to hotel and free time

17:00
17:30

Transfer to harbor

17:30
20:30

Cruise dinner and party hosted by CEC member Peter Wang



2016 China Entrepreneur Club International Visit

Canada | October 16-23

Sunday, October 16 Montreal	
13:15-14:00	Departure: China Airline CA879 Beijing (13:15) - Montreal (14:00) (12h 45m, nonstop)
14:00-17:30	Transfer and check-in <i>Hotel Le St. James Montreal</i>
17:30-18:30	Private Tour of Old Montreal
19:00-20:30	Themed Dinner Sustainable Growth - Power Corporation's Heavy to Light Asset Transition <i>Venue: Power Corporation Headquarter</i> <i>Supporter: Canada China Business Council (CCBC)</i> Discuss <ul style="list-style-type: none"> Power Corporation's generational and strategic transition across Canadian industries Maintaining leadership and growth across diversified assets China opportunity and collaboration going forward Attendee <ul style="list-style-type: none"> André Desmarais, Deputy Chairman, President and Co-CEO
Monday, October 17 Montreal	
10:00-12:00	Business Roundtable Pioneering Strengths of Quebec (focusing on Digital Media and Tech) * <i>Venue: TBC</i> <i>Supporter: QG100</i> Attendees <ul style="list-style-type: none"> Philippe Couillard, Quebec Premier Quebec Government and Business Leadership Core members of QG100
12:00-12:30	Transfer by coach
12:30-14:00	Themed Lunch: Bombardier Innovation and the Evolution of Mobility <i>Venue: TBC</i> <i>Supporters: Canada China Business Council (CCBC), Business Council of Canada (BCC)</i> Discuss <ul style="list-style-type: none"> Bombardier 2025: shape and outlook of tomorrow's global aviation leader Strategic R&D focus driving cutting edge development and production across businesses Collaboration and growth in China and worldwide Attendees <ul style="list-style-type: none"> Pierre Beaudoin, Executive Chairman of the Board Alain Bellemare, President and Chief Executive Officer
14:00-14:30	Transfer by coach

Updated September 12, 2016
This program is subject to change



14:30-16:00	<p>Company Visit: Cirque du Soleil - Pioneering Global Leadership in Creative Entertainment Supporter: <i>Montreal International</i></p> <p>Discuss</p> <ul style="list-style-type: none"> Strength in diversity: world class performances integrating local strengths and foreign flavors Effective management across diversified disciplines and artists The future of performance and the industry <p>Attendees</p> <ul style="list-style-type: none"> Daniel Lamarre, President and CEO [Redacted]
16:00-17:30	Transfer to Montebello (by coach)
17:30-18:00	Check-in <i>Fairmont Le Château Montebello</i>
18:00-20:00	Dinner hosted by CEC member Niu Gensheng
Tuesday, October 13 Ottawa	
10:30-12:00	Transfer to Ottawa (by coach)
12:00-13:30	<p>Roundtable Lunch: Unleashing Canada-China Innovation and Collaboration Venue: <i>National Art Gallery/National Museum of Nature</i> Supporter: <i>Invest Ottawa</i></p> <p>Attendees</p> <ul style="list-style-type: none"> Canadian cabinet ministers and senior government officials Luo Zhaohui, Chinese Ambassador to Canada [Redacted] Wesley Clover [Redacted] Shopify <p>Discuss</p> <ul style="list-style-type: none"> Growth impact: opportunities for Canada-China ICT and Internet Entrepreneur dialogue: perspective from business leaders on both sides concerning industry challenges and growth through partnership
13:30-15:30	Transfer (leisure program arranged on the way)
16:00-17:30	<p>Meeting with HE Justin Trudeau, Prime Minister of Canada Venue: <i>Harrington Lake, Wilson House</i></p>
17:30-18:30	Transfer
19:00-21:00	<p>Experience: NHL Hockey Game Ottawa Senators vs. Arizona Coyotes Venue: <i>Canadian Tire Centre - Huawei Corporate Suite</i> Supporter: <i>Huawei Canada</i></p>
22:00-23:00	Flight: Ottawa - Toronto by Business Jet
23:00-23:45	Transfer and check-in at <i>Fairmont Royal York</i>

Updated September 12, 2016
 This program is subject to change



Wednesday, October 19 Toronto	
	<p>Company Visit: Establishing Toronto as a Global RMB Hub Venue: TBC Supporter: Toronto Financial Service Alliance (TFSA)</p> <p>Discuss</p> <ul style="list-style-type: none"> Global standard of leadership in banking and financial services RMB clearance and trade overseas: advantages for Chinese companies in Canada <p>Attendees</p> <ul style="list-style-type: none"> John Tory, Mayor of Toronto TFSA's membership & leadership council
09:30-11:00	
11:00-11:45	Transfer, return to hotel to change
11:45-13:15	Transfer to Niagara Falls
13:15-14:30	Lunch
14:30-16:30	Experience: Niagara Falls
16:30-18:00	Transfer to hotel
19:00-21:00	Dinner hosted by GIC at Casa Loma
Thursday, October 20 Toronto	
	<p>Sino-Canada Business Leaders Roundtable Venue: TBC (100-200 audience) Supporter: Canada China Business Council (CCBC) & Business Council of Canada (BCC)</p> <p>Agenda</p> <ul style="list-style-type: none"> 10:30-12:00 Business Leaders Roundtable (closed-door) 12:00-12:15 Transfer 12:15-13:45 Networking lunch & media session <p>Attendees</p> <ul style="list-style-type: none"> David Thomas, Chairman, Thomson Reuters Mike Lazaridis, Founder, Quantum Valley Investments [Redacted] CPPIB [Redacted] OMERS Ventures [Redacted] Manulife [Redacted] Blackberry [Redacted] Fairfax Financial Holdings Ltd. [Redacted] Loblaw Cos Ltd [Redacted] Business Council of Canada Kathleen O'Day Wynne, Ontario Premier
10:30-13:45	
13:45-14:15	Transfer
14:15-15:45	<p>Site Visit: Bombardier's Future of Mobility Venue: Bombardier Global Business Aircraft Assembly Line</p>

Updated September 12, 2016
 This program is subject to change



	<p>Meet</p> <ul style="list-style-type: none"> • [Redacted] Bombardier Inc. <p>Discuss</p> <ul style="list-style-type: none"> • Bombardier's benchmark of international business travel: pioneering the global standard • The future of Bombardier and private aircraft • Opportunity and growth in China and Asia
15:45-16:30	Transfer to Airport
17:00-19:00	Flight: Toronto - Vancouver by Business Jet (5h, nonstop)
19:00-20:00	Transfer & check-in <i>Rosewood Hotel Georgia</i>
Friday, October 21 Vancouver	
09:30-11:00	<p><u>Breakfast Meeting with British Columbia Province</u> <i>Venue: Convention Centre at Telus Garden</i> <i>Supporter: The Asia Pacific Foundation of Canada</i></p> <p>Attendees</p> <ul style="list-style-type: none"> • [Redacted], Asia Pacific Foundation of Canada • Senior Government Officials of British Columbia • Jim Pattison, Founder, Jim Pattison Group • [Redacted] Slack • Other business leaders & associations in the region
11:00-11:30	<u>Site Visit: Telus/Huawei 5G Research and Development Lab</u>
11:30-12:00	Transfer
12:00-13:30	<u>Business Lunch with Royal Bank of Canada (RBC)</u>
13:30-14:00	Transfer
14:00-15:30	<u>Site Visit: Canada's National Laboratory for Particle and Nuclear Physics</u>
15:30-17:00	Transfer to hotel and free time
17:00-17:30	Transfer to harbor
17:30-20:30	Cruise dinner and party hosted by CEC member Peter Wang



Saturday, October 22 | Vancouver

09:00-10:00 Transfer

10:00-13:00 **Visit and Lunch: First Nations People of British Columbia**

13:00-14:00 Transfer

14:00-17:00 **Experience: hike near Vancouver**

17:00-18:00 Transfer

18:00-20:30 Farewell Dinner

Sunday, October 23 | Vancouver

09:00-11:00 Free time

11:00-12:00 Coach transfer from hotel to airport

13:50-15:30 **Return Flight: China Airline CA992**

+1 Vancouver (13:50) — Beijing (15:30 +1) (11h, nonstop)

s.20(1)(c)

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: September-14-16 2:08 PM
To: Bacigalupo, Rochelle -ROPAC -TD
Subject: FW: Chinese Premier Li's visit to Canada - Commercial announcements
Attachments: IB_LBP-#8265639-v29-Commercial Announcements - Canada-China High Level V....xlsx

FYI

From: Jolin Lessard, Audrey -OPC
Sent: September-12-16 1:09 PM
To: Hansen, Christian -ROPAC -TD; Davies, Darryl -ROPNT -TD; Langan-Torell, Patricia -ROONT; Lemay, Joanne -ROQUE -TD; Aleong, Kathryn -ROATL -TD
Cc: Hartman, David -OPC; Hamilton, David -OPC; *OPC Commercial-Trade & Investment
Subject: Chinese Premier Li's visit to Canada - Commercial announcements

Colleagues,

As you may be aware, Chinese Premier Li Keqiang will be visiting Ottawa on September 21-22 and Montreal on September 23-24. A signature ceremony for commercial announcements, similar to the one that took place in Shanghai on September 1, may take place in Montreal on September 23. **This event and its format have not/not yet been confirmed by the Chinese Embassy.**

OPC and China missions have begun preparations should this event take place. You will find attached a tracking spreadsheet of potential commercial announcements which may be included in the ceremony if approved by PCO and the Chinese Embassy. The attached document contains four key tabs:

- 1) **PM Trudeau – FINAL:** These are the deals which were signed/announced in Shanghai on September 1.
- 2) **Proposed for Li:** These are the deals we shared with PCO today and will share with the Chinese Embassy (following PCO approval) as recommendations for an event in Montreal on September 23.
- 3) **Under consideration for Li:** These are the deals we are still investigating. They will eventually be moved either to the "Proposed for Li" tab or the "Rejected" tab.
- 4) **Rejected:** These deals will not be part of the Shanghai or Montreal ceremony for a variety of reasons [REDACTED] but we don't want to lose track of them.

Should you have any comments or questions, please do not hesitate to contact me.

Regards,
Audrey

From: Jolin Lessard, Audrey -OPC
Sent: September-02-16 1:41 PM
To: Hansen, Christian -ROPAC -TD; Davies, Darryl -ROPNT -TD; Langan-Torell, Patricia -ROONT; Lemay, Joanne -ROQUE -TD; Aleong, Kathryn -ROATL -TD
Cc: Hartman, David -OPC; Hamilton, David -OPC; Berlet, Stéphanie -OPC; Speirs, Mary-Catherine -OPC; *OPC Commercial-Trade & Investment
Subject: Prime Minister Trudeau's visit to China - Commercial announcements

Colleagues,

s.15(1) -

International

Thank you for your input on the various deals reviewed for Prime Minister Trudeau's visit to China. You will find attached the official commercial backgrounder issued by PMO following the signature ceremony in Shanghai on September 1. Out of the [REDACTED] possible deals submitted to OPC, 56 were announced in Shanghai yesterday and another [REDACTED] may be announced in Hong Kong next week.

Should you be contacted by companies which were not invited to participate to the signature ceremony in Shanghai, below are responsive lines proposed by OPC:

- Thank you very much for sharing the details of your commercial announcement with us for consideration.
- We received a large number of commercial announcements for consideration, and are very pleased to see the strong and growing commercial engagement between Canada and China.
- Unfortunately we were unable to announce all of the deals that were put forward.
- We encourage you to continue engaging with the Canadian Trade Commissioner Service in as you continue efforts to expand into the Chinese/Hong Kong market.

OPC is now entering into the process of evaluating deals for a possible event with Premier Li during his visit to Ottawa and Montreal on September 22-23. Note that the Chinese Embassy has not/not yet confirmed if a signature ceremony for commercial announcements will be taking place. We will keep you informed as preparations for this visit unfolds, but would encourage you to forward to us for consideration any deals/announcements between Canadian and Chinese companies that you are aware of for consideration.

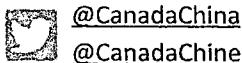
Regards,
Audrey

Audrey J. Lessard

Trade Commissioner / Déléguée commerciale
Greater China Division / Direction de la Chine élargie
Global Affairs Canada | Affaires mondiales Canada
Audrey.jolinlessard@international.gc.ca
Telephone / Téléphone: 343-203-3468
125 Sussex Drive / 125 promenade Sussex
Ottawa (Ontario) K1A 0G2



Canada



[@CanadaChina](#)

[@CanadaChine](#)



[Canadian SME Gateway to China YouTube Channel](#)

[Chaîne YouTube du Portail des PME canadiennes en Chine](#)



[Doing Business in China LinkedIn Group](#)

[Compte LinkedIn Faire des affaires en Chine](#)

**Pages 105 to / à 126
are withheld pursuant to sections
sont retenues en vertu des articles**

20(1)(b), 20(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

Schmidt, Leah Madelaine -ROPAC -TD

From: Aleong, Kathryn -ROATL -TD
Sent: September-14-16 3:17 PM
To: Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD; Langan-Torell, Patricia -ROONT -TD; Lemay, Joanne -ROQUE -TD
Cc: Langlois, Marie-Josée -PED
Subject: FYI - explanations from SNDGO re request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Fellow RDs: email I received below from SNDGO this afternoon may also be of interest/use to you. ~Kathy

From: Aleong, Kathryn -ROATL -TD
Sent: September-14-16 7:09 PM
To: Diez, Mario -SNDGO -TD
Cc: Elliott, Patricia -LNGLS -TD; Watson, Lynda -NNC; Bubic, Suzanne -NNC; Fournier, Frederic -SNDGO -TD; Smith, Christine -ROATL -TD
Subject: RE: LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Hola Mario,
Many thanks for your detailed and quick response and clarifications on the request from Huawei.

I will share your analysis with ROATL sector officers as well as your explanation of how the MarketLink selection process works as they will find your comments useful.

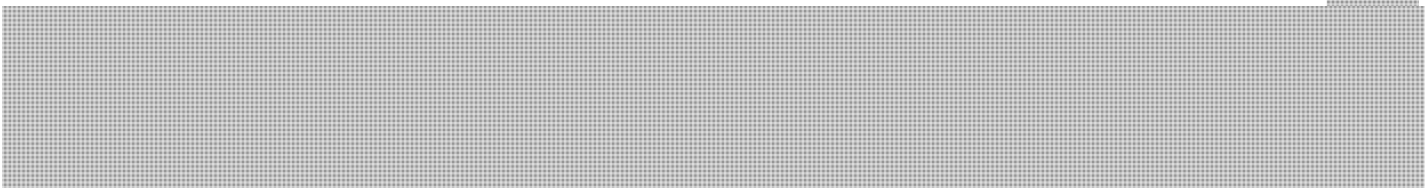
Thanks for the TRIO opportunity #.

Regards,
Kathy

From: Diez, Mario -SNDGO -TD
Sent: September-14-16 3:21 PM
To: Elliott, Patricia -LNGLS -TD; Aleong, Kathryn -ROATL -TD
Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Fournier, Frederic -SNDGO -TD; Smith, Christine -ROATL -TD
Subject: RE: RE LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Hi Kathy,

I wish we could provide more insight on the subsectors, but unfortunately HUAWEI hasn't disclosed more details. We've seen this often, as MNEs don't want to give too many details about the areas of interest that could reveal their product strategy. We often struggle getting a list like the one we shared below for those reasons.



FYI, the opportunity number is: [REDACTED]

As for the feedback about MarketLink, MNEs have a confidential and internal selection process that is not revealed outside the company. MarketLink is designed so they have full freedom with no influence or recommendations from us. Often these selections are made by high executives that don't want to reveal their thinking behind choosing certain companies, and dismissing others. However, for the companies that get selected and go through the meetings, we SNDGO have confidential access to the next steps that the MNE is planning, as we meet with them at the end of each MarketLink to discuss their meetings.

I hope this helps.

Mario

From: Elliott, Patricia -LNGLS -TD
Sent: Wednesday, September 14, 2016 9:16 AM
To: Aleong, Kathryn -ROATL -TD
Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Fournier, Frederic -SNDGO -TD; Diez, Mario -SNDGO -TD; Smith, Christine -ROATL -TD
Subject: RE: RE LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Hi Kathy,

Thanks for your email and the valuable feedback.

I'll consult with SNDGO to reply to your query on sub-sectors.

I also appreciate the feedback on MarketLink and we'll work towards providing that valuable information back to the Canadian clients so that they are aware of the background behind the MarketLink selection.

Patricia

From: Aleong, Kathryn -ROATL -TD
Sent: Wednesday, September 14, 2016 8:57 AM
To: Elliott, Patricia -LNGLS -TD <Patricia.Elliott@international.gc.ca>
Cc: Watson, Lynda -NNC <Lynda.Watson@international.gc.ca>; Bubic, Suzanne -NNC <Suzanne.Bubic@international.gc.ca>; Fournier, Frederic -SNDGO -TD <Frederic.Fournier@international.gc.ca>; Diez, Mario -SNDGO -TD <Mario.Diez@international.gc.ca>; Smith, Christine -ROATL -TD <Christine.Smith@international.gc.ca>
Subject: RE LNGLS/SNDGO request -- High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Hi Patricia,
Greetings from the east coast.

Thanks for this opportunity. I have asked my ROATL TCs to put on their thinking caps to determine whom among their clientele should be submitted for consideration to meeting with Huawei when that company's reps are in Canada in October.

We will have perhaps a couple and will have those identified companies to you/SNDGO by your deadline.

In the meanwhile, our TCs here have indicated that it would really help if we had a better idea about the sub-sector level when the area of interest noted is quite broad. For example, what is Huawei looking for in "health" or "materials" or "environment"? Could SNDGO provide a bit more detail? It would also be great if in the vast list of Huawei's [REDACTED] areas interests, some indication of the company's top priorities could be provided.

I'll also take this opportunity to provide a bit of feedback for our previous experience with MarketLink. In the past TCs here have put in a lot of work with our clients in this region, getting them interested and the info prepared and submitted. When our clients are not chosen, we are not informed as to why, which makes it difficult to go back to the client later on with other opportunities as the client now has some doubts as to what we are bringing to their attention. Is there some way that SNDGO would be able to provide feedback on MarketLink selection after decisions are made by the MNE so that we in turn can inform our clients as to why they may not have been chosen at the time for meeting with the MNE?

Final question: is there a TRIO opportunity # to which we can link LNGLS/SNDGO's Huawei's request?

Regards,
Kathy

Kathryn Aleong
Regional Director and Senior Trade Commissioner /
Directrice régionale et Déléguée commerciale principale
Atlantic Region / Région de l'Atlantique (ROATL) – Halifax Hub
kathryn.aleong@international.gc.ca
T : 902-426-6360 // C : 902-401-0268



Global Affairs Affaires mondiales
Canada Canada

From: Elliott, Patricia -LNGLS -TD <Patricia.Elliott@international.gc.ca>
Sent: Tuesday, September 13, 2016 16:09
To: Aleong, Kathryn -ROATL -TD; Mathieu, Paule -ROQUE -TD; Lamarre, Michel -ROQUE -TD; Langan-Torell, Patricia -ROONT; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD
Cc: Subject: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Dear colleagues,

We are reaching out to you today to let you know in advance of an important upcoming visit to Canada, for which we will require your help in order to identify Canadian companies which could match the needs of HUAWEI. The visit is tentatively planned for the first week of October 2016. HUAWEI is considering Vancouver, Ottawa, and Toronto, but not limited to these cities. They will confirm what city or cities to visit after reviewing the list of companies that each region proposes.

As you may know, MarketLink is SNDGO's initiative to help our clients access the GVC of multinationals worldwide. In the past years, we have had multiple MarketLinks with HUAWEI where Canadian capabilities have been consistently praised. Our multiple interactions with HUAWEI Device in San Diego resulting into a strong and ongoing interest in Canada.

to STI around devices (handsets, tablets, wearables, accessories...). [REDACTED]

[REDACTED] Once the visit is confirmed, we will recommend to add a small targeted FDI component over lunch in between meetings.

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: September-16-16 10:41 AM
To: Clarke, Laura -ROPAC -TD
Subject: Fw: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Can you action this by their deadline?

From: Fournier, Frederic -SNDGO -TD <Frederic.Fournier@international.gc.ca>
Sent: Friday, September 16, 2016 10:16 AM
To: Elliott, Patricia -LNGLS -TD; Aleong, Kathryn -ROATL -TD; Mathieu, Paule -ROQUE -TD; Lamarre, Michel -ROQUE -TD; Langan-Torell, Patricia -ROONT; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD; Landry, Robert -ROQUE -TD
Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Diez, Mario -SNDGO -TD
Subject: RE: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Dear RO colleagues,

Friendly reminder that SNDGO needs to send a list of companies to HUAWEI CTO before end of day today, so the list can be reviewed by their team on Monday AM in China. Looking forward to receiving your valuable input!

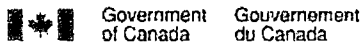
Thank you in advance for your contribution to this important opportunity.

Best regards from San Diego,

Frederic

Frédéric Fournier, CITP

Head of Office, Consul & Trade Commissioner
Chef de bureau, Consul et délégué commercial
Consulate of Canada / Consulat du Canada
402 W. Broadway, 4th floor / 4e étage
San Diego, CA 92101
frederic.fournier@international.gc.ca
(619) 615-4284



Canada

From: Elliott, Patricia -LNGLS -TD
Sent: September-13-16 11:39 AM
To: Aleong, Kathryn -ROATL -TD; Mathieu, Paule -ROQUE -TD; Lamarre, Michel -ROQUE -TD; Langan-Torell, Patricia -ROONT; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD
Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Fournier, Frederic -SNDGO -TD; Diez, Mario -SNDGO -TD
Subject: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Dear colleagues,

Our ask from our ROs is to provide a list of vetted clients matching the technology needs above, and interested in pursuing business with HUAWEI. This list will be provided to HUAWEI for their evaluation, and they will decide what companies to meet with and where.

Given the early October timeframe, grateful if this list could be made available to us no later than Sept. 16. The list should provide as many details about the client and their technology as possible so HUAWEI can conduct their evaluation.

FDI potential

There is also a potential FDI element with this visit. Even if these executives are technical, SNDGO has pitched to **HUAWEI Device** the possibility of expanding their current operations in Canada (currently infrastructure and networks) to STI around devices (handsets, tablets, wearables, accessories...). [REDACTED]

[REDACTED] Once the visit is confirmed, we will recommend to add a small targeted FDI component over lunch in between meetings.

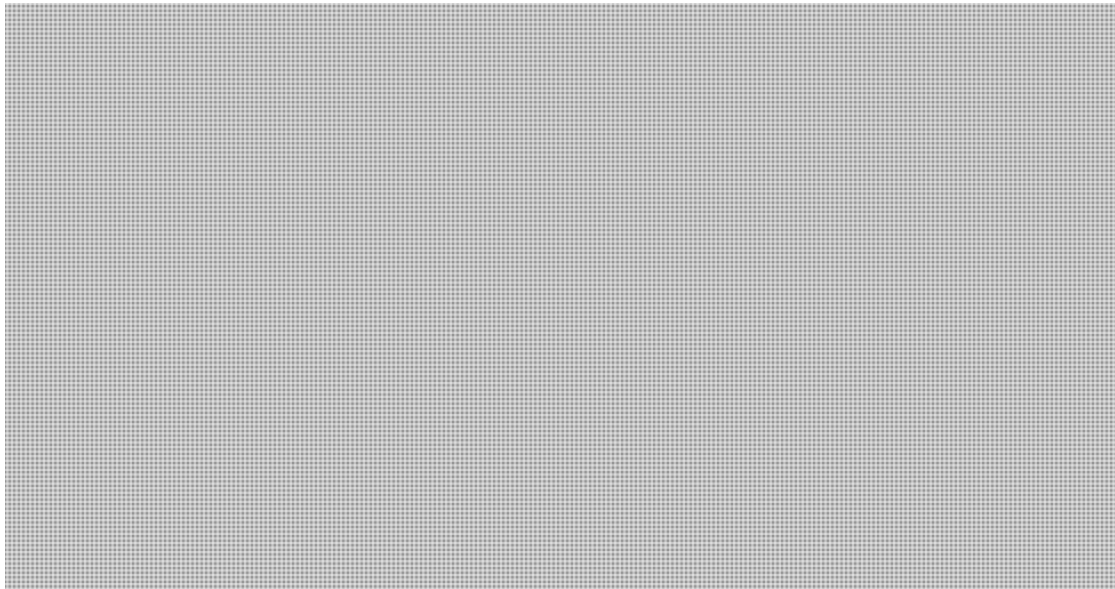
s.20(1)(c)

Schmidt, Leah Madelaine -ROPAC -TD

From: Clarke, Laura -ROPAC -TD
Sent: September-16-16 1:45 PM
To: Fournier, Frederic -SNDGO -TD; Elliott, Patricia -LNGLS -TD; Diez, Mario -SNDGO -TD
Cc: Hansen, Christian -ROPAC -TD; Marshall, David -NNB
Subject: Re: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Patricia, Frederic and Mario,

Here are some companies in Vancouver that come to mind for the potential Huawei Visit. Copying my colleague David Marshall in case he has additions on the UI and/or AR/VR side.



Cheers,

Laura

From: Fournier, Frederic -SNDGO -TD <Frederic.Fournier@international.gc.ca>
Sent: Friday, September 16, 2016 10:16 AM
To: Elliott, Patricia -LNGLS -TD; Aleong, Kathryn -ROATL -TD; Mathieu, Paule -ROQUE -TD; Lamarre, Michel -ROQUE -TD; Langan-Torell, Patricia -ROONT; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD; Landry, Robert -ROQUE -TD
Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Diez, Mario -SNDGO -TD
Subject: RE: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

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Thank you in advance for your contribution to this important opportunity.

Best regards from San Diego,

Frederic

Frédéric Fournier, CITP

Head of Office, Consul & Trade Commissioner

Chef de bureau, Consul et délégué commercial

Consulate of Canada / Consulat du Canada

402 W. Broadway, 4th floor / 4e étage

San Diego, CA 92101

frederic.fournier@international.gc.ca

(619) 615-4284



Canada

From: Elliott, Patricia -LNGLS -TD

Sent: September-13-16 11:39 AM

To: Aleong, Kathryn -ROATL -TD; Mathieu, Paule -ROQUE -TD; Lamarre, Michel -ROQUE -TD; Langan-Torell, Patricia -ROONT; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD

Cc: Watson, Lynda -NNC; Bubic, Suzanne -NNC; Fournier, Frederic -SNDGO -TD; Diez, Mario -SNDGO -TD

Subject: High-profile HUAWEI visit to Canada - list of Canadian clients by Sept 16th

Dear colleagues,

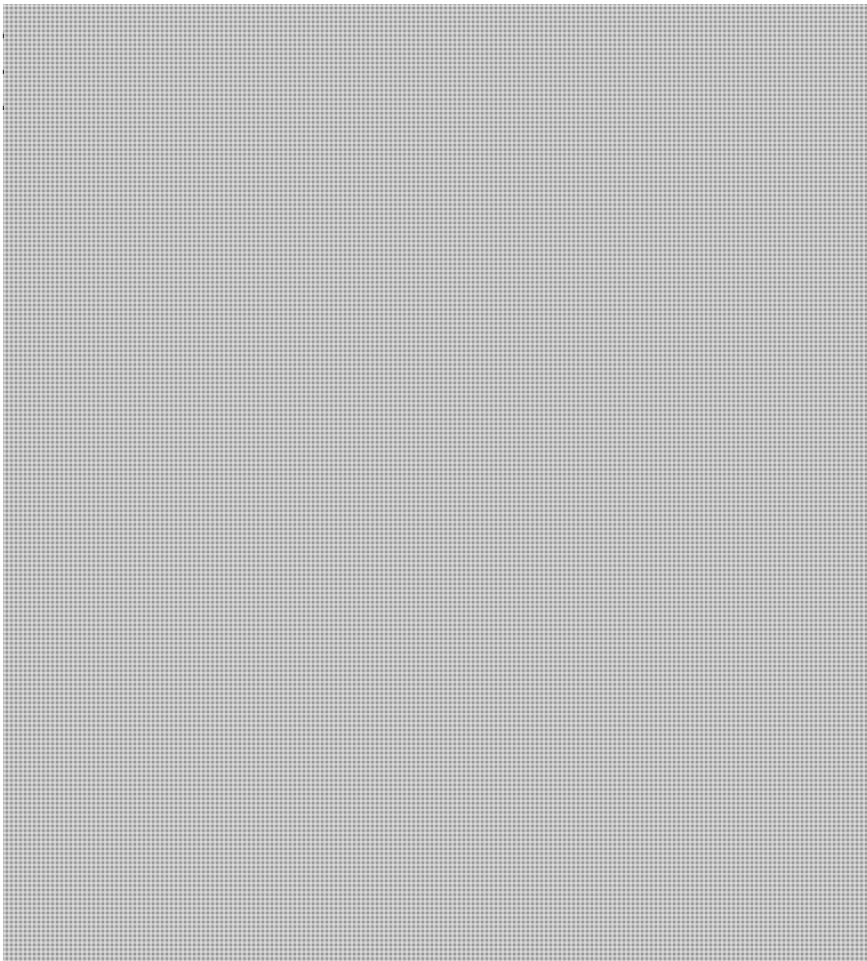
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not limited to these cities. They will confirm what city or cities to visit after reviewing the list of companies that each region proposes.

As you may know, MarketLink is SNDGO's initiative to help our clients access the GVC of multinationals worldwide. In the past years, we have had multiple MarketLinks with HUAWEI where Canadian capabilities have been consistently praised. Our multiple interactions with HUAWEI Device in San Diego resulting into a strong and ongoing interest in Canada.

SNDGO is working close with HUAWEI to bring to Canada its Chief Technology Officer from the Device division in China. The objective of the CTO's visit will be to meet with emerging Canadian technology companies with which to partner. HUAWEI is interested in technology

[REDACTED] Their technology interests are listed below:



The following individuals will be participating from HUAWEI:

[REDACTED] Huawei Device
[REDACTED] Huawei Device USA

[REDACTED] Technology Planning

What SNDGO needs from the Canadian network

Our ask from our ROs is to provide a list of vetted clients matching the technology needs above, and interested in pursuing business with HUAWEI. This list will be provided to HUAWEI for their evaluation, and they will decide what companies to meet with and where.

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[REDACTED] Once the visit is confirmed, we will recommend to add a small targeted FDI component over lunch in between meetings.

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: September-19-16 3:25 PM
To: Bacigalupo, Rochelle -ROPAC -TD
Subject: RE: RE: Update - CEC visit

Thanks for the update. Please keep me in the loop. I don't really see myself at any of these events unless OPC thinks I should be.

From: Bacigalupo, Rochelle -ROPAC -TD
Sent: September-14-16 12:22 PM
To: Hansen, Christian -ROPAC -TD
Subject: RE: Update - CEC visit

Christian,

FYI, I am participating in the weekly CEC program calls organized by OPC. Paul Irwin and Francis Acquarone are leading from BC MIT. Yaa-Hemaa is also on the calls.

Here is how the Vancouver program looks. The Premier may be involved in the first activity and the CEC is looking to meet the new UBC President as part of the TRIUMF visit. Will you participate in the program in any way? I do not see it in your calendar. Full program attached for your reference.

Rochelle

Friday, October 21 | Vancouver

09:30-11:00	<p>Breakfast Meeting with British Columbia Province <i>Venue: Convention Centre at Telus Garden</i> <i>Supporter: The Asia Pacific Foundation of Canada</i></p> <p>Attendees</p> <ul style="list-style-type: none"> • [Redacted], Asia Pacific Foundation of Canada • Senior Government Officials of British Columbia • Jim Pattison, Founder, Jim Pattison Group • [Redacted] Slack • Other business leaders & associations in the region
11:00-11:30	<p>Site Visit: Telus/Huawei 5G Research and Development Lab</p>
11:30-12:00	<p>Transfer</p>
12:00-13:30	<p>Business Lunch with Royal Bank of Canada (RBC)</p>
13:30-14:00	<p>Transfer</p>
14:00-15:30	<p>Site Visit: Canada's National Laboratory for Particle and Nuclear Physics</p>

15:30-17:00	Transfer to hotel and free time
17:00-17:30	Transfer to harbor
17:30-20:30	Cruise dinner and party hosted by CEC member Peter Wang

Schmidt, Leah Madelaine -ROPAC -TD

From: Jette, Michelle -CFXL
Sent: October-15-16 3:40 PM
To: Hansen, Christian -ROPAC -TD
Subject: FW: China Peer-to-Peer Market Development Meeting on Oct 13
Attachments: 2016 China Entrepreneur Club International Visit Program 1016.docx

Hi Christian,

What do you think about asking BC to invite the members of the Peer-to-Peer group to the China Entrepreneur Club (CEC) meeting on Friday? I think it would be a nice approach and would target companies who have an expressed desire of expanding into China.

Another question... I'm attaching the latest CEC program and one thing OPC would like to follow up on is the CEC's visit to Canada's National Laboratory for Particle and Nuclear Physics. Would you happen to have a contact I could reach out to for a debrief after the visit?

Kind Regards,
Michelle

From: [REDACTED]
Sent: October-14-16 2:33 PM
To: [REDACTED]; Bacigalupo, Rochelle -ROPAC -TD; [REDACTED]
Cc: Hansen, Christian -ROPAC -TD; Jette, Michelle -OPC
Subject: RE: China Peer-to-Peer Market Development Meeting on Oct 13

Paul,

Thank you for these valuable web-links and your generous contribution of time and expertise yesterday to update our group on the status of IPR protection and contractual enforcement in a rapidly evolving China. We look forward to future collaboration opportunities with your team.

Best regards,

[REDACTED]

From: [REDACTED]
Sent: October 14, 2016 10:26 AM
To: [REDACTED]; Rochelle.Bacigalupo@international.gc.ca; [REDACTED]
Cc: 'Christian Hansen'; Michelle.Jette@international.gc.ca
Subject: RE: China Peer-to-Peer Market Development Meeting on Oct 13

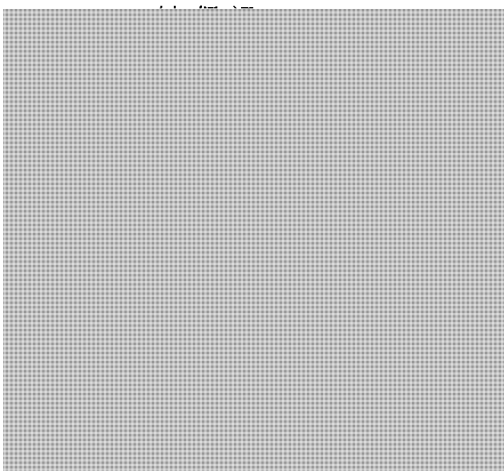
It was a pleasure to meet all of you yesterday.

Here are the two links that I mentioned during the discussion:

1. World Bank Economy Rankings: <http://www.doingbusiness.org/rankings> . My focus was on only one of the factors, "Enforcing Contracts," and if you click on that heading all the countries will line up in rank on that factor alone. In this table China has been well ahead of Canada for years.
2. China Judgements Online: <http://wenshu.court.gov.cn/> . The World Bank Rankings tell you about time and costs, but to assess "fairness" we read the cases regularly. Cases started to appear online in China about 2005, and IP cases were the first to be posted. There have been several websites, and this web site is new this year. It still has a few bugs. Unfortunately it is all in Chinese, but if you view it in Google Chrome, you can do online translations. There are reported to be about 20 million cases on the web site. To find the IP cases ("知识产权与竞争纠纷") go to the Civil Cases ("民事案件"), and then to civil Causes of Action ("民事案由"). There are 157,529 cases in the IP section.

Have a good weekend.

Best Regards



From: [Redacted]

Sent: Wednesday, October 12, 2016 6:21 AM

To: Rochelle.Bacigalupo@international.gc.ca; [Redacted]

Cc: Christian Hansen <christian.hansen@international.gc.ca>; Michelle.Jette@international.gc.ca

Subject: China Peer-to-Peer Market Development Meeting on Oct 13

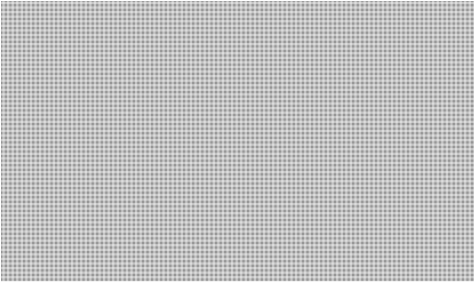
Dear Peer-to-Peer Group Members.

As part of our discussions on market development experience in China on Oct 13, please review the article at the following web-link before the meeting:

<http://www.scmp.com/business/article/2025820/chinas-declining-growth-half-trillion-dollar-business-opportunity>

s.19(1)

Best regards,





2016 China Entrepreneur Club International Visit

Canada | October 16-23

Sunday, October 16 Montreal	
13:15-14:00	Departure: China Airline CA879 Beijing (13:15) - Montreal (14:00) (12h 45m, nonstop)
14:00-17:30	Transfer and check-in <i>Hotel Le St. James Montreal</i>
17:30-18:30	Horse-drawn Carriage Tour of Old Montreal
19:00-20:30	<p>Themed Dinner <u>Sustainable Growth - Power Corporation's Heavy to Light Asset Transition</u> <i>Venue: Power Corporation Headquarters</i></p> <p>Discuss</p> <ul style="list-style-type: none"> Power Corporation's generational and strategic transition across Canadian industries Maintaining leadership and growth across diversified assets China opportunity and collaboration going forward <p>Attendees</p> <ul style="list-style-type: none"> Jean Chrétien, Former Prime Minister of Canada André Desmarais, Deputy Chairman, President and Co-CEO Olivier Desmarais, VP of Power Corp Peter Kruyt, Vice President Henry Liu Yuhong, Vice President Alain Bellemare, President and Chief Executive Officer Guy Saint-Jacques, Former Ambassador of Canada to China Sarah Kutulakos, Executive Director of CCBC Michael Sabia, CEO of la Caisse de depot et placement du Quebec Louis Vachon, CEO of National Bank (TBC) <p>Agenda</p> <p>19:00 Arrival and welcome</p> <p>19:00-19:20 Presentation: Power Corporation's Heavy to Light Asset Transition <i>André Desmarais, Deputy Chairman, President and Co-CEO</i></p> <p>19:20-19:30 Moderated Q&A <i>Henry Liu Yuhong, Vice President, Power Corporation</i></p> <p>19:30 Transfer to dinner</p> <p>19:30-19:35 Opening by Power Corporation: welcome guests and introduce attendees</p> <p>19:35-19:40 Remarks <i>Jean Chrétien, Former Prime Minister of Canada</i></p> <p>19:40-20:20 Dinner and discussion moderated by Power Corporation</p> <p>20:20-20:25 Thanks note by CEC</p> <p>20:25-20:30 Gift from the CEC, group photo, closure</p>
Monday, October 17 Montreal	

Updated October 16 2016
 This program is subject to change



10:00-12:00

Business Roundtable

Global Business Strategies in the New Digital Era

Venue: Espace CDPQ

Supporter: QG100

Discuss

- How confident are you about the global economy and your business growth perspectives in various international markets over the years to come and why?
- What are the new global strategies, business models, new trends and new digital technologies that your organization most needs to watch out for—and exploit?
- What are the biggest digital technologies challenges for your organization and expected outcomes for digital transformation?

Attendees

- Philippe Couillard, Quebec Premier
- Charles Sirois, Chairman of the Board and Founder of Telesystem Ltd, Co-founding President and Chairman of the Board of QG100 Network
- Co-founding President and Chairman of the Board of QG100 Network
- Michael Sabia, President and CEO, CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC
- Pierre Marcouiller, Chairman and Chief Executive Officer, CAMSO INC.
- Claude Mc Master, President and Chief Executive Officer, D-BOX TECHNOLOGIES INC.
- Benoit Daignault, President and Chief Executive Officer, EXPORT DEVELOPMENT CANADA
- Louis T. Lemay, President and Excellence Facilitator, LEMAY & ASSOCIATES
- Marc Barbeau, President and Chief Executive Officer, OVIVO INC.
- Alain Létourneau, Chief Executive Officer, PROGRAIN INC. (SEMENCES)
- Jean Labadie, President and Chief Executive Officer, SHOW CANADA INDUSTRIES INC.
- Roger Richmond-Smith, Chairman and Chief Executive Officer, SMARTT CHILLER GROUP INC.
- Andrew Richardson, President, TARGRAY TECHNOLOGY INTERNATIONAL INC.
- Isabelle Bettez, President and Chief Executive Officer, 8D TECHNOLOGIES INC.

Agenda

- 10:00-10:10 QG100 Chairman welcome remarks
- 10:10-10:20 Welcome and introduction of CEC delegation
Xu Jinghong, Chairman of the Board, Tsinghua Holdings
- 10:20-11:30 Roundtable discussion moderated by QG100
- 11:30-11:40 Closing remarks and possible follow-up by QG100 Chairman and CEC member
Charles Sirois, Chairman of the Board and Founder of Telesystem Ltd
Xu Jinghong, Chairman of the Board, Tsinghua Holdings
- 11:40-11:50 Closing remarks by Quebec Premier
- 11:50-12:00 Group photo and closure

12:00-12:45

Transfer by coach

12:45-14:15

Themed Lunch: Bombardier Innovation and the Evolution of Mobility

Venue: Bombardier Global Completion Center.

Discuss

- Bombardier 2025: shape and outlook of tomorrow's global aviation leader
- Strategic R&D focus driving cutting edge development and production across businesses

Updated October 16 2016
This program is subject to change



- Collaboration and growth in China and worldwide

Attendees

- Pierre Beaudoin, Executive Chairman of the Board
- Alain Bellemare, President and Chief Executive Officer
- Dr. Jianwei Zhang, President, Bombardier China, Bombardier Inc.
- Michael B. Nadolski, Vice President Communications and Public Affairs, Bombardier Inc.
- Pierre SeIn Pyun, Vice President of Government Affairs, Bombardier Inc.
- Michael Han, Regional Vice-President, Greater China

Agenda

- 12:45-12:50 Arrival and greetings
- 12:50-13:00 Welcome speech by Bombardier
Pierre Beaudoin, Executive Chairman of the Board
- 13:00-13:20 Keynote by Bombardier
Alain Bellemare, President and Chief Executive Officer
- 13:20-14:05 Lunch and Q&A
- 14:05-14:10 Acknowledgement by CEC
Frank Wu, Chairman of the Board, China Central Real Estate
- 14:10-14:15 Group photo and closure

14:15-15:00

Transfer by coach

Company Visit: Cirque du Soleil - Pioneering Global Leadership in Creative Entertainment

*Venue: Cirque du Soleil Headquarters
Supporter: Montreal International*

Discuss

- Innovation driven: reinventing world-class performance and industry leadership
- Forward thinking: the power to change and build diversified, sustainable business profitability
- Impact of international capital in the creative entertainment industry

Attendees

- Daniel Lamarre, President and CEO

Agenda

- 15:00-15:05 Arrival and greetings
- 15:05-15:10 Welcome speech by Cirque du Soleil
- 15:10-15:30 Sharing Session: Cirque du Soleil business model; International development: challenges and opportunities
- 15:30-15:50 Discussion/Q&A
- 15:50-15:55 Thanks from CEC, group photo,
Xia Hua, Chairwoman, Eve Group
- 15:55-16:30 Visit of Cirque du Soleil practice facilities
- 16:25-16:30 Closure

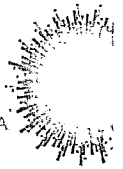
16:30-18:00

Transfer to Montebello (by coach)

18:00-18:30

Check-in Fairmont Le Château Montebello

Updated October 16 2016
This program is subject to change



18:30-20:30 Dinner hosted by CEC member Niu Gensheng

Tuesday, October 18 | Ottawa

10:30-12:00 Transfer to Ottawa (by coach)

Roundtable Lunch: Unleashing Canada-China Innovation and Collaboration

Venue: Shaw Centre

Supporter: Invest Ottawa

Attendees

- XIA Xiang, Minister Counsellor, Commercial and Economic Relations, Embassy of China in Canada
- Sarah Taylor, Director General, North Asia & Oceania Bureau, Global Affairs Canada
- David Hartman, Executive Director, Greater China Market, Global Affairs Canada
- Greg Vanclef, Managing Director, Global Investment, Wesley Clover
- Scott Bradley, VP, Huawei Canada
- David Adderly, Partner, Celtic House
- Peter Strom, President, March Networks
- Richard Waterhouse, VP, CENGN
- Paul Lem, President, Spartan
- Jonathan Lee, Director, Asia Pacific, C-Com Satellite
- Wang Boyong, First Secretary, Commercial and Economic relations, Embassy of China in Canada
- Blair Patacairk, Managing Director, Investment and Trade, Invest Ottawa
- Sophie Chen, Market Director, Asia, Invest Ottawa
- Dan Urbas, China Leader, BLG Montreal Office
- Shin Hung, Head of Asia Pacific IP Group, BLG
- Marc Jolicoeur, Leader of the National Corporate Commercial Practice Group, BLG
- Ying Hou, Vice Director China Operations, BLG

12:00-14:00

Discuss

- Growth impact: opportunities for Canada-China partnership in ICT, Internet and Wellness
- Entrepreneur dialogue: perspective from business leaders on both sides concerning industry challenges and growth through partnership

Agenda

- 12:00-12:05 Arrival and greetings, welcome by session moderator Blair Patacairk
- 12:05-12:10 Opening Remarks
Sarah Taylor, Director General, North Asia & Oceania Bureau, Global Affairs Canada
- 12:10-12:15 Remarks
XIA Xiang, Minister Counsellor, Embassy of China in Canada
- 12:15-12:45 Lunch and networking
- 12:45-13:05 Spotlight Q&A: *Greg Vanclef, Managing Director, Global Investment, Wesley Clover*
 Theme: Global market opportunities and Next Generation Networks
- 13:05-13:25 Spotlight Q&A: *Jonathan Lee, Director, Asia Pacific, C-Com Satellite*
 Innovation in Urban Infrastructure Development
- 13:45-13:50 Thanks from the CEC
Peter Wang, Chairman of the Board, Tentimes Group

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13:50-14:00	Group photo, closure
14:00-15:30	Transfer (leisure program arranged on the way)
16:00-17:30	Meeting with HE Justin Trudeau, Prime Minister of Canada <i>Venue: Meech Lake, Willson House</i>
17:30-18:30	Transfer
18:30-21:30	Experience: NHL Hockey Game Ottawa Senators vs. Arizona Coyotes <i>Venue: Canadian Tire Centre - Huawei Corporate Suite</i> <i>Supporters: Huawei Canada, Invest Ottawa</i> Agenda 18:30-19:30 Arrival and dinner Ottawa Senators VIP Room 19:30-21:30 Ottawa Senators vs. Arizona Coyotes Game
21:30-22:00	Transfer
22:30-23:30	Flight: Ottawa - Toronto by Business Jet
23:30-00:15	Transfer and check-in at <i>Fairmont Royal York</i>
Wednesday, October 19 Toronto	



09:30-11:00	<p>Seminar: Toronto Financial Services and Investment Opportunity <i>Venue: Ontario Investment and Trade Centre</i> <i>Supporter: Toronto Financial Service Alliance (TFSA)</i></p> <p>Discuss</p> <ul style="list-style-type: none"> • Insights in Canadian financial services, investment and fintech • Establishing Toronto as a Global RMB Hub: advantages for Chinese companies in Canada <p>Attendees</p> <ul style="list-style-type: none"> • Brad Duguid, Ontario Minister of Economic Development • Janet Ecker, President and CEO, TFSA • Michael Nobrega, Chair, Ontario Centre of Excellence • Toby Lennox, Interim CEO of Toronto Global • Tom Corr, President & CEO, OCE • Ilse Treurnicht, CEO, MaRS Discovery District • Aihua Li, President & CEO Bank of China Canada • Jason Henderson, EVP and MD Head of Global Banking and Markets HSBC Canada • Paul Zemla, Chief Investment Officer, Bentall Kennedy • Mark Fell, Head of Global Ultra High Net Worth Services, RBC • CJ Gavsie, Co-Head Global Fixed Income, BMO • Annie Ropar, Chief Financial Officer, Aequitas Neo Exchange • Danyang Zheng, Senior Executive Vice President, ICBC Canad <p>Agenda</p> <p>09:30-09:35 Arrival and greetings, group photo</p> <p>09:35-09:40 Opening remarks <i>Brad Duguid, Ontario Minister of Economic Development</i></p> <p>09:40-09:45 Welcome <i>Janet Ecker, President and CEO, TFSA</i></p> <p>09:45-09:55 Self introduction of CEC members</p> <p>09:55-10:50 Presentation and discussion: Toronto as a hub of opportunity <i>1-2 additional key Toronto perspectives and questions</i> Moderated Q&A</p> <p>10:50-10:55 Thanks from the CEC</p> <p>10:55-11:00 Group photo, closure</p>
	11:00-11:45
11:45-13:00	Lunch in downtown Toronto
13:00-14:30	Transfer to Niagara Falls
14:30-17:00	Experience: Niagara Falls Region

Updated October 16 2016
 This program is subject to change



	<p><u>Dinner hosted by GIC</u> <i>Venue: Peller Estates</i> Attendees</p> <ul style="list-style-type: none"> • John Peller, Director, Peller Estates • Ernie Eves, Honorable Chairman, GIC, Former Premier of Ontario • David Carbonaro, CEO, GIC <p>Agenda</p> <p>17:15-17:30 Arrival</p> <p>17:30-18:30 Tour of winery and ice wine products</p> <p>18:30-19:00 GIC welcome remarks and launching ceremony for GIC Foregrowth Platform <i>Ernie Eves, Honorable Chairman, GIC, Former Premier of Ontario</i> <i>David Carbonaro, CEO, GIC</i> <i>Peter Wang, CEC Member, Chairman of the Board, Tentimes Group</i></p> <p>19:00-20:30 Dinner and networking</p> <p>20:30-21:00 Orchestra performance</p>
17:30-21:00	
21:00-22:30	Transfer to hotel

Thursday, October 20 | Toronto

	<p><u>Themed Day: Sino-Canada Business Leaders Roundtable</u> <i>Venue: Shangri-La Hotel</i> <i>Supporter: Canada China Business Council (CCBC) & Business Council of Canada (BCC)</i> Attendees (Confirmed)</p> <ol style="list-style-type: none"> 1. Mark Machin, President and CEO, Canada Pension Plan Investment Board 2. John M. Beck, Executive Chairman, Aecon Group Inc. 3. Michael Kraft Founder, Chairman & CEO Lingo Media Corporation 4. Ethan Song, Co-founder, CEO and Creative Director, Frank & Oak 5. Bill Nankivell CEO, B+H Architects 6. Jeff Whitely, President & CEO, Rapid Aid Corp 7. Feizhen LU, Founder and Chairman; CAL Environmental Technology Inc. 8. Kevin Marritt, President, SRP 9. Kheng Ly, Founder & President, Brivia Group 10. Sarah Kutulakos, Executive Director and COO, Canada China Business Council <p>Agenda</p> <p>9:30-10:15 Meeting with Mark Machin, CPPIB</p> <p>10:15-10:30 Meet and greet with Canadian CEOs</p> <p>10:30-11:45 Roundtable discussion</p> <p>11:45-12:00 Group photo and walk to Queen's Park Room</p> <p>12:00-12:35 Lunch</p> <p>12:35-12:40 Welcome and introduction <i>Sarah Kutulakos, Executive Director and COO, Canada China Business Council</i></p>
10:30-13:30	

Updated October 16 2016
 This program is subject to change



	<p>12:40-12:45 Remarks Dr. Ma Weihua, President, China Entrepreneur Club</p> <p>12:45-13:25 Networking lunch and panel of CEC delegates <i>Frank Wu, Chairman of the Board, China Central Real Estate</i> <i>Wang Chaoyong, Founding Chairman and CEO, ChinaEquity Group</i> <i>Xu Jinghong, Chairman of the Board, Tsinghua Holdings</i></p> <p>13:25-13:30 Thanks from the CEC, closure</p>
<p>13:30-14:00</p>	<p>Transfer</p>
<p>14:00-15:45</p>	<p>Site Visit: Bombardier's Future of Mobility <i>Venue: Bombardier Global Business Aircraft Assembly Line</i></p> <p>Meet</p> <ul style="list-style-type: none"> • Nancy Barber, Vice-President, Program Management, Global 7000/8000 Program • Stephen Mccullough, Vice-President, Engineering, Global 7000/8000 Program • Julien Boudreault, General Manager, Manufacturing, Global 7000/8000 Program • Tom Hilpert, Director, Program Management, Global 7000/8000 Program <p>Discuss</p> <ul style="list-style-type: none"> • Bombardier's benchmark of international business travel: pioneering the global standard • The future of Bombardier and private aircraft • Opportunity and growth in China and Asia <p>Agenda</p> <p>14:00-14:10 Arrival and greetings 14:10-14:30 Introduction/presentation of Bombardier Global Business Aircraft Plant 14:30-15:40 Tour of plant and showcase of Bombardier Global models 15:40-15:45 Closure, group photo</p>
<p>15:45-16:00</p>	<p>Transfer to Airport</p>
<p>16:30-18:30</p>	<p>Flight: Toronto - Vancouver by Business Jet (5h, nonstop)</p>
<p>18:30-19:30</p>	<p>Transfer & check-in <i>Rosewood Hotel Georgia</i></p>
<p>Friday, October 21 Vancouver</p>	
<p>09:30-11:30</p>	<p>Seminar with British Columbia Province <i>Venue: TELUS Garden</i> <i>Supporter: The Asia Pacific Foundation of Canada, BC Ministry of International Trade, AdvantageBC, HQ Vancouver</i></p> <p>Attendees (Confirmed)</p> <ul style="list-style-type: none"> • Ben Stewart, BC Special Representative to Asia and Former Minsiter • Paul Lee, Managing Partner, Vanedge Capital • Randall MacEwan, Ballard, President and CEO, Ballard • Christopher Gimpel, Board of Directors, Advantage BC • Benjamin Sparrow, Founder and CEO, Saltworks Technologies • Don Kayne, President and CEO, Canfor Corporation

Updated October 16 2016
 This program is subject to change



China Entrepreneur Club
中国企业家俱乐部
商以钱道 道生和谐

2016中国企业家俱乐部
国际访问——加拿大站
CHINA ENTREPRENEUR CLUB
INTERNATIONAL VISIT TO CANADA



- Dr. Gerri Sinclair, Advisory Board and Chief Digital Strategist at Vancity
- Jim Chu, Vice President, Aquilini Investment Group
- John W. Skinner, Proprietor, Painted Rock Estate Winery Ltd.

Attendees (TBC)

- Jim Pattison, CEO and Chairman, Jim Pattison Group
- Wal van Lierop, President and CEO, Chrysalix Venture Capital
- Ryan Holmes, CEO, Hootsuite

Agenda

09:30-09:45 Welcome and opening remarks

- *Ben Stewart, BC Special Representative to Asia and Former Minister*
- *Ma Weihua, President, China Entrepreneur Club*

09:45-11:15 Interactive industry discussion

09:45-10:15 ICT/Digital Media

China's embrace and innovation in mobile technology: opportunity for Canada

10:15-10:45 Consumer Goods

Striking complementarily between Canadian products/services and Chinese consumers

10:45-11:15 Sustainable Development

Enabling Canadian and Chinese partnership for smarter growth

11:15-11:30 Summary and closure

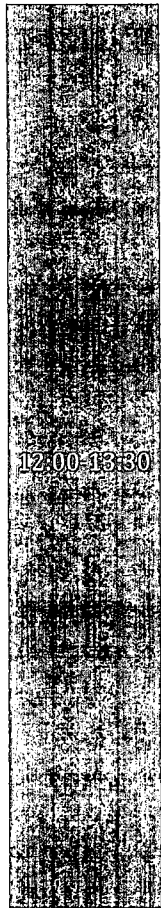
Steward Beck, President and CEO, The Asia Pacific Foundation of Canada

Jiang Xipei, Chairman of the Board, Far East Holding Group

11:30-12:00

Transfer

Updated October 16 2016
This program is subject to change



Business Lunch with Royal Bank of Canada (RBC)

Participants

- Cindy Jiang, Senior Private Banker of RBC Wealth Management International Private Banking
- Graham MacLachlan, BC Regional President of Royal Bank
- Mark Husken, Director and Branch Manager of Canada Asia Centre of Royal Bank of Canada
- Eric Lacelles, Chief Economist for RBC Global Asset Management Inc.
- Niko Kontogiannis, Senior Vancouver Commercial Real Estate Specialist

Agenda

- 12:00-12:20 Opening and welcome
Cindy Jiang, Senior Private Banker of RBC Wealth Management
Graham MacLachlan, BC Regional President of Royal Bank of Canada
- 12:20 Lunch starts
- 12:30-12:50 Themed remarks and Q&A
Eric Lacelles, Chief Economist for RBC Global Asset Management Inc.
- 12:50-13:10 Themed remarks and Q&A
Niko Kontogiannis, Senior Vancouver Commercial Real Estate Specialist
- 13:20-13:25 Remarks from CEC
Wang Chaoyong, Founding Chairman and CEO, China Equity Group
- 13:25-13:30 Closing remarks and group photo
Mark Husken, Director and Branch Manager of Canada Asia Centre of RBC

13:30-14:15	Transfer
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14:15-16:15	Site Visit: Canada's National Laboratory for Particle and Nuclear Physics
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16:15-17:00	Transfer to hotel and free time
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17:00-17:30	Transfer to harbor
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17:30-20:30	Cruise dinner and party hosted by CEC member Peter Wang
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Saturday, October 22 | Vancouver

09:30-10:00	Transfer
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10:00-13:00	Visit and Lunch: First Nations People of British Columbia
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13:00-13:30	Transfer
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13:30-14:15	Experience: FlyOver Canada 4D Movie
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14:15-16:00	Experience: hike at Stanley Park
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16:00-17:40	Return to hotel and refreshment
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Updated October 16 2016
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17:40-18:00	Transfer
18:00-20:30	Farewell Dinner
Sunday, October 23 Vancouver	
09:00-11:00	Free time
11:00-12:00	Coach transfer from hotel to airport
13:50-15:30	Return Flight: China Airline CA992
+1	Vancouver (13:50) — Beijing (15:30 +1) (11h, nonstop)

Updated October 16 2016
This program is subject to change

s.19(1)

Schmidt, Leah Madelaine -ROPAC -TD

From: Tsui, David (IC) <david.tsui@canada.ca>
Sent: January-31-17 3:42 PM
To: Hansen, Christian -ROPAC -TD
Subject: FW: Government Employee Plans

These deals were back in December. Just write [REDACTED] for an update – hopefully current plans are just as good or better.

From: [REDACTED]@rogers.com]
Sent: November-25-16 11:20 AM
To: Tsui, David (IC)
Subject: Re: Government Employee Plans

Bonus* Get up to \$300 towards the cost of a new phone on new activation. Applicable on primary phone only. Credit cannot exceed the price of the phone. (Excluded phones are iPhone 6S 32GB, iPhone 6S Plus 32GB, iPhone 7 and iPhone 7 Plus.)

Bonus* Get up to \$200 towards the cost of a new phone on new activation. Applicable on primary phone only. Credit cannot exceed the price of the phone. Eligible phones are iPhone 7 32GB Rose Gold, iPhone 7 128GB Rose Gold, Gold, Silver and Black.

Rogers Share Everything Plans

All plans include unlimited local calling, unlimited text, picture and video messaging, Voicemail and Call Display. You just choose the amount of data you need. Details below.

You will have access to Rogers Roam Like Home, NHL Game Centre Live, and, with any plan that has 5GB of data or higher you will have your choice of Spotify Premium or Next Issue free for six months.

Primary line or single line

Pricing with a two-year term and a **premium smartphone** (phone details below)

4GB \$66.50

7GB \$77

10GB \$98

15GB \$112

30GB \$161

60GB \$266

Add \$3.50 for unlimited Canada wide calling on primary line

Pricing with your own phone (no contract)

4GB \$59.50

7GB \$70

10GB \$91

15GB \$105

30GB \$154

60GB \$259

Add \$3.50 for unlimited Canada wide calling on primary line

Additional line(s)(per line)*

\$60/month for premium smartphone

\$50/month with your own phone

\$5/month for optional Canada wide long distance

Get \$10/month discount for 24 months on second line with new activation

Get \$15/month discount on 3rd+ lines with new activation

Premium Smartphone options and prices

Blackberry Dtek 50 \$0

Blackberry Classic \$49.99

Blackberry Passport \$149.99

Blackberry Priv \$0

Google Pixel 32GB \$399.99

Google Pixel 128GB \$529.99

Google Pixel XL 32GB \$549.99

Google Pixel XL 128GB \$679.99

LG G4 \$0

LG G5 \$0

Huawei GR5 \$0

Huawei Nova Plus \$0

Sony X Performance \$99.99

iPhone 5s 16GB \$0

iPhone SE 16GB \$0

iPhone SE 64GB \$149.99

iPhone 6S 32GB \$269.99

iPhone 6S 128GB \$399.99

iPhone 6S Plus 32GB \$399.99

iPhone 6S Plus 128GB \$529.99

iPhone 7 32GB \$399.99

iPhone 7 128GB \$529.99

iPhone 7 256GB 659.99

iPhone 7 Plus 32GB \$549.99

iPhone 7 Plus 128GB \$679.99

iPhone 7 Plus 256GB \$799.99

Samsung Galaxy S5 Neo \$0

Samsung Galaxy S6 32GB \$99.99

Samsung Galaxy S7 32GB \$299.99

Samsung Galaxy S7 Edge 32GB \$399.99

s.19(1)

\$20 activation fee applies to all new activations and upgrades.

Please let me know if you have any questions.

Business Account Manager
Rogers

From: "Tsui, David (IC)" <david.tsui@canada.ca>
To: [redacted]@rogers.com" <[redacted]@rogers.com>
Sent: Friday, November 25, 2016 12:36 PM
Subject: Government Employee Plans

Hi Daryl,

Just wondering if there are any updated prices to the below.

Cheers,
David

David Tsui
Senior Economic Advisor
Policy, Analysis & Intelligence – Pacific
Innovation, Science & Economic Development
604-317-2671
david.tsui@canada.ca

Clean technologies, ICT, venture financing & Asia.

From: [redacted]@rogers.com]
Sent: August-11-16 1:53 PM
Subject: Re: New Government Employee Plans

Here are the details on the current offers.

Rogers Share Everything Plans

All plans include unlimited local calling, unlimited text, picture and video messaging, Voicemail and Call Display. You just choose the amount of data you need. Details below.

You will have access to Rogers Roam Like Home, NHL Game Centre Live, and, with any plan that has 5GB of data or higher you will have your choice of Spotify, Shomi or Next Issue free for six months.

Primary line or single line

Pricing with a two-year term and a **premium smartphone** (phone details below)

2GB \$66.50
5GB \$77
7GB \$87.50
10GB \$98
15GB \$112
30GB \$161
60GB \$266

Add \$3.50 for unlimited Canada wide calling on primary line

Pricing with your own phone (no contract)

2GB \$59.50
5GB \$70
7GB \$80.50
10GB \$91
15GB \$105
30GB \$154
60GB \$259

Add \$3.50 for unlimited Canada wide calling on primary line

Additional line(s)(per line)*

\$60/month for premium smartphone

\$50/month with your own phone (no contract)

\$5/month for optional Canada wide long distance.

*Get a \$10/month discount for 24 months with any new activation.

Premium Smartphone options and prices

Blackberry Leap \$0

Blackberry Classic \$49.99

Blackberry Passport \$149.99

Blackberry Priv \$399.99

LG G4 \$0

LG G5 \$99.99

Huawei GR5 \$0

Huawei Nexus 6P \$0

iPhone 5s 16GB \$0

iPhone SE 16GB \$99.99

iPhone SE 64GB \$229.99

iPhone 6 16GB \$199.99

iPhone 6 64GB \$329.99

iPhone 6S 16GB \$299.99

iPhone 6S 64GB \$429.99

iPhone 6S 128GB \$559.99

iPhone 6S Plus 16GB \$429.99

iPhone 6S Plus 64GB \$559.99

iPhone 6S Plus 128GB \$689.99

s.19(1)

Samsung Galaxy S5 Neo \$0
Samsung Galaxy S6 32GB \$0
Samsung Galaxy Note 5 64GB \$274.99
Samsung Galaxy Note 7 \$559.99 (coming soon)
Samsung Galaxy S7 32GB \$299.99
Samsung Galaxy S7 Edge 32GB \$399.99

\$20 activation fee applies to all new activations and upgrades.

Please let me know if you have any questions.



Business Account Manager

Schmidt, Leah Madelaine -ROPAC -TD

From: [REDACTED]@rogers.com>
Sent: April-11-17 6:24 AM
To: Hansen, Christian -ROPAC -TD
Subject: Re: Government Employee Plans

Hi Christian,

Here are the details on the current offers.

Rogers Share Everything Plans

All plans include unlimited local calling, unlimited text, picture and video messaging, Voicemail and Call Display. You just choose the amount of data you need. Details below.

You will have access to Rogers Roam Like Home, NHL Game Centre Live, and, with any plan that has 5GB of data or higher you will have your choice of Spotify Premium or Next Issue free for six months.

Primary line or single line

— Pricing with a two-year term and a **premium smartphone** (phone details below)

1GB \$59.50
2GB \$66.50
5GB \$77
7GB \$87.50
12GB \$98
15GB \$112
30GB \$161
60GB \$266

Add \$3.50 for unlimited Canada wide calling on primary line

Pricing with your own phone (no contract)

1GB \$52.50
2GB \$59.50
5GB \$70
7GB \$80.50
12GB \$91
15GB \$105
30GB \$154
60GB \$259

Add \$3.50 for unlimited Canada wide calling on primary line

Additional line(s) (per line)*

— \$60/month for premium smartphone

\$50/month with your own phone

\$5/month for optional Canada wide long distance

*Get a \$10/month discount for 24 months on a newly activated second line

*Get a \$15/month discount for 24 months on a newly activated third line

*Get a \$35/month discount for 24 months on a newly activated fourth line

Share the data with a tablet for \$/10month

Premium Smartphone options and prices

Blackberry Dtek 50 \$0

Blackberry Classic \$49.99

Blackberry Priv \$0

Google Pixel 32GB \$399.99

Google Pixel 128GB \$529.99

LG G4 \$0

LG G5 \$69.99

Huawei GR5 \$0

Huawei Nova Plus \$0

Sony X Performance \$0

iPhone SE 16GB \$0.00 (save \$7/month off the primary line with this phone or \$10 off a secondary line)

iPhone SE 64GB \$49.99

iPhone 6S 32GB \$269.99

iPhone 6S 128GB \$399.99

iPhone 6S Plus 32GB \$399.99

iPhone 6S Plus 128GB \$529.99

iPhone 7 32GB \$399.99

iPhone 7 128GB \$529.99

iPhone 7 256GB 659.99

iPhone 7 Plus 32GB \$549.99

iPhone 7 Plus 128GB \$679.99

iPhone 7 Plus 256GB \$799.99

Samsung Galaxy S5 Neo \$0

Samsung Galaxy A5 \$0 (save \$7/month off the primary line with this phone or \$10 off a secondary line)

Samsung Galaxy S7 \$269.99

Samsung Galaxy S7 Edge 32GB \$399.99

Samsung Galaxy S8 \$489.99

Samsung Galaxy S8 + \$559.99

\$20 activation fee applies to all new activations and upgrades.

s.19(1)

Prices are subject to change without notice.

Please let me know if you have any questions.

Daryl Foster
Business Account Manager
Rogers

From: "Christian.Hansen@international.gc.ca" <Christian.Hansen@international.gc.ca>
To: [REDACTED]@rogers.com
Sent: Monday, April 10, 2017 5:13 PM
Subject: RE: Government Employee Plans

Hi Daryl,

Do you have an updated price list? [REDACTED]

Christian

From: [REDACTED]@rogers.com]
Sent: February-06-17 11:57 AM
To: Hansen, Christian -ROPAC -TD
Subject: Re: Government Employee Plans

Hi Christian,

Here are the details on the current offers.

Rogers Share Everything Plans

All plans include unlimited local calling, unlimited text, picture and video messaging, Voicemail and Call Display. You just choose the amount of data you need. Details below.

You will have access to Rogers Roam Like Home, NHL Game Centre Live, and, with any plan that has 5GB of data or higher you will have your choice of Spotify Premium or Next Issue free for six months.

Primary line or single line

Pricing with a two-year term and a **premium smartphone** (phone details below)

1GB \$59.50

2GB \$66.50

5GB \$77

7GB \$87.50

10GB \$98

15GB \$112

30GB \$161

60GB \$266

Add \$3.50 for unlimited Canada wide calling on primary line

Pricing with your own phone (no contract)

1GB \$52.50

2GB \$59.50

5GB \$70

7GB \$80.50

10GB \$91

15GB \$105

30GB \$154

60GB \$259

Add \$3.50 for unlimited Canada wide calling on primary line

Additional line(s)(per line)*

\$60/month for premium smartphone

\$50/month with your own phone

\$5/month for optional Canada wide long distance

*Get a \$10/month discount for 24 months on a newly activated second line

*Get a \$15/month discount for 24 months on a newly activated third+ line

Share the data with a tablet for \$/5month

Premium Smartphone options and prices

Blackberry Dtek 50 \$0

Blackberry Classic \$49.99

Blackberry Priv \$0

Google Pixel 32GB \$399.99

Google Pixel 128GB \$529.99

LG G4 \$0

LG G5 \$199.99

Huawei GR5 \$0

Huawei Nova Plus \$0

Sony X Performance \$0

iPhone 5s 16GB \$0

iPhone SE 16GB \$99.99

iPhone SE 64GB \$149.99

iPhone 6S 32GB \$269.99

iPhone 6S 128GB \$399.99

iPhone 6S Plus 32GB \$399.99

iPhone 6S Plus 128GB \$529.99

iPhone 7 32GB \$399.99

iPhone 7 128GB \$529.99

iPhone 7 256GB 659.99

iPhone 7 Plus 32GB \$549.99

iPhone 7 Plus 128GB \$679.99

iPhone 7 Plus 256GB \$799.99

Samsung Galaxy S5 Neo \$0


Samsung Galaxy S6 32GB \$0

Samsung Galaxy S7 \$369.99

Samsung Galaxy S7 Edge 32GB \$499.99

\$20 activation fee applies to all new activations and upgrades.

Please let me know if you have any questions.


Business Account Manager
Rogers

From: "Christian.Hansen@international.gc.ca" <Christian.Hansen@international.gc.ca>

To: @rogers.com

Sent: Sunday, February 5, 2017 1:39 PM

Subject: Government Employee Plans

Hey 

I've heard from colleagues that are using Rogers mobile service that there are good deals to be had for federal public service employees. I am looking for a primary line smartphone. What kind of deals do you have available this month?

Christian

s.20(1)(c)

Schmidt, Leah Madelaine -ROPAC -TD

From: Espinosa-Malpica, Avril -ROPAC -TD
Sent: April-27-17 3:57 PM
To: Hansen, Christian -ROPAC -TD
Subject: RE: FOR URGENT REVIEW: Speech for BFM at Europe Day event in Vancouver (May 4)
Attachments: 2017-04-27 EU Successes by BC Companies in Last Year.xlsx

I will google the companies below to see if they fall under inclusive trade. In the meantime, here's the list of BC companies with EU Successes in the last year.

From: Hansen, Christian -ROPAC -TD
Sent: April-27-17 3:41 PM
To: Espinosa-Malpica, Avril -ROPAC -TD
Subject: FW: FOR URGENT REVIEW: Speech for BFM at Europe Day event in Vancouver (May 4)

Are any of the companies mentioned below part of "the inclusive trade" file???

From: Gill, Mandeep -ROPAC -TD
Sent: April-27-17 3:11 PM
To: Bacigalupo, Rochelle -ROPAC -TD; Hansen, Christian -ROPAC -TD
Cc: Clarke, Laura -ROPAC -TD
Subject: RE: FOR URGENT REVIEW: Speech for BFM at Europe Day event in Vancouver (May 4)

Thanks Rochelle. They will want to highlight a few companies who are in the audience as well, so once we get the list of participants, this list below will be very helpful. I will recommend they use [REDACTED] as the anecdote. Normally, I imagine we would let the company know that they are being mentioned in remarks, before doing so, right?

Mandeep

From: Bacigalupo, Rochelle -ROPAC -TD
Sent: April-27-17 3:00 PM
To: Gill, Mandeep -ROPAC -TD; Hansen, Christian -ROPAC -TD
Cc: Clarke, Laura -ROPAC -TD
Subject: RE: FOR URGENT REVIEW: Speech for BFM at Europe Day event in Vancouver (May 4)

Last fall Laura put together a list of TCS clients that might benefit from CETA (attached). I know this is not the same as companies with successes, but if LCCB wants to broaden the sectors then one starting point would be the companies on this list.

More specifically for clean tech, I have not been directly involved in any successes. After a quick search in TRIO for successes in clean tech beginning 2016 01, here is a list of what I can find. As I do not have any further information on the actual successes or whether it would be appropriate to mention during a speech, I would suggest that LCCB go directly to the post to confirm:

- Czech Republic 1-135KP1 Economic Outcome Facilitated [REDACTED]
[REDACTED] 2017-01-10
- Czech Republic 1-135BWP Opportunity Pursued [REDACTED]
[REDACTED]
- United Kingdom LDN 1-WO9A5 [REDACTED] Opportunity Pursued International Bus Development
Cleantech 2016-02-18

s.20(1)(c)

- Slovakia (Slovak Republic) BRTSV 1-Z1ACZ [REDACTED] Opportunity Pursued International Bus Development Cleantech 2016-06-09
- Italy ROME 1-12A9HG [REDACTED] Opportunity Pursued International Bus Development Cleantech 2016-11-03
- Italy ROME 1-12A9VD [REDACTED] Opportunity Pursued International Bus Development Cleantech 2016-11-03
- Germany DDORF 1-10HSBM NOAH [REDACTED] Opportunity Pursued International Bus Development Cleantech 2016-08-02

Rochelle

From: Gill, Mandeep -ROPAC -TD
Sent: April-27-17 1:43 PM
To: Hansen, Christian -ROPAC -TD; Bacigalupo, Rochelle -ROPAC -TD
Cc: Clarke, Laura -ROPAC -TD
Subject: FW: FOR URGENT REVIEW: Speech for BFM at Europe Day event in Vancouver (May 4)

Christian—I've reviewed these draft remarks which are good for a Canadian exporter audience. Because the audience will also be comprised of local dip corps, I would recommend that that remarks also emphasize that CETA is a bilateral win, not only a Canadian win. Other than that, just some minor Central Canada points of reference that sound a little jarring on the Pacific coast—like the habit of referring to 'both sides of the Atlantic'. And as the DD in the Europe division, I would be hesitant to say 'right behind is Europe', when you could simply say it more positively e.g. 'The EU is our second-largest trading partner..' These are really editorial choices.

Regarding substance, LCCB has requested an example from ROPAC of a company/success story. In Laura's absence, would you or Rochelle (who is covering for Laura) have a recommendation?

Mandeep

From: Chamoun, Joseph -LCCB
Sent: April-27-17 1:17 PM
To: Charette, Caroline -TEU; Caldwell, Frederick -TEU; Mackay, Kathleen -BFMX; Miller, Ross -BFMX; Dube, Annie -EUB; Hansen, Christian -ROPAC -TD; Gill, Mandeep -ROPAC -TD
Cc: Tessier, Jean -LCC; Maher, Brenna -LCCA; Bourassa, Cindie-Eve -LCCB; Beck, Brenda -LCCA; Sellers, Philip -LCCB; Houlahan, Darrel -LCFB
Subject: FOR URGENT REVIEW: Speech for BFM at Europe Day event in Vancouver (May 4)
Importance: High

Good afternoon,

For your urgent review and input, please find attached the first draft of BFM's CETA speech for a Europe Day event in Vancouver next Thursday, May 4.

The speech is intended as a stump speech to be at future CETA promotion events. It has been written to correspond with a deck (also attached) that will be used at these events. Please keep this in mind if you make any changes or add new material.

This speech will also be used for PST's event on May 11, with a few tweaks to reflect the location and audience.

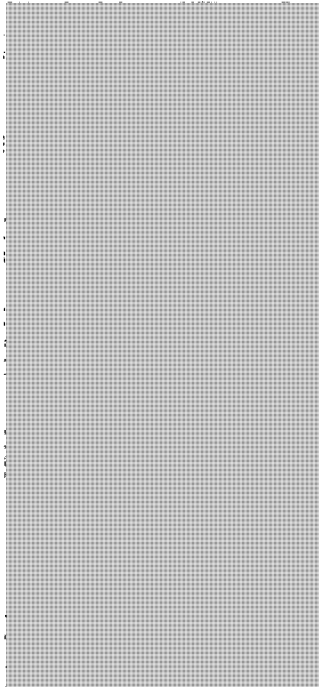
It would be greatly appreciated if you could review and share any comments or changes no later than noon tomorrow. I apologize for the urgency but our deadline to get this to oBFM is COB tomorrow.

Thanks very much.

Joseph Chamoun
Speechwriter / Rédacteur de discours
Strategic Communications / Communications stratégiques
joseph.chamoun2@international.gc.ca
Telephone | Téléphone (343) 203-1796
Global Affairs Canada | Affaires mondiales Canada
Government of Canada | Gouvernement du Canada

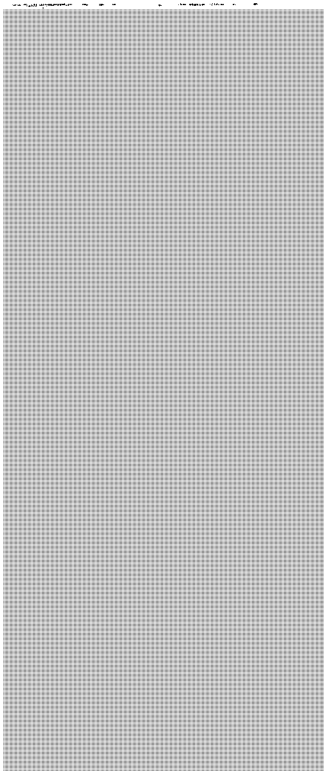



Global Affairs Canada | Affaires mondiales Canada

Organization	Target Country	Success #	Type
	Italy	1-14JZ2M	Opportunity Pursued
	Germany	1-12RW8W	Opportunity Pursued

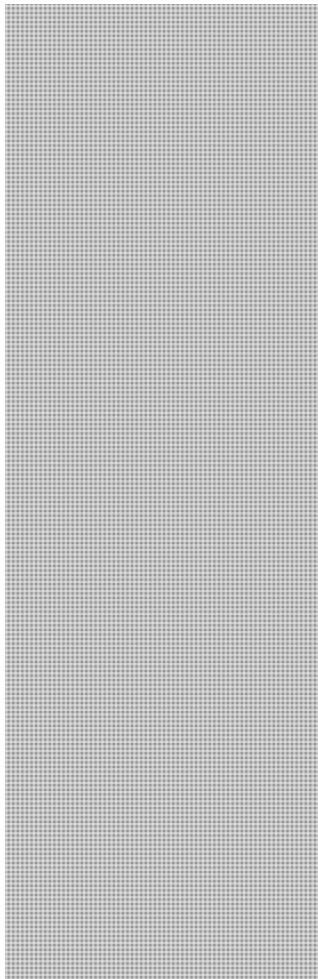
s.20(1)(c)

	Germany	1-12Q3BJ	Opportunity Pursued
	Spain	1-WJIGQ	Economic Outcome Facilitated

	Italy	1-ZTY9X	Economic Outcome Facilitated
	Italy	1-ZR989	Economic Outcome Facilitated

	Italy	1-XMAWN	Opportunity Pursued
	Italy	1-X96XV	Opportunity Pursued
	Germany	1-142WPU	Opportunity Pursued

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Portugal

1-12ODYP

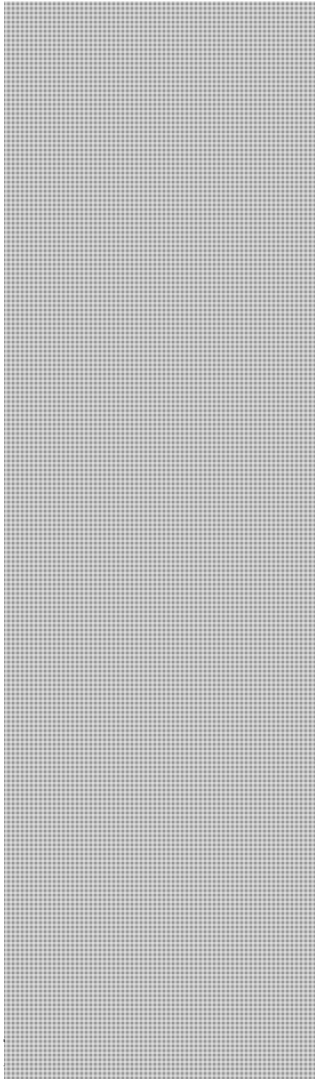
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Outcome
Facilitated**

Portugal

1-12ODXV

**Economic
Outcome
Facilitated**

s.20(1)(c)



Portugal

1-12ODXP

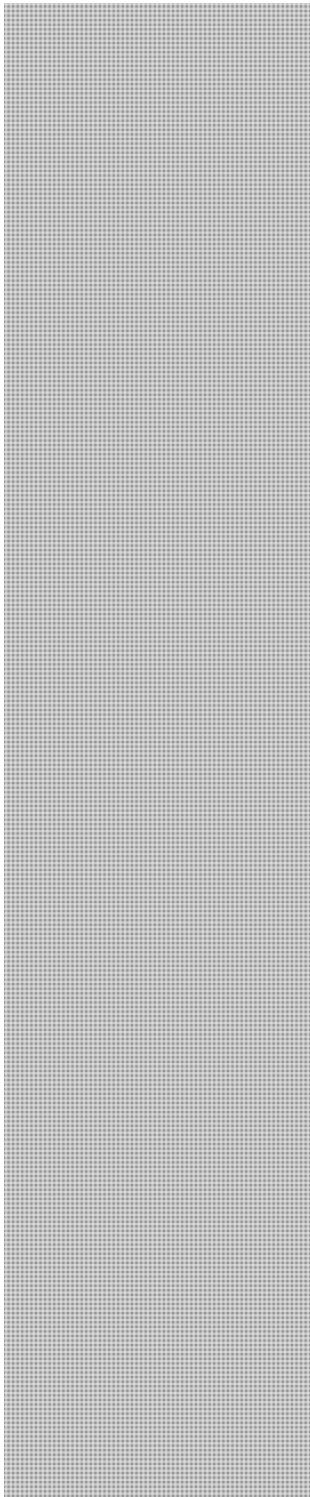
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Outcome
Facilitated**

Portugal

1-12ODX0

**Economic
Outcome
Facilitated**

s.20(1)(c)



Portugal

1-12ODWV

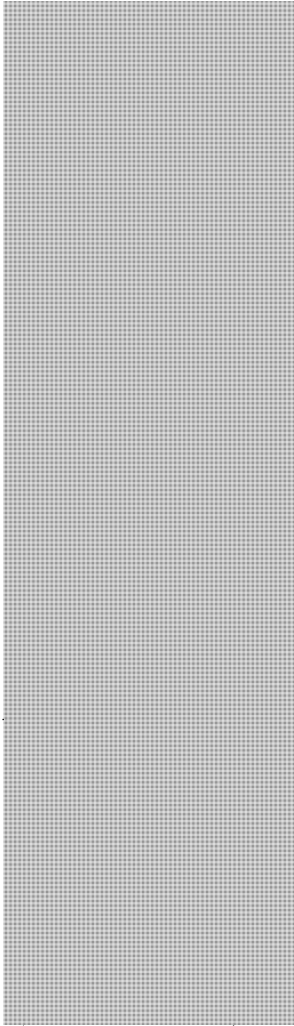
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Outcome
Facilitated**

Portugal

1-12ODWL

**Economic
Outcome
Facilitated**

s.20(1)(c)



Portugal

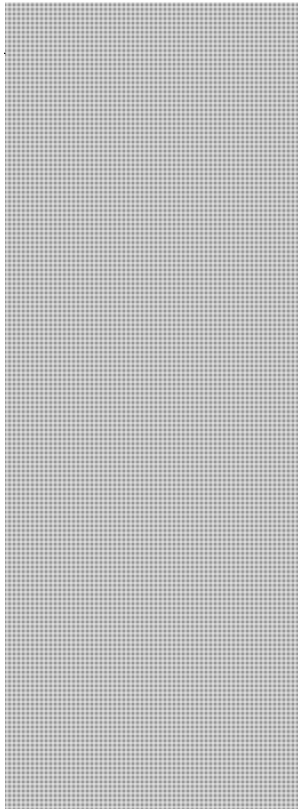
1-12ODWH

Economic
Outcome
Facilitated

Portugal

1-12ODWC

Economic
Outcome
Facilitated



Portugal

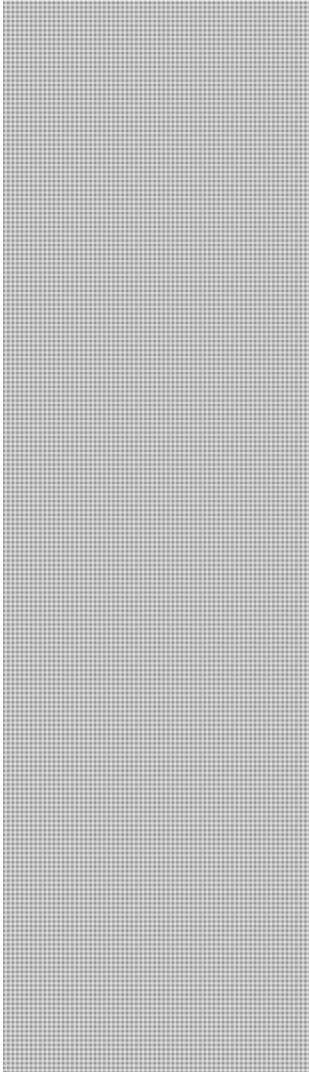
1-12ODW3

**Economic
Outcome
Facilitated**

Portugal

1-X4ZM3

**Opportunity
Pursued**



Portugal

1-X4ZLY

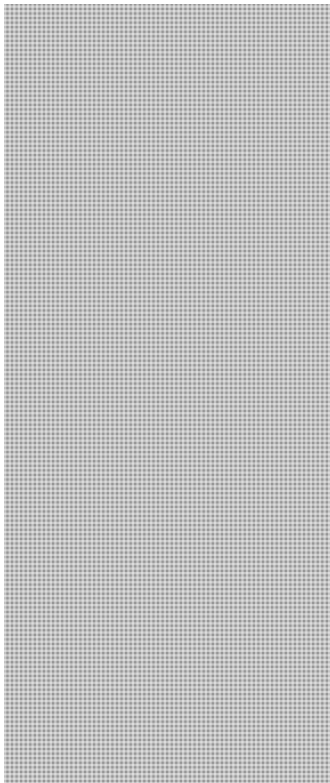
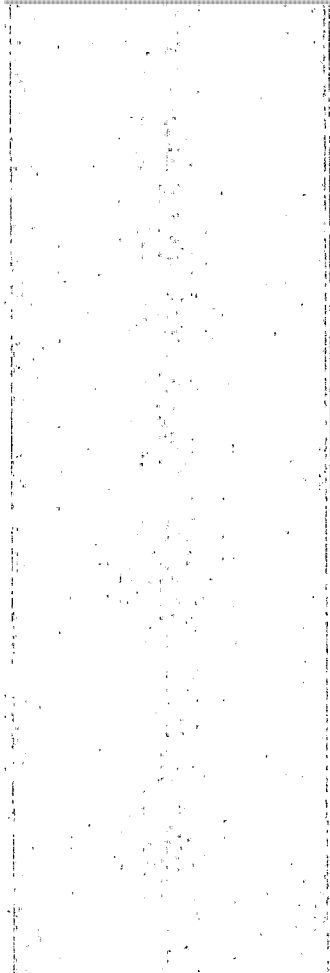
**Economic
Outcome
Facilitated**

Portugal

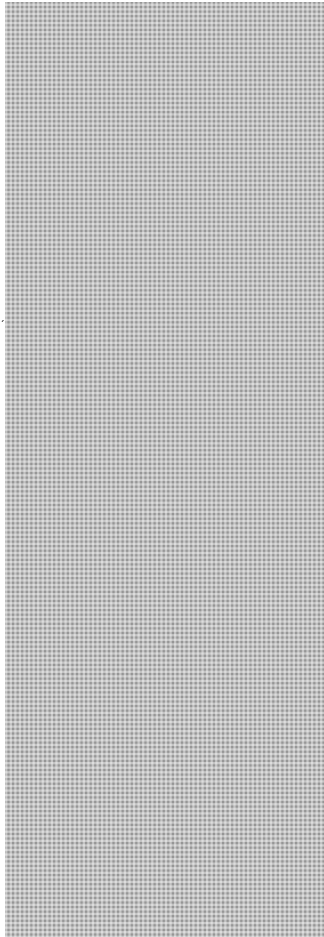
1-X4ILH

**Opportunity
Pursued**

s.20(1)(c)

	Portugal	1-X4IL4	Economic Outcome Facilitated
	Slovakia (Slovak Republic)	1-Z1ACZ	Opportunity Pursued

s.20(1)(c)



Poland

1-X59J3

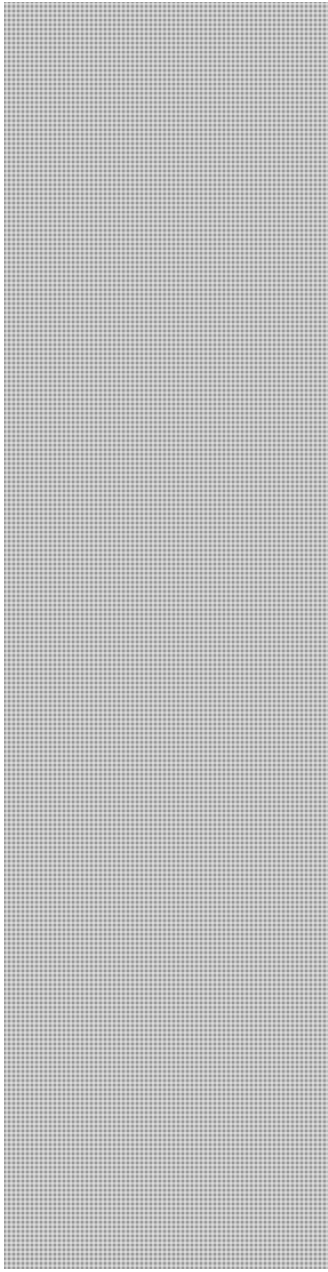
**Opportunity
Pursued**

Germany

1-13QYM8

**Opportunity
Pursued**

s.20(1)(c)



Spain

1-145LUV

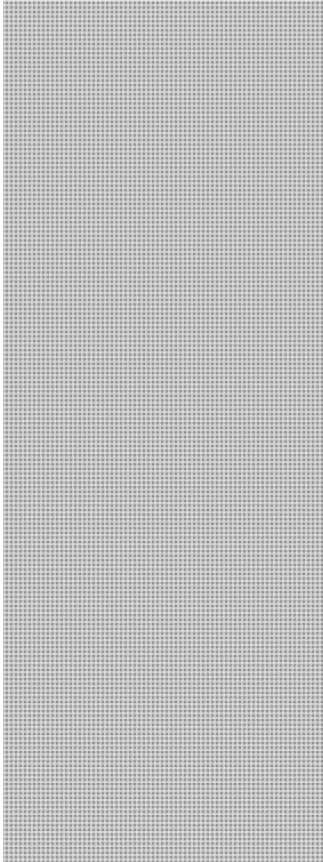
**Opportunity
Pursued**

United Kingdom

1-WO9A5

**Opportunity
Pursued**

s.20(1)(c)



United Kingdom

1-WRAH6

**Economic
Outcome
Facilitated**

Netherlands

1-13R6R3

**Opportunity
Pursued**



Netherlands

1-13R6N9

Opportunity
Pursued

Austria

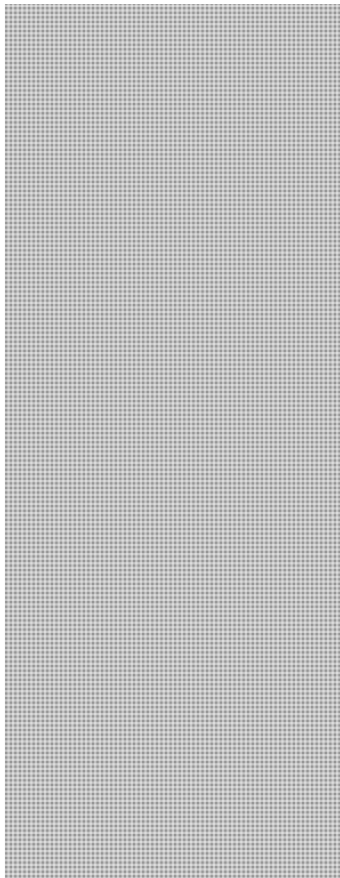
1-W6SF8

Economic
Outcome
Facilitated

Portugal

1-11QOIZ

Opportunity
Pursued



Germany

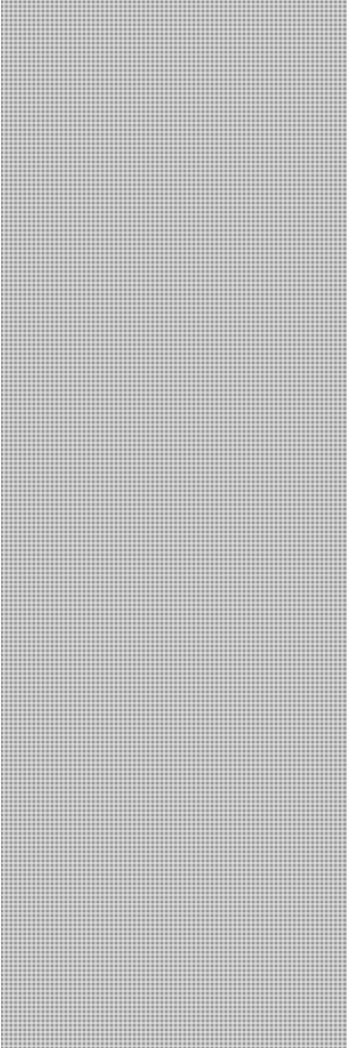
1-11E6S9

**Opportunity
Pursued**

Germany

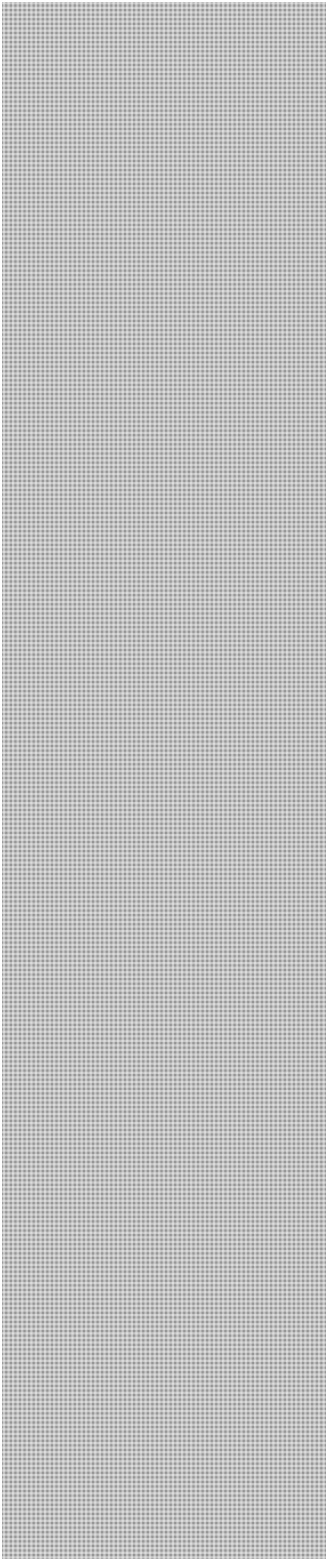
1-110EFS

**Opportunity
Pursued**



Germany	1-110J1E	Opportunity Pursued
Germany	1-110J12	Opportunity Pursued

s.20(1)(c)



Germany

1-110GOM

Opportunity Pursued

Italy

1-X364Q

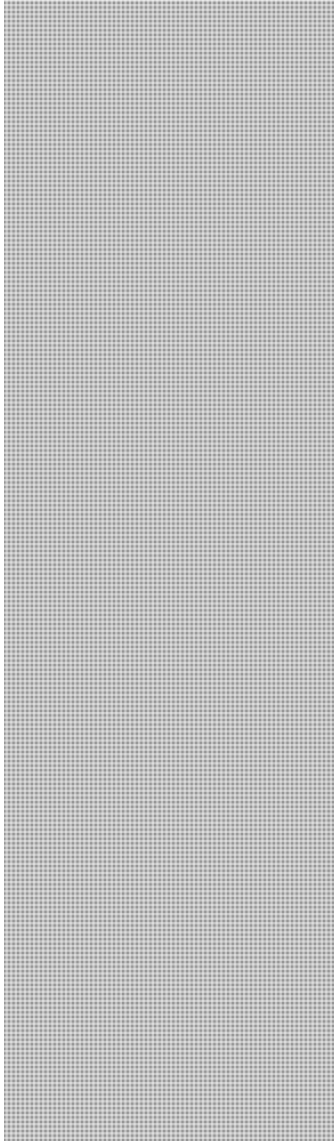
Opportunity Pursued

United Kingdom

1-X4PSY

Opportunity Pursued

s.20(1)(c)



Czech Republic

1-135KP1

Economic
Outcome
Facilitated

Czech Republic

1-135BWP

Opportunity
Pursued

Czech Republic

1-1336U6

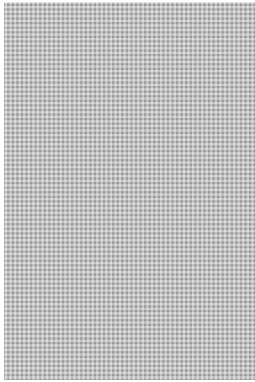
Opportunity
Pursued

	Italy	1-X30T2	Opportunity Pursued
	Greece	1-WK8YA	Opportunity Pursued

s.20(1)(c)

	Spain	1-ZKHGI	Opportunity Pursued

s.20(1)(c)

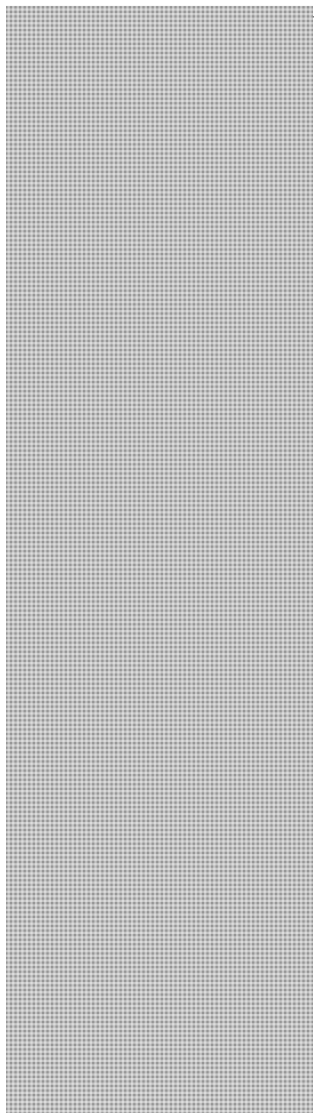


France

1-141PZI

**Opportunity
Pursued**

s.20(1)(c)



Germany

1-12BCHB

**Opportunity
Pursued**

United Kingdom

1-11T7H6

**Economic
Outcome
Facilitated**

s.20(1)(c)

	United Kingdom	1-X8YCD	Economic Outcome Facilitated

s.20(1)(c)



Spain

1-145M1Z

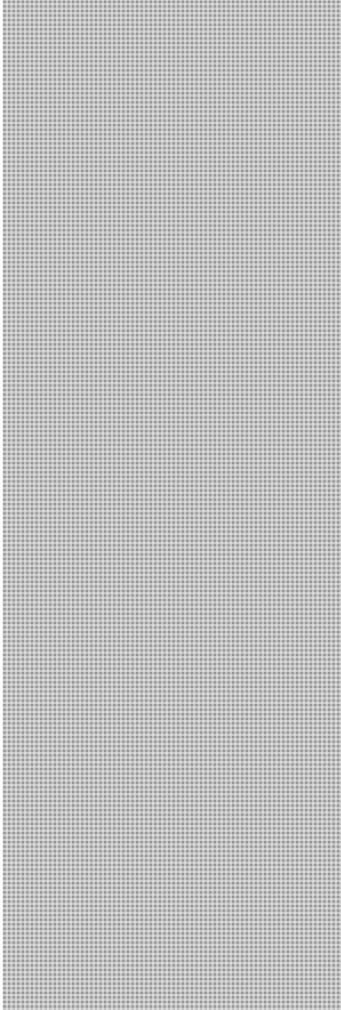
**Opportunity
Pursued**

Portugal

1-X7LJJ

**Opportunity
Pursued**

s.20(1)(c)

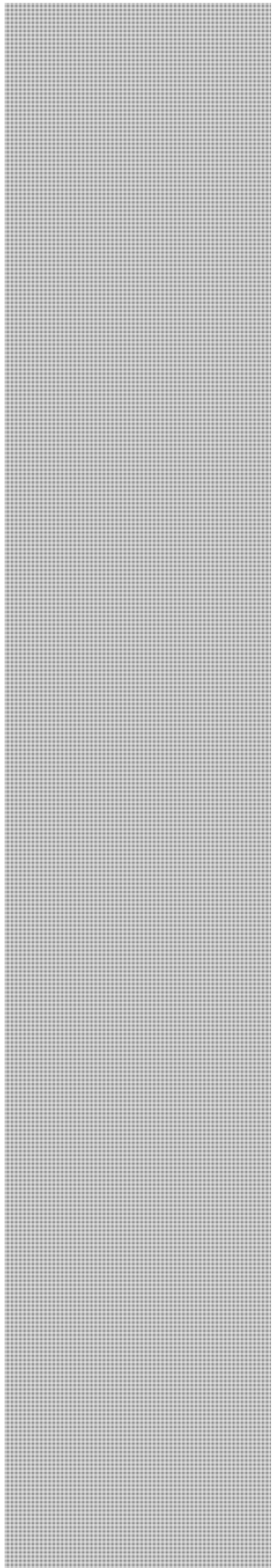


Netherlands

1-ZIOQM

**Opportunity
Pursued**

s.20(1)(c)



France

1-13QULT

Opportunity
Pursued

Italy

1-12A9VD

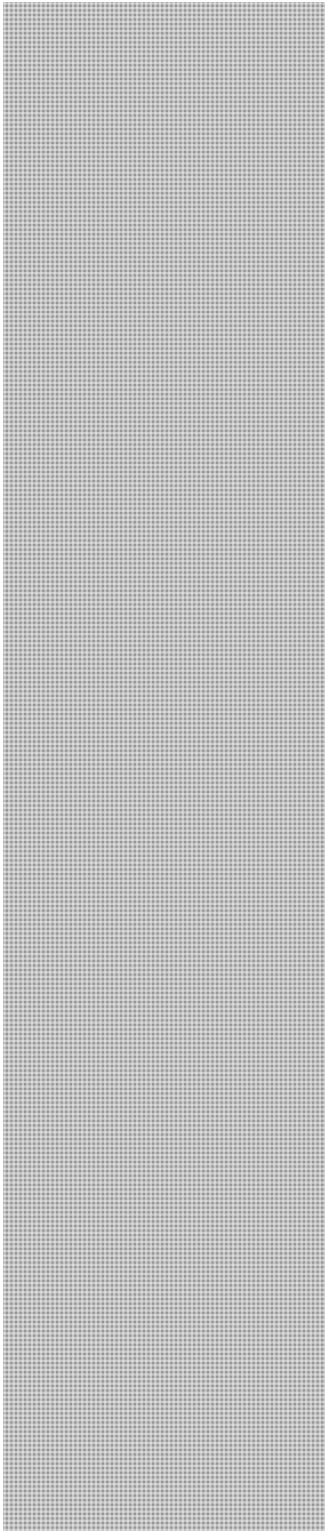
Opportunity
Pursued

Italy

1-11WUV1

Opportunity
Pursued

s.20(1)(c)



Italy 1-11WUUD Opportunity Pursued

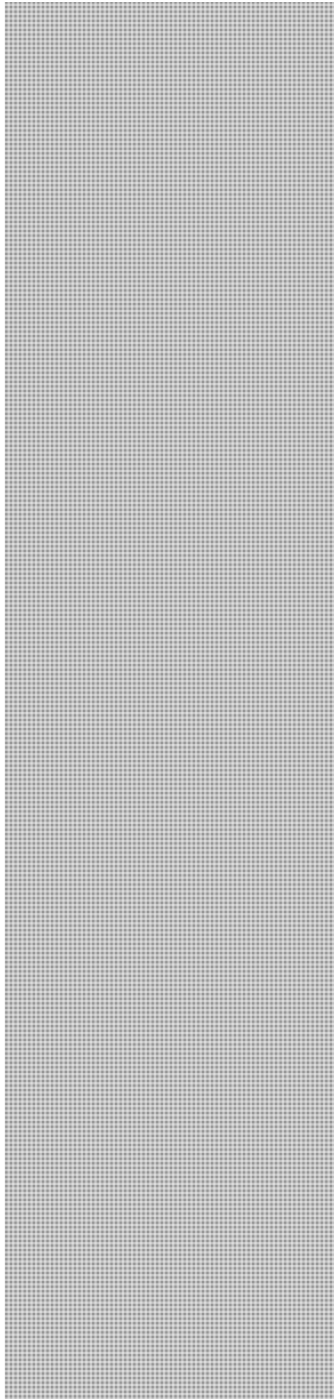
United Kingdom 1-X9DU1 Opportunity Pursued

United Kingdom 1-143Z9D Opportunity Pursued

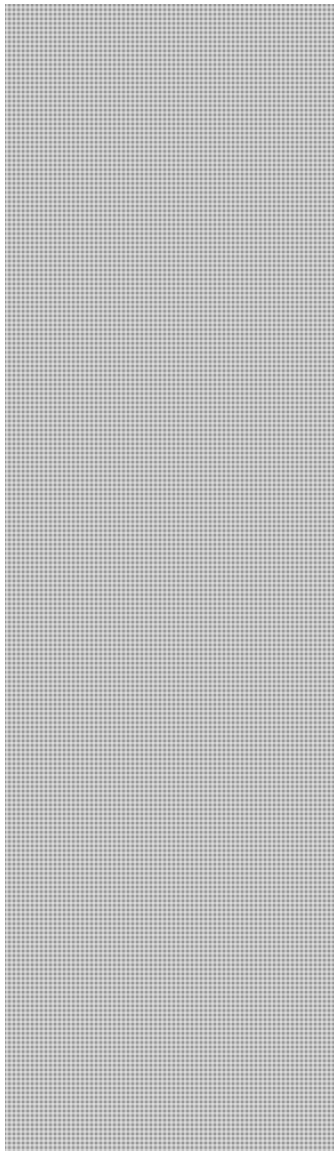
United Kingdom 1-126OPU Economic Outcome Facilitated

Germany 1-WW3GZ Opportunity Pursued

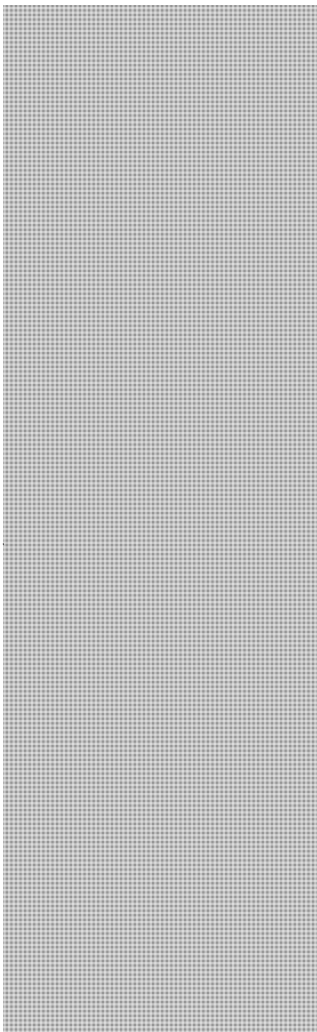
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Austria	1-W3Q3X	Opportunity Pursued
Germany	1-10HSBM	Opportunity Pursued

	Germany	1-XES22	Opportunity Pursued
	United Kingdom	1-X1VJT	Opportunity Pursued
	United Kingdom	1-WTYR5	Opportunity Pursued

s.20(1)(c)

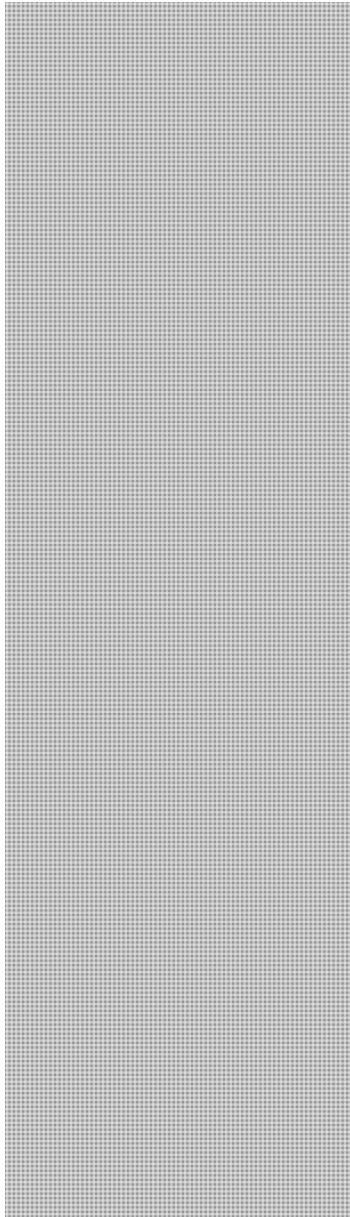


Germany

1-13QUKZ

**Opportunity
Pursued**

s.20(1)(c)



Portugal

1-YR3C9

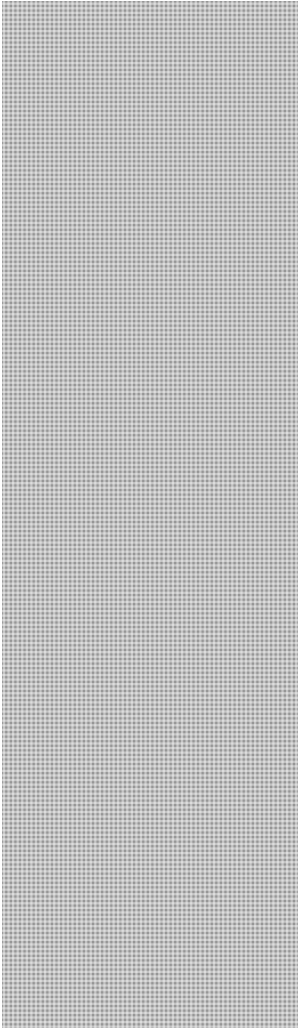
Economic
Outcome
Facilitated

Portugal

1-YR8B9

Economic
Outcome
Facilitated

s.20(1)(c)



Germany

1-1354OL

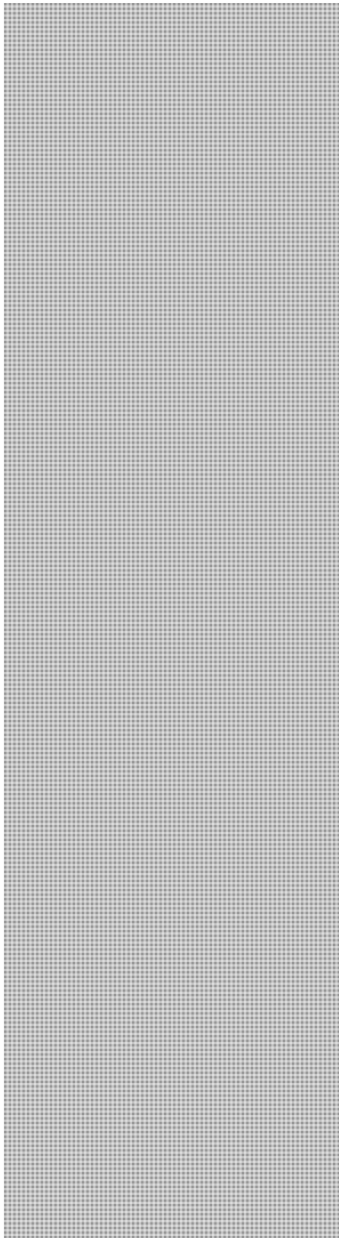
**Economic
Outcome
Facilitated**

Germany

1-12DNJJ

**Opportunity
Pursued**

s.20(1)(c)



Italy

1-12A9HG

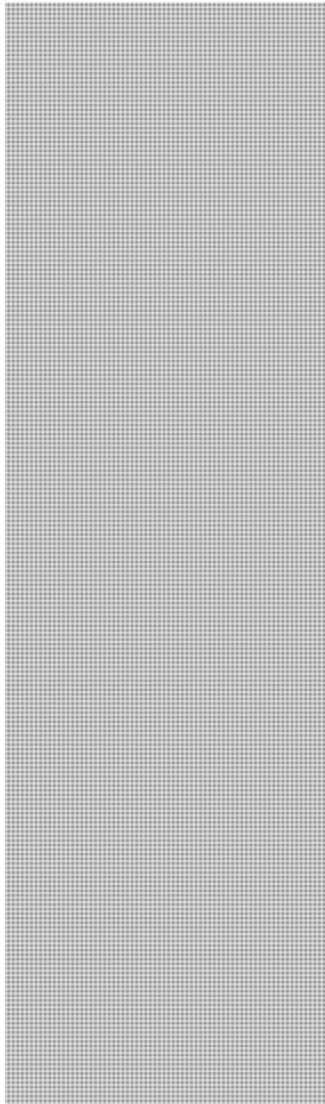
Opportunity
Pursued

Germany

1-XHAUX

Opportunity
Pursued

s.20(1)(c)

	Netherlands	1-10KQN2	Economic Outcome Facilitated
	Netherlands	1-WW19Y	Opportunity Pursued
	United Kingdom	1-XIT7T	Opportunity Pursued

s.20(1)(c)

Spain	1-14I0LG	Economic Outcome Facilitated
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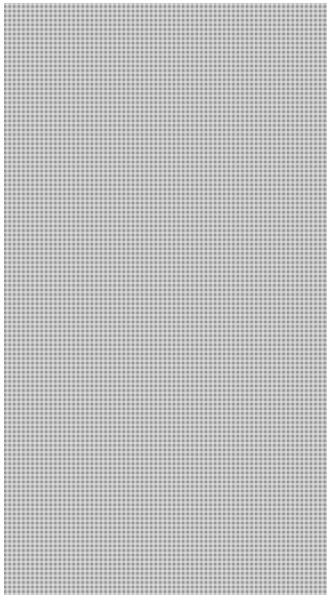
Spain	1-146771	Economic Outcome Facilitated
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Spain	1-10IVWB	Opportunity Pursued
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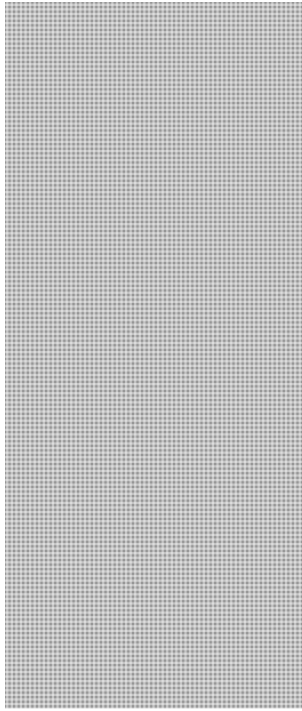
Spain	1-10IVW2	Economic Outcome Facilitated
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Spain	1-10IVVG	Opportunity Pursued
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s.20(1)(c)

	Spain	1-ZWGY7	Economic Outcome Facilitated
	France	1-X4KD3	Opportunity Pursued

s.20(1)(c)



Germany

1-11B4Q2

Economic
Outcome
Facilitated

Germany

1-10YQIY

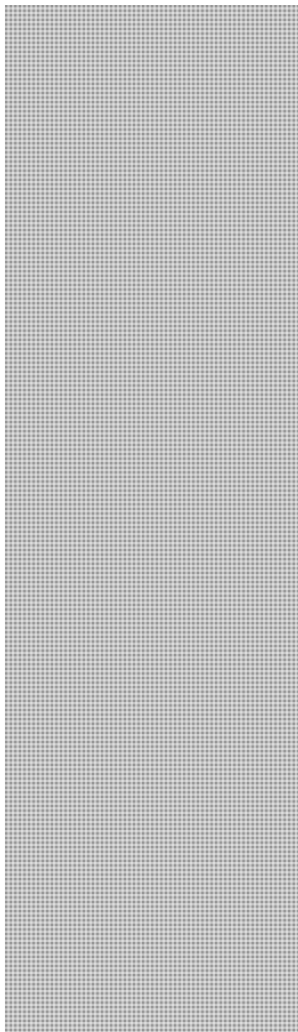
Opportunity
Pursued

Germany

1-XBLLS

Economic
Outcome
Facilitated

s.20(1)(c)



United Kingdom

1-X5LDP

**Opportunity
Pursued**

Austria

1-14ASM8

**Opportunity
Pursued**

s.20(1)(c)

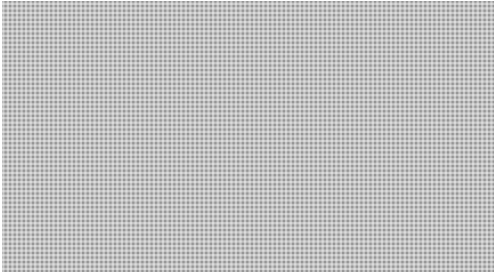


Austria

1-14A1A5

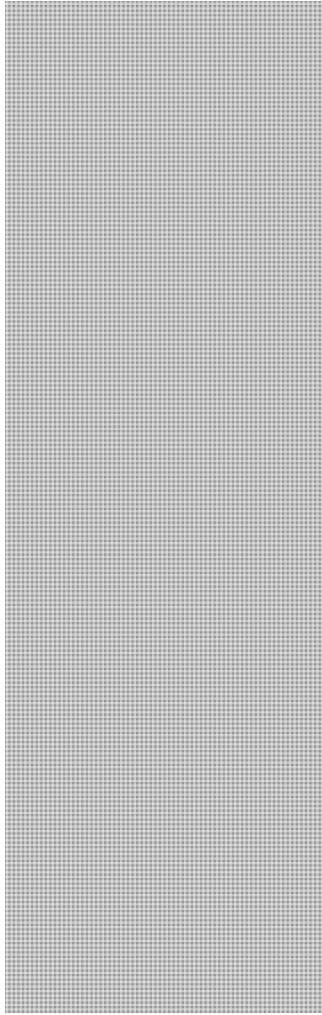
**Opportunity
Pursued**

s.20(1)(c)



1-144PNW

**Economic
Outcome
Facilitated**



Italy

1-X7TKO

Economic
Outcome
Facilitated

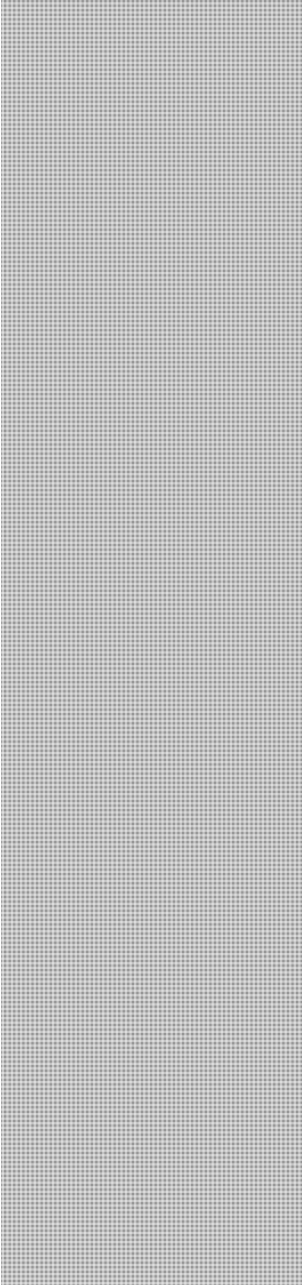
Italy

1-X7TKK

Opportunity
Pursued

s.20(1)(c)

	Austria	1-X87A8	Opportunity Pursued



Austria

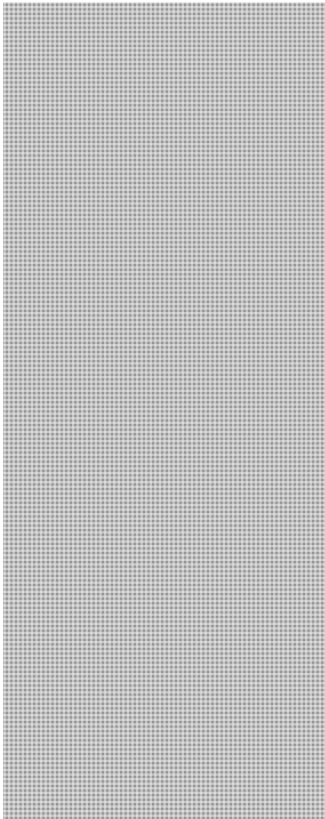
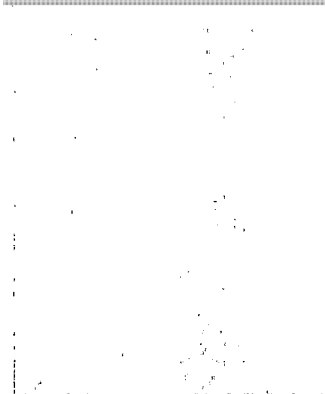
1-W6J84

**Economic
Outcome
Facilitated**

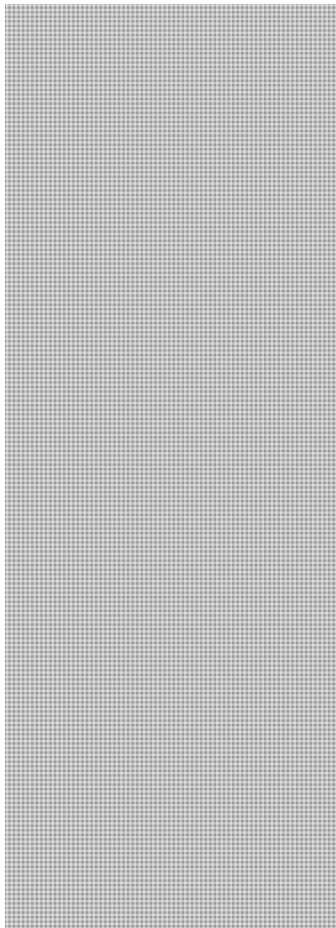
Germany

1-12OYP0

**Economic
Outcome:
Facilitated**

	Austria	1-14AG2P	Opportunity Pursued
	Croatia	1-ZWOUP	Economic Outcome Facilitated

s.20(1)(c)



Hungary

1-X9RST

**Economic
Outcome
Facilitated**

Germany

1-142ONB

**Economic
Outcome
Facilitated**

s.20(1)(c)

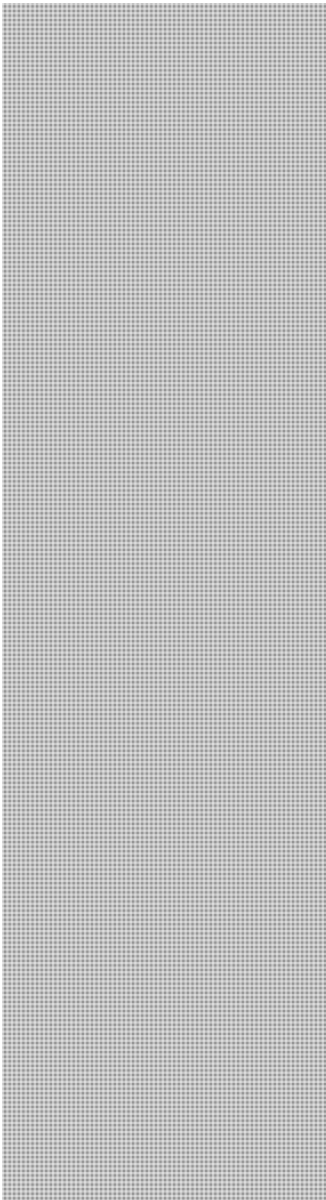


Austria

1-14ASM1

**Opportunity
Pursued**

s.20(1)(c)



Sweden

1-X30MU


Opportunity
Pursued

Germany

1-10HQ9N

Economic
Outcome
Facilitated

s.20(1)(c)

	Netherlands	1-WW19S	Opportunity Pursued



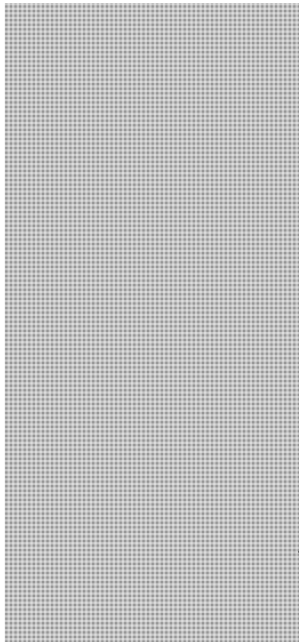
Austria

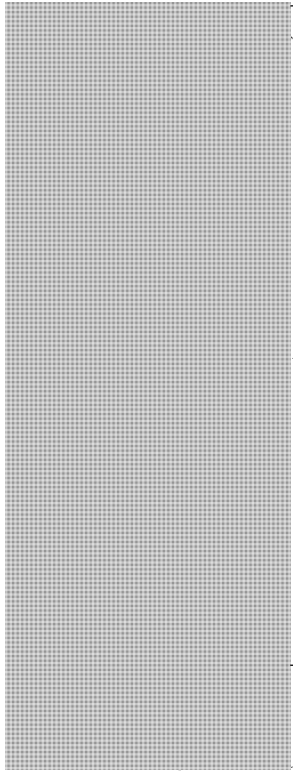
1-132D5K

**Opportunity
Pursued**

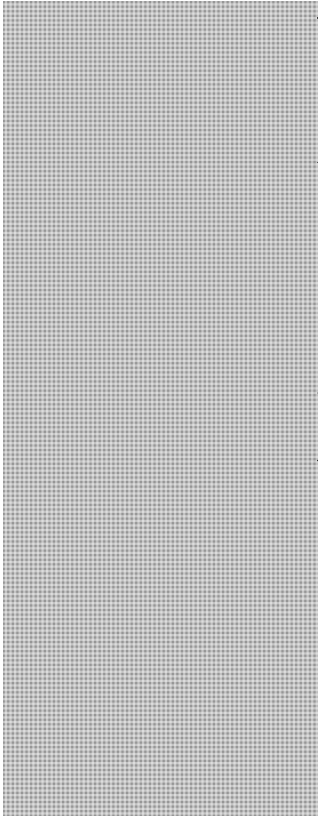
	Austria	1-WGCSS	Opportunity Pursued
	Italy	1-133H75	Opportunity Pursued

s.20(1)(c)

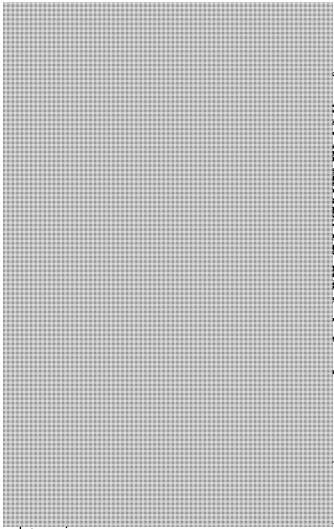
	Italy	1-XU0YU	Opportunity Pursued
	Italy	1-XHBN7	Opportunity Pursued

	Italy	1-X9J70	Opportunity Pursued
	Italy	1-X7082	Opportunity Pursued

s.20(1)(c)



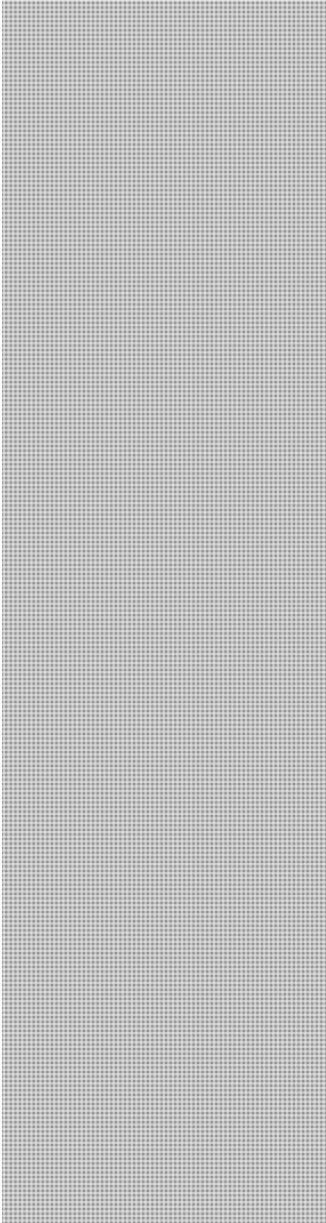
Italy	1-WP904	Opportunity Pursued
Italy	1-WP8ZY	Opportunity Pursued



Ireland

1-13PE7L

Opportunity
Pursued

	Austria	1-YGHV1	Opportunity Pursued
	United Kingdom	1-WIUFN	Economic Outcome Facilitated

s.19(1)

Status	Last Name	First Name	Officer	Office
Open			Smith, Joanne	ROME
Validated by HQ			Bouwer, Pieter	BRLIN

s.19(1)

Validated by HQ



Bouwer, Pieter

BRLIN

Cancelled

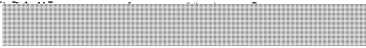


Garcia, Isidro

MDRID

s.19(1)

Validated by HQ



Smith, Joanne

ROME

Validated by HQ



Smith, Joanne

ROME

s.19(1)

Validated by HQ



Smith, Joanne

ROME

Cancelled



Smith, Joanne

ROME

Open



Ulland, Arndt

BRLIN

s.19(1)

Sent to Manager



Carvalho, Fatima

LSBON

Validated by HQ



Carvalho, Fatima

LSBON

s.19(1)

Validated by HQ



Carvalho, Fatima

LSBON

Validated by HQ



Carvalho, Fatima

LSBON

s.19(1)

Validated by HQ



Carvalho, Fatima

LSBON

Validated by HQ



Carvalho, Fatima

LSBON

s.19(1)

Validated by HQ



Carvalho, Fatima

LSBON

Validated by HQ



Carvalho, Fatima

LSBON

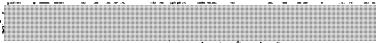
Validated by HQ



Carvalho, Fatima

LSBON

Validated by HQ



Carvalho, Fatima

LSBON

s.19(1)

Validated by HQ



Carvalho, Fatima

LSBON

Validated by HQ



Carvalho, Fatima

LSBON

s.19(1)

Validated by HQ



Carvalho, Fatima

LSBON

Validated by HQ



Harustiak, Milan

BRTSV

s.19(1)

Validated by HQ



Mroz, Hanna

WSAW

Open



Bousquet, Fanny

DDORF

s.19(1)

Validated by HQ



Polo, Aurora

BCLNA

Cancelled



Soares, Rachel

LDN

s.19(1)

Cancelled



Seeber, Claudia

BRLIN

Validated by HQ



Beutener, Diederik

HAGUE

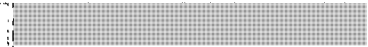
Validated by HQ



Beutener, Diederik

HAGUE

Validated by HQ



Wasenegger, Verena

VIENN

Returned by HQ

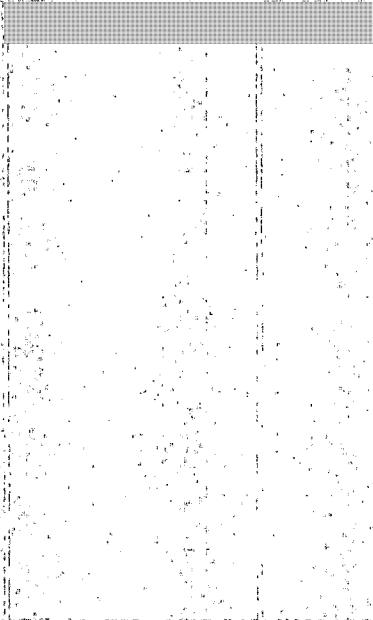


Almeida, Sandro

LSBON

s.19(1)

Validated by HQ



Bouwer, Pieter

BRLIN

Validated by HQ



Bouwer, Pieter

BRLIN

s.19(1)

Validated by HQ



Bouwer, Pieter

BRLIN

Validated by HQ



Bouwer, Pieter

BRLIN

s.19(1)

Validated by HQ



Bouwer, Pieter

BRLIN

Validated by HQ



Smith, Joanne

ROME

Validated by HQ



Purohit, Sanjay

LDN

s.19(1)

Validated by HQ



Taxova, Martina

PRGUE

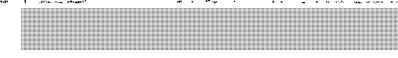
Validated by HQ



Taxova, Martina

PRGUE

Returned by HQ



Taxova, Martina

PRGUE

s.19(1)

Cancelled



Smith, Joanne

ROME

Validated by HQ



Dimitriou, George

ATHNS

s.19(1)

Validated by HQ



Polo, Aurora

BCLNA

s.19(1)

Validated by HQ

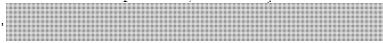


Hadley, Ching

BIS

s.19(1)

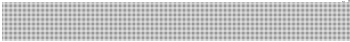
Validated by HQ



Bouwer, Pieter

BRLIN

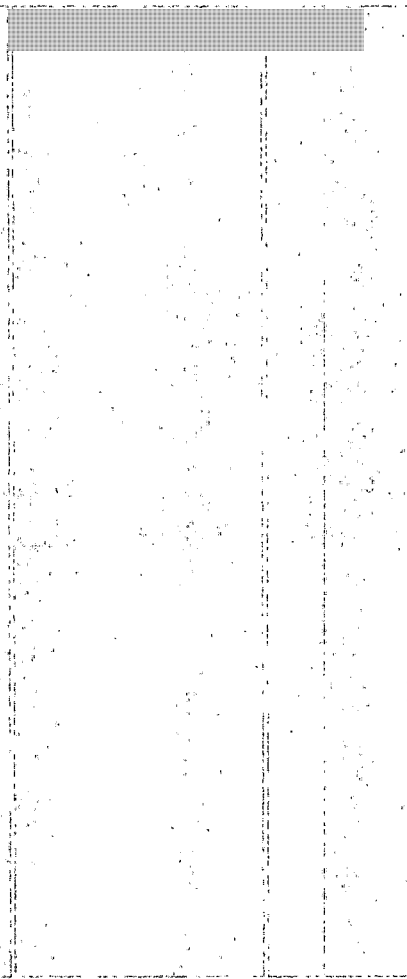
Validated by HQ



Finn, Emma

LDN

s.19(1)

Cancelled		Martin, Caroline	LDN
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s.19(1)

Validated by HQ



Polo, Aurora

BCLNA

Cancelled



Nobre, Eurico

LSBON

s.19(1)

Validated by HQ



Beutener, Diederik

HAGUE

s.19(1)

Validated by HQ



Hadley, Ching

BIS

Validated by HQ



Giulioti, Patrizia

ROME

Cancelled



Giulioti, Patrizia

ROME

s.19(1)

Cancelled



Giulioti, Patrizia

ROME

Cancelled



Bloore, Hasna

LDN

Returned by HQ



Kee, Jason

LDN

Validated by HQ



Kee, Jason

LDN

Validated by HQ



Bousquet, Fanny

DDORF

s.19(1)

Cancelled



Mothes, Nicole

VIENN

Validated by HQ

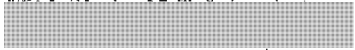


Bousquet, Fanny

DDORF

s.19(1)

Validated by HQ



Bousquet, Fanny

DDORF

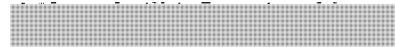
Validated by HQ



Kee, Jason

LDN

Validated by HQ



Kee, Jason

LDN

s.19(1)

Validated by HQ



Hadley, Ching

BIS

s.19(1)

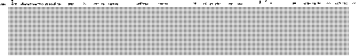
Returned by HQ



Carvalho, Fatima

LSBON

Returned by HQ

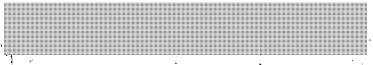


Carvalho, Fatima

LSBON

s.19(1)

Validated by HQ



Bouwer, Pieter

BRLIN

Validated by HQ



Bouwer, Pieter

BRLIN

s.19(1)

Validated by HQ



Giulioti, Patrizia

ROME

Returned by HQ



Lemay, Marthe

DDORF

s.19(1)

Validated by HQ



Baguley, Judith

HAGUE

Validated by HQ



Baguley, Judith

HAGUE

Validated by HQ

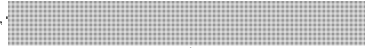


Golbang, Amir

LDN

s.19(1)

Sent to Manager



Burkell, Kathryn

BCLNA

Validated by HQ



Burkell, Kathryn

BCLNA

Validated by HQ



Burkell, Kathryn

BCLNA

Cancelled



Burkell, Kathryn

BCLNA

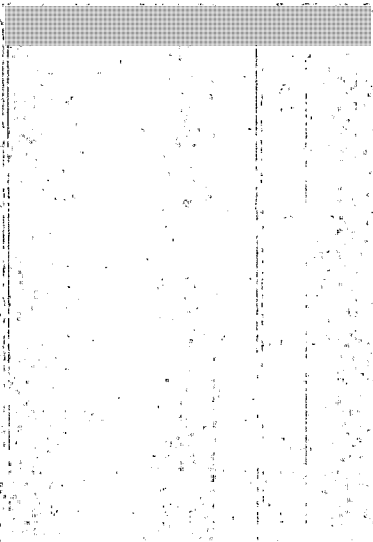
Validated by HQ



Burkell, Kathryn

BCLNA

Returned by HQ



Dubien, Deric

MDRID

Validated by HQ



Thiébault, Clément

PARIS

s.19(1)

Returned by HQ



de Villiers, Monika

DDORF

Returned by HQ



de Villiers, Monika

DDORF

Validated by HQ



Seeber, Claudia

BRLIN

s.19(1)

Validated by HQ



Purohit, Sanjay

LDN

Approved by Manager



Mothes, Nicole

VIENN

s.19(1)

Approved by Manager



Mothes, Nicole

VIENN

s.19(1)

Validated by HQ



Trottier, Denis

PARIS

s.19(1)

Returned by HQ



Scott, Euan

STKHM

s.19(1)

Validated by HQ



Wasenegger, Verena VIENN

Validated by HQ



Saleh, Frieda

MUNIC

s.19(1)

Validated by HQ



Baidwan, Anita

ROME

Cancelled



Baidwan, Anita

ROME

s.19(1)

Validated by HQ



Mothes, Nicole

VIENN

s.19(1)

Approved by Manager



Mothes, Nicole

VIENN

Validated by HQ



Dodig, Synthia

ZAGRB

s.19(1)

Validated by HQ



Niblock, Bradwin

BPEST

Returned by HQ



Gruetters, Nora

DDORF

s.19(1)

Approved by Manager



Mothes, Nicole

VIENN

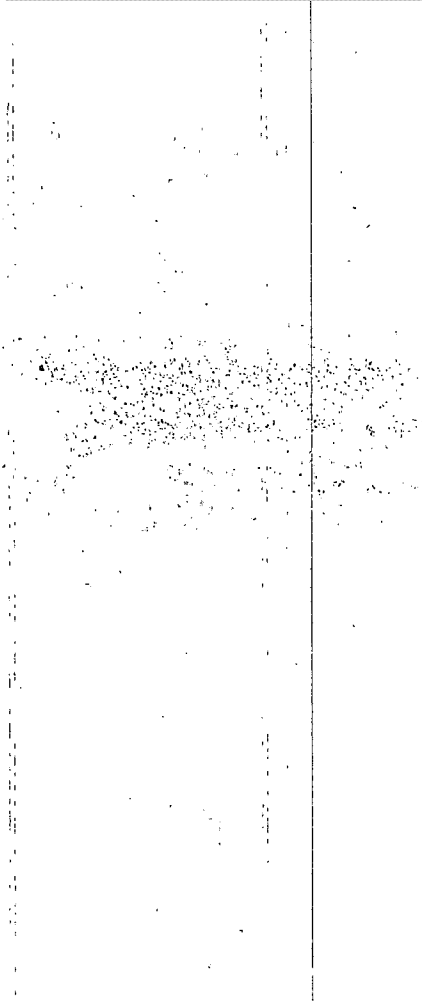
s.19(1)

Validated by HQ



Scott, Euan

STKHM



Begley, Chris

BRLIN

Validated by HQ



Cancelled



Baguley, Judith

HAGUE

s.19(1)

Returned by HQ



Mothes, Nicole

VIENN

s.19(1)

Cancelled



Mothes, Nicole

VIENN

Validated by HQ



Smith, Joanne

ROME

s.19(1)

Sent to Manager



Smith, Joanne

ROME

Validated by HQ




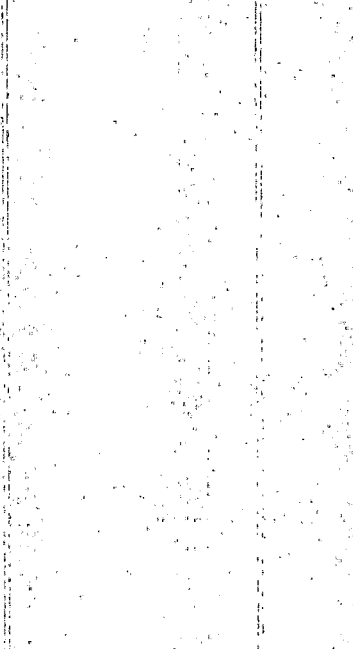

Smith, Joanne

ROME

s.19(1)

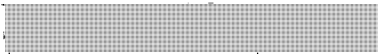
Validated by HQ	[Redacted]	Smith, Joanne	ROME
Cancelled	[Redacted]	Smith, Joanne	ROME

s.19(1)

Validated by HQ	 	Smith, Joanne	ROME
Cancelled		Smith, Joanne	ROME

s.19(1)

Validated by HQ



Gilker, Naomi

DUBLN

s.19(1)

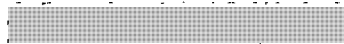
Validated by HQ



Mothes, Nicole

VIENN

Cancelled



Nyaundi, Taps

LDN

Contributing Office(s)	Created On	Target Sector
ROME	27/04/2017 13:09	Transportation
BRLIN	07/12/2016 12:01	Transportation

BRLIN

05/12/2016 10:22

Transportation

MDRID

10/02/2016 7:49

Ocean Technologies

ROME	08/07/2016 10:14	Defence & Security
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ROME	07/07/2016 10:15	Defence & Security
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ROME	15/04/2016 10:22	Defence & Security
------	------------------	--------------------

ROME	24/03/2016 10:51	Transportation
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BRLIN	24/03/2017 10:53	Cleantech
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LSBON

30/11/2016 17:34

Information & Comm.
Technology

LSBON

30/11/2016 17:30

Information & Comm.
Technology

LSBON

30/11/2016 17:28

Information & Comm.
Technology

LSBON

30/11/2016 17:25

Information & Comm.
Technology

LSBON

30/11/2016 17:21

Information & Comm.
Technology

LSBON

30/11/2016 17:19

Information & Comm.
Technology

LSBON

30/11/2016 17:18

Information & Comm.
Technology

LSBON

30/11/2016 17:15

Information & Comm.
Technology

LSBON

30/11/2016 17:04

Information & Comm.
Technology

LSBON

17/03/2016 16:47

Information & Comm.
Technology

LSBON

17/03/2016 16:42

Information & Comm.
Technology

LSBON

17/03/2016 16:27

Information & Comm.
Technology

LSBON

17/03/2016 16:24

Information & Comm.
Technology

BRTSV

09/06/2016 12:52

Cleantech

WSAW

18/03/2016 12:28

Information & Comm.
Technology

DDORF	01/03/2017 8:32	Cleantech
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BCLNA

29/03/2017 13:58 Life Sciences

LDN

18/02/2016 17:27

Cleantech

MUNIC

25/02/2016 14:10

Information & Comm.
Technology

HAGUE

01/03/2017 12:52

Wine, Beer & Spirits

HAGUE

01/03/2017 12:47

Wine, Beer & Spirits

VIENN

21/01/2016 16:06

Wine, Beer & Spirits

LSBON

27/09/2016 13:04

Fish & Seafood

BRLIN	12/09/2016 13:45	Infrastr/Building Prod & Serv.
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BRLIN	26/08/2016 10:44	Infrastr/Building Prod & Serv.
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BRLIN	26/08/2016 10:31	Infrastr/Building Prod & Serv.
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BRLIN 26/08/2016 10:27 Infrastr/Building Prod & Serv.

BRLIN	26/08/2016 10:11	Infrastr/Building Prod & Serv.
ROME	16/03/2016 13:40	Aerospäce
LDN	17/03/2016 15:21	Information & Comm. Technology

PRGUE

10/01/2017 8:28

Information & Comm.
Technology

PRGUE

09/01/2017 15:10

Information & Comm.
Technology

PRGUE

03/01/2017 9:16

Information & Comm.
Technology

ROME	16/03/2016 9:06	Aerospace
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ATHNS	11/02/2016 15:16	Aerospace
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BCLNA	29/06/2016 16:55	Automotive
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HAGUE

23/03/2017 5:02

Life Sciences

BRLIN	07/11/2016 10:54	Industrial Machinery
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LDN	29/09/2016 12:43	Agriculture & Processed Foods
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LDN

24/03/2016 4:40

Non-Government
Organization

BCLNA

29/03/2017 15:32

Industrial Machinery

LSBON

22/03/2016 14:43

Cleantech

AGUE

28/06/2016 14:54 Fish & Seafood

HAGUE

01/03/2017 3:56

Life Sciences

ROME

03/11/2016 13:13

Cleantech

ROME

06/10/2016 9:31

Cleantech

ROME

06/10/2016 9:28

Cleantech

LDN

24/03/2016 14:28

Education

LDN

27/03/2017 17:17

Infrastr/Building Prod & Serv.

LDN

27/10/2016 20:20

Infrastr/Building Prod & Serv.

DDORF

04/03/2016 10:43

Forestry & Wood Products

VIENN

19/01/2016 9:16

Infrastr/Building Prod & Serv.

DDORF

02/08/2016 14:11

Cleantech

DDORF	04/04/2016 8:34	Cleantech
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LDN	14/03/2016 18:56	Professional Services
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LDN	01/03/2016 16:38	Professional Services
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HQ-AC

01/03/2017 3:50

Information & Comm.
Technology

LSBON

31/05/2016 15:54

Cleantech

LSBON

31/05/2016 15:00

Ocean Technologies

BRLIN

09/01/2017 9:35

Infrastr/Building Prod & Serv.

BRLIN

09/11/2016 11:21

Infrastr/Building Prod & Serv.

ROME

03/11/2016 11:39

Cleantech

DDORF

06/04/2016 9:43

Wine, Beer & Spirits

HAGUE	05/08/2016 9:43	Agriculture & Processed Foods
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HAGUE	04/03/2016 10:15	Agriculture & Processed Foods
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LDN	08/04/2016 13:55	Life Sciences
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BCLNA

24/04/2017 10:19

Consumer Products

BCLNA

30/03/2017 8:28

Consumer Products

BCLNA

03/08/2016 13:29

Consumer Products

BCLNA

03/08/2016 13:17

Consumer Products

BCLNA

03/08/2016 12:55

Consumer Products

MDRID	12/07/2016 10:26	Information & Comm. Technology
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PARIS	21/03/2016 15:12	Information & Comm. Technology
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DDORF

08/09/2016 10:08

Life Sciences

DDORF

24/08/2016 10:31

Life Sciences

BRLIN

30/03/2016 7:11

Arts & Cultural Industries

LDN

18/03/2016 11:55

Information & Comm.
Technology

VIENN

06/04/2017 10:12

Information & Comm.
Technology

VIENN

05/04/2017 13:03

Information & Comm.
Technology

PARIS

07/03/2016 13:05

Ocean Technologies

STKHM

28/03/2017 14:43 Information & Comm.
Technology

HQ-AC	22/03/2016 16:28	Life Sciences
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ROME	22/03/2016 16:22	Life Sciences
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VIENN

23/03/2016 9:22

Information & Comm.
Technology

VIENN

21/01/2016 16:04 Agriculture & Processed
Foods

MUNIC

01/12/2016 11:01 Consumer Products

VIENN

06/04/2017 8:43

Information & Comm.
Technology

ZAGRB

12/07/2016 10:53

Life Sciences

BPEST

25/03/2016 10:33

Ocean Technologies

DDORF

24/03/2017 10:30

Fish & Seafood

VIENN

06/04/2017 9:45

Information & Comm.
Technology

HQ-AC	17/03/2016 10:19	Information & Comm. Technology
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BRLIN	02/08/2016 12:43	Life Sciences
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HAGUE	04/03/2016 9:43	Cleantech
-------	-----------------	-----------

VIENN

29/12/2016 23:17 Infrastr/Building Prod & Serv.

VIENN

04/02/2016 9:42

Infrastr/Building Prod & Serv.

ROME.

04/01/2017 14:30

Aerospace

ROME

29/04/2016 12:36

Aerospace

ROME

06/04/2016 8:08

Aerospace

ROME

24/03/2016 16:23 Aerospace

ROME

22/03/2016 16:15 Aerospace

ROME

22/02/2016 11:18

Aerospace

ROME

22/02/2016 11:04

Aerospace

DUBLN

24/02/2017 9:09

Information & Comm.
Technology

VIENN

19/05/2016 22:21

Information & Comm.
Technology

LDN

09/02/2016 14:30

Automotive

**Pages 339 to / à 395
are withheld pursuant to section
sont retenues en vertu de l'article**

20(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: June-07-17 10:01 AM
To: Caldart, Renato -OSLO -TD; Espinosa-Malpica, Avril -ROPAC -TD
Cc: Senkowski, Warren -ROPAC -TD; Winterbourne, John -OSLO -TD
Subject: RE: TC comms while in Canada

This is very helpful. Thanks Renato.

From: Caldart, Renato -OSLO -TD
Sent: June-06-17 11:30 PM
To: Hansen, Christian -ROPAC -TD; Espinosa-Malpica, Avril -ROPAC -TD
Cc: Senkowski, Warren -ROPAC -TD; Winterbourne, John -OSLO -TD
Subject: RE: TC comms while in Canada

Just pre-empting questions:

1. [REDACTED] Here is an example: https://www.amazon.ca/Unlocked-Huawei-E5776s-32-Mobile-Hotspot/dp/B00B5SZHFE/ref=sr_1_1?ie=UTF8&qid=1496816522&sr=8-1&keywords=4g+hotspot (hopefully you can find a cheaper option). You cannot use this device as a phone. It creates a WiFi hotspot, to which you connect the BlackBerry.
2. [REDACTED]. If people want to use for Social Media, they should get a plan, otherwise it can easily go to \$20/day. For those looking for a plan, there might be better options than Petro Canada, but I haven't looked.

Cheers,

Renato

From: Hansen, Christian -ROPAC -TD
Sent: June-07-17 2:08 AM
To: Espinosa-Malpica, Avril -ROPAC -TD
Cc: Senkowski, Warren -ROPAC -TD; Winterbourne, John -OSLO -TD; Caldart, Renato -OSLO -TD
Subject: TC comms while in Canada

Avril,

Warren raised an issue the other day (TC comms while in Canada) that I think we can play a useful role in resolving.

I sat down with OSLO / Winterbourne yesterday and asked about how he uses a cell phone while in Canada and avoid usurious mobile phone bills. [REDACTED]

[REDACTED]. Seems like a reasonable, cost effective solution to the problem Warren has identified.....which I understand as this: TCs come from abroad but can't use their phones (for cost reasons). This limits their ability to communicate with clients and one another.

So OSLO has come up with what looks like a good solution. I would like you to (1) talk to Warren to get a better sense of the problem, (2) connect with Renato in OSLO to learn more of his solution, and (3) come back at me with some recommendations on how our Regional Office can advise or assist visiting TCs that come for a conference.

Thanks in advance.

Christian

Christian Hansen


Director | Directeur

Pacific Regional Office | Bureau régional du Pacifique

christian.hansen@international.gc.ca

604.666.8888

2000-300 W. Georgia, Vancouver, BC

 @YVR_Trade



Global Affairs
Canada

Affaires mondiales
Canada

Schmidt, Leah Madelaine -ROPAC -TD

From: Davies, Darryl -ROPNT -TD
Sent: September-13-17 9:31 AM
To: Danagher, Michael -BSD; Aleong, Kathryn -ROATL -TD; Lamarre, Michel -ROQUE -TD; Hansen, Christian -ROPAC -TD; Langan-Torell, Patricia -ROONT -TD
Cc: Lemay, Joanne -ROQUE -TD; Langlois, Marie-Josée -PED; Gartke, John -BST -BSTO; Racicot, Elise -BSI
Subject: RE: Registration Report - Alibaba Event
Attachments: Registrant Report- 9.11.17.xlsx

Colleagues,

I am re-attaching the sheet and added filters for the top row. Column F "Region" seems to have been applied inaccurately as most Alberta & Prairies companies are in Ontario. You can use the filters to select your provinces in column D.

Darryl

-----Original Message-----

From: Danagher, Michael -BSD
Sent: September-13-17 9:10 AM
To: Aleong, Kathryn -ROATL -TD; Lamarre, Michel -ROQUE -TD; Davies, Darryl -ROPNT -TD; Hansen, Christian -ROPAC -TD; Langan-Torell, Patricia -ROONT
Cc: Lemay, Joanne -ROQUE -TD; Langlois, Marie-Josée -BSI; Gartke, John -BST -BSTO; Racicot, Elise -BSI
Subject: FW: Registration Report - Alibaba Event

Colleagues, I am sharing the most recent updated list of registrations for the event. Again, I would trust that this list is treated, if at all, with discretion.

Ailish's role at the event is still TBD - we are waiting PMO instructions to ministers. However, the default is that she uses the event as a networking opportunity. It will no doubt be a bit of a zoo with this many registrants for her to fine-tune her interactions. I would like to suggest to her a handful of participants whom she should look out for.

Can you therefore review the list and provide me with 2-4 names of registrants from your regions who would be suitable? Preferably, these would be clients, but otherwise I would leave it to your discretion as to whom to recommend.

Can I get this by Friday (15th) COB?

-----Original Message-----

From: Katz, Sharonne [mailto:Sharonne.Katz@pco-bcp.gc.ca]
Sent: September-11-17 5:52 PM
To: Gartke, John -BST -BSTO; Danagher, Michael -BSD
Subject: Fw: Registration Report - Alibaba Event

Thought you also may find this useful.

Sharonne

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Katz, Sharonne <Sharonne.Katz@pco-bcp.gc.ca>

Sent: Monday, September 11, 2017 4:51 PM

To: Jane Morisset; Eugene Tso

Subject: Registration Report - Alibaba Event

As requested.

Sharonne Katz

Special Projects

Privy Council Office / Government of Canada sharonne.katz@pco-bcp.gc.ca<<mailto:sharonne.katz@pco-bcp.gc.ca>> / Tel:
613-995-9306

Projets spéciaux

Bureau du Conseil privé / Gouvernement du Canada sharonne.katz@pco-bcp.gc.ca<<mailto:sharonne.katz@pco-bcp.gc.ca>> / Tél : 613-995-9306

s.20(1)(c)
s.19(1)

Full Name	Company	Work City	Work State/Prov.
		Richmond Hill	Ontario
		Schomberg	Ontario
		Winnipeg	Manitoba
		Ottawa	Ontario
		Saint-Laurent	Quebec
		Saint-Laurent	Quebec
		Surrey	British Columbia
		Vancouver	British Columbia
		Toronto	Ontario
		Richmond hill	Ontario
		North York	Ontario
		Nobel	Ontario
		RICHMOND HILL	Ontario
		TORONTO	Ontario
		Toronto	Ontario
		Toronto	Ontario
		Scarborough	Ontario
		North York	Ontario
		Toronto	Ontario
		Toronto	Ontario
		Toronto	Ontario
		Richmond hill	Ontario
		Toronto	Ontario
		Saint John	New Brunswick
		Saint John	New Brunswick
		Toronto	Ontario
		north york	Ontario
		North York	Ontario
		North York	Ontario
		Etobicoke	Ontario
		etobicoke	Ontario
		Newmarket	Ontario
		Toronto	Ontario
		Toronto	Ontario

s.19(1)

s.20(1)(c)

Vancouver	British Columbia
Mississauga	Ontario
Oakville	Ontario
toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
North York	Ontario
Toronto ON	Ontario
Waterloo	Ontario
Ottawa	Ontario
MARKHAM	Ontario
Markham	Ontario
Toronto	Ontario
North York	Ontario
Toronto	Ontario
Richmond Hill	Ontario
Elk Grove Village	Illinois
Oakville	Ontario
Oakville	Ontario
Toronto	Ontario
Edmonton	Alberta
Unionville	Ontario
Waterloo	Ontario
Toronto	Ontario
Toronto	Ontario
MONTREAL	Quebec
Toronto	Ontario
Toronto	Ontario
oakville	Ontario
Toronto	Ontario
Toronto	Ontario
Guelph	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
Markham	Ontario
Waterloo	Ontario
Grimsby	Ontario

s.19(1)

s.20(1)(c)

St-Laurent	Quebec
Toronto	Ontario
Etobicoke	Ontario
Richmond hill	Ontario
SASKATOON	Saskatchewan
Mississauga	Ontario
Markham	Ontario
Halifax	Nova Scotia
RICHMOND HILL	Ontario
RICHMOND HILL	Ontario
Toronto	Ontario
Kitchener	Ontario
Richmond Hill	Ontario
Saint Catharines	Ontario
Singapore	SGP
Brossard	Quebec
Ottawa	Ontario
Oakville	Ontario
Pickering	Ontario
Montreal	Quebec
TORONTO	Ontario
Mississauga	Ontario
Woodbury	Minnesota
East York	Ontario
Farmers Branch	Texas
Waterdown	Ontario
Waterdown	Ontario
Etobicoke	Ontario
Fairfax	Virginia
Vancouver	British Columbia
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
Orwell Cove	Prince Edward Island
Halifax	Nova Scotia
Charlottetown	Prince Edward Island
Scarborough	Ontario
Scarborough	Ontario
Hacketts Cove	Nova Scotia
Richmond Hill	Ontario

s.19(1)

s.20(1)(c)

	Mississauga	Ontario
	Burnaby	British Columbia
	Burnaby	British Columbia
	richmond hill	Ontario
	richmond hill	Ontario
	Winnipeg	Manitoba
	toronto	Ontario
	Vaughan	Ontario
	Burlington	Ontario
	Gormley	Ontario
	Victoria	British Columbia
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto ON	Ontario
	Toronto ON	Ontario
	Brampton	Ontario
	Williamsville	New York
	Ottawa	Ontario
	Markham	Ontario
	Backbay	New Brunswick
	Backbay	New Brunswick
	Backbay	New Brunswick
	BackBay	New Brunswick
	Backbay	New Brunswick
	Brampton	Ontario
	Markham	Ontario
	Montreal	Quebec
	Toronto	Ontario
	Montreal	Quebec
	Montreal	Quebec
	Markham	Ontario
	markham	Ontario
	Edmonton	Alberta

s.19(1)

s.20(1)(c)

	Ann Arbor	Michigan
	Ann Arbor	Michigan
	St. Catharines	Ontario
	Beijing	Beijing
	Pointe Claire	Quebec
	Mississauga	Ontario
	Kitchener	Ontario
	Richmond	British Columbia
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Grimsby	Ontario
	Montreal	Quebec
	Montreal	Quebec
	Richmond Hill	Ontario
	HALIFAX	Nova Scotia
	Toronto	Ontario
	Richmond Hill	Ontario
	Campbellville	Ontario
	Toronto	Ontario
	SCARBOROUGH	Ontario
	Toronto	Ontario
	SCARBOROUGH	Ontario
	Toronto	Ontario
	CAMBRIDGE	Ontario
	Blue Mountains	Ontario
	Blue Mountains	Ontario
	Etobicoke	Ontario
	Markham	Ontario
	Waterloo	Ontario
	markham	Ontario
	Toronto	Ontario
	RICHMOND HILL	Ontario
	RICHMOND HILL	Ontario
	Scarborough	Ontario
	Scarborough	Ontario
	Toronto	Ontario

s.19(1)
s.20(1)(c)

	Toronto	Ontario
	Winnipeg	Manitoba
	London	Ontario
	London	Ontario
	toronto	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Brampton	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Burlington	Ontario
	Woodstock	Ontario
	Woodstock	Ontario
	MARKHAM	Ontario
	Toronto	Ontario
	St. Catharines	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	kelowna	British Columbia
	North York	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Montreal	Quebec
	Markham	Ontario

s.19(1)

s.20(1)(c)

Saint John	New Brunswick
Ottawa	Ontario
Thronhill	Ontario
Markham	Ontario
Toronto	Ontario
RICHMOND HILL	Ontario
markham	Ontario
Richmond hill	Ontario
Richmond hill	Ontario
Markham	Ontario
Coquitlam	British Columbia
Calabogie	Ontario
Calgary	Alberta
Calgary	Alberta
Newmarket	Ontario
BRAMPTON	Ontario
Ajax	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
Richmond	British Columbia
St Catharines	Ontario
Mississauga	Ontario
Niagara Falls	Ontario
Stouffville	Ontario
Mississauga	Ontario
Stouffville	Ontario
Stratford	Prince Edward Island
Charlottetown	Prince Edward Island
Richmond Hill	Ontario
Richmond Hill	Ontario

s.19(1)

s.20(1)(c)

	Richmond Hill	Ontario
	Scarborough	Ontario
	North York	Ontario
	richmond hill	Ontario
	Mississauga	Ontario
	Concord	Ontario
	Ottawa	Ontario
	North York	Ontario
	stouffville	Ontario
	Pickering	Ontario
	Pickering	Ontario
	Marham	Ontario
	SCARBOROUGH	Ontario
	Mississauga	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Coquitlam	British Columbia
	Toronto	Ontario
	Markham	Ontario
	Toronto	Ontario
	Beijing	Beijing
	markham	Ontario
	Toronto	Ontario
	St. Catharines	Ontario
	Gatineau	Quebec
	Toronto	Ontario
	brockville	Ontario
	brockville	Ontario
	Watson	Saskatchewan
Concord	Ontario	

s.19(1)
s.20(1)(c)

	Ottawa	Ontario
	North York	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Markham	Ontario
	North York	Ontario
	markham	Ontario
	VANCOUVER	British Columbia
	TORONTO	Ontario
	Stouffville	Ontario
	Toronto	Ontario
	Cowley	Alberta
	MISSISSAUGA	Ontario
	Oakville	Ontario
	Ottawa	Ontario
	Montreal	Quebec
	Yiwu	Zhejiang
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Dieppe	New Brunswick
	Dieppe	New Brunswick
	Dieppe	New Brunswick
	Toronto	Ontario
	Toronto	Ontario
	NEPEAN	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

	TORONTO	Ontario
	markham	Ontario
	beijing	Beijing
	Toronoto	Ontario
	Mississauga	Ontario
	markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Scarborough	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	Kelowna	British Columbia
	Kelowna	British Columbia
	toronto	Ontario
	Regina	Saskatchewan
	Regina	Saskatchewan
	Montreal	Quebec
	Edmonton	Alberta
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Markham	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	markham	Ontario

s.19(1)

s.20(1)(c)

Markham	Ontario
St. Catharines	Ontario
Etobicoke	Ontario
Scotland	Ontario
Oakville	Ontario
Richmond Hill	Ontario
Richmond Hill	Ontario
Toronto	Ontario
Toronto	Ontario
Ottawa	Ontario
Essex	Ontario
Toronto ON	Ontario
Toronto ON	Ontario
Toronto ON	Ontario
Toronto	Ontario
Maple	Ontario
Toronto	Ontario
North York	Ontario
Markham	Ontario
Markham	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
Markham	Ontario
Markham	Ontario
Miramichi	New Brunswick
St.Catharines	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
toronto	Ontario
toronto	Ontario
Richmond Hill	Ontario
Mississauga	Ontario
Mississauga	Ontario

s.19(1)
s.20(1)(c)

	Mississauga	Ontario
	Mississauga	Ontario
	Markham	Ontario
	Toronto	Ontario
	toronto	Ontario
	Newmarket	Ontario
	Montreal	Quebec
	Shanghai	Shanghai
	Scarborough	Ontario
	Mississauga	Ontario
	Alton	Ontario
	Memphis	Tennessee
	Brampton	Ontario
	Toronto	Ontario
	north york	Ontario
	Winnipeg	Manitoba
	winnipeg	Manitoba
	Richmond Hill	Ontario
	Kitchener	Ontario
	THORNHILL	Ontario
	Fredericton	New Brunswick
	Ottawa	Ontario
	Ottawa	Ontario
	Orleans	Ontario
	New York	New York
	POINTE-CLAIRE	Quebec
	POINTE-CLAIRE	Quebec
	POINTE-CLAIRE	Quebec
	POINTE-CLAIRE	Quebec
	Concord	Ontario
	Concord	Ontario
	Oakville	Ontario
	Breslau	Ontario
	Breslau	Ontario
	Breslau	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Rothesay	New Brunswick

s.19(1)

s.20(1)(c)

	Milton	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Scarborough	Ontario
	St-Basile	New Brunswick
	Toronto	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Lethbridge	Alberta
	Aurora	Ontario
	Aurora	Ontario
	Aurora	Ontario
	Charlottetown	Prince Edward Island
	North York	Ontario
	Toronto	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	markham	Ontario
	Toronto	Ontario
	Markham	Ontario
	Montreal	Quebec
	Toronto	Ontario
	Toronto	Ontario
	Brampton	Ontario
	Woodbridge	Ontario
	TORONTO	Ontario
	Fredericton	New Brunswick
	Caledon	Ontario
	Woodbridge	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	brampton	Ontario
	MARKHAM	Ontario
	Stouffville	Ontario

s.19(1)

s.20(1)(c)

	Toronto	Ontario
	Mississauga	Ontario
	Bradford	Ontario
	Toronto	Ontario
	Dakville	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Woodbridge	Ontario
	Woodbridge	Ontario
	Woodbridge	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	RICHMOND HILL	Ontario
	Markham	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	North York	Ontario
	Calgary	Alberta
	Calgary	Alberta
	TORONTO	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond	British Columbia
	Montreal	Quebec
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	North York	Ontario
	Markham	Ontario
	Unionville	Ontario

s.19(1)

s.20(1)(c)

	Markham	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Newmarket	Ontario
	Barrie	Ontario
	Toronto	Ontario
	Brampton	Ontario
	Markham	Ontario
	Brampton	Ontario
	Toronto	Ontario
	Stonewall	Manitoba
	Toronto	Ontario
	Mississauga	Ontario
	Brampton	Ontario
	Markham	Ontario
	Mississauga	Ontario
	Montreal	Quebec
	Scarborough	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Cutler	Ontario
	Markham	Ontario
	RICHMOND HILL	Ontario
	Brampton	Ontario
	Mississauga	Ontario
	MISSISSAUGA	Ontario
	MARKHAM	Ontario
	OTTAWA	Ontario
	OTTAWA	Ontario
	Ottawa	Ontario
	Toronto	Ontario
	aurora	Ontario
	Sharon	Ontario
	Scarborough	Ontario
	Toronto	Ontario
	markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario

s.19(1)

s.20(1)(c)

[REDACTED]	Topsfield	Massachusetts
[REDACTED]	Topsfield	Massachusetts
[REDACTED]	Markham	Ontario
[REDACTED]	Markham	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Waterloo	Ontario
[REDACTED]	Mississauga	Ontario
[REDACTED]	Woodbridge	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	North York	Ontario
[REDACTED]	Burlington	Ontario
[REDACTED]	Burlington	Ontario
[REDACTED]	North York	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Edmonton	Alberta
[REDACTED]	NORTH BAY	Ontario
[REDACTED]	St. Catharines	Ontario
[REDACTED]	Richmond Hill	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Markham	Ontario
[REDACTED]	NORTH YORK	Ontario
[REDACTED]	Scarborough	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Markham	Ontario
[REDACTED]	Toronto	Ontario
[REDACTED]	Vaughan	Ontario
[REDACTED]	Richmond Hill	Ontario
[REDACTED]	Richmond Hill	Ontario
[REDACTED]	Oakville	Ontario
[REDACTED]	Brampton	Ontario
[REDACTED]	Oakville	Ontario
[REDACTED]	Montreal	Quebec
[REDACTED]	New York	New York
[REDACTED]	Mississauga	Ontario
[REDACTED]	Mississauga	Ontario
[REDACTED]	Rochester Hills	Michigan
[REDACTED]	RICHMOND HILL	Ontario

s.19(1)

s.20(1)(c)

Toronto	Ontario
toronto	Ontario
winnipeg	Manitoba
Markham	Ontario
Toronto	Ontario
Montreal	Quebec
North York	Ontario
TORONTO	Ontario
Mississauga	Ontario
Coquitlam	British Columbia
Coquitlam	British Columbia
Laval	Quebec
Markham	Ontario
Markham	Ontario
Markham	Ontario
Markham	Ontario
Markham	Ontario
Toronto	Ontario
Woodstock	Ontario
Woodstock	Ontario
ETOBICOKE	Ontario
Toronto	Ontario
BRAMPTON	Ontario
Toronto	Ontario
PICKERING	Ontario
PICKERING	Ontario
PICKERING	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
TORONTO	Ontario
Coquitlam	British Columbia
Stouffville	Ontario
Niagara-on-the-Lake	Ontario
richmond hill	Ontario
Toronto	Ontario
Vaughan	Ontario

s.19(1)

s.20(1)(c)

	Vaughan	Ontario
	THORNHILL	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Ottawa	Ontario
	Winnipeg	Manitoba
	Toronto	Ontario
	Toronto	Ontario
	Laval	Quebec
	MISSISSAUGA	Ontario
	Toronto	Ontario
	oakville	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Scarbororugh	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Richmondhill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	STOUFFVILLE	Ontario
	TORONTO	Ontario
	Ottawa	Ontario
	Ottawa	Ontario
	Mississauga	Ontario

s.19(1)
s.20(1)(c)

	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Fuyang	Anhui
	Fuzhou	Fujian
	fuzhou	Fujian
	Markham	Ontario
	Sharon	Ontario
	Fredericton	New Brunswick
	Toronto	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Woodbridge	Ontario
	Kitchener	Ontario
	Kitchener	Ontario
	Blainville	Quebec
	Cambridge	Ontario
	Toronto	Ontario
	St-Amable	Quebec
	Toronto	Ontario
	Kirkwood	Missouri
	Vancouver	British Columbia
	North York	Ontario
	Winnipeg	Manitoba
	Ottawa	Ontario
	Ottawa	Ontario
	CHARLOTTETOWN	Prince Edward Island
	Kitchener	Ontario
	Markham	Ontario
	Toronto	Ontario

s.19(1)
s.20(1)(c)

	carborough	Ontario
	toronto	Ontario
	Whitby	Ontario
	ORONTO	Ontario
	ORONTO	Ontario
	toronto	Ontario
	tobicoke	Ontario
	vancouver	British Columbia
	Mississauga	Ontario
	toronto	Ontario
	toronto ON	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	scarborough	Ontario
	MARKHAM	Ontario
	MARKHAM	Ontario
	North york	Ontario
	Welland	Ontario
	St Catharines	Ontario
	Toronto	Ontario
	Toronto	Ontario
	San Jose	California
	Halifax	Nova Scotia
	scarborough	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Guelph	Ontario
	Kingston	Ontario
	Toronto, ON	Ontario
	RICHMOND HILL	Ontario
	Richmond Hill	Ontario
	Silver Spring	Maryland
	Rockville	Maryland
	RICHMOND	British Columbia

s.19(1)

s.20(1)(c)

	RICHMOND	British Columbia
	Richmond Hill	Ontario
	Guelph	Ontario
	Guelph	Ontario
	Kingston	Ontario
	Saskatoon	Saskatchewan
	TORONTO	Ontario
	TORONTO	Ontario
	Toronto	Ontario
	toronto	Ontario
	Markham	Ontario
	Thornhill	Ontario
	CAMBRIDGE	Ontario
	St-Laurent	Quebec
	Montréal	Quebec
	Candiac	Quebec
	Candiac	Quebec
	Thorndale	Ontario
	Toronto	Ontario
	Hoboken	New Jersey
	Markham	Ontario
	Brampton	Ontario
	Brampton	Ontario
	Mississauga	Ontario
	richmond hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Vaughan	Ontario
	Vaughan	Ontario
	Vaughan	Ontario
	Huaian	Jiangsu
	Beijing	Beijing
	Toronto	Ontario
	Montreal	Quebec
	Montreal	Quebec
	Toronto	Ontario
	Woodbridge	Ontario
	Woodbridge	Ontario
	Toronto	Ontario
	TORONTO	Ontario

s.19(1)

s.20(1)(c)

[Redacted]	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	West Vancouver	British Columbia
Stouffville	Ontario	
Markham	Ontario	
MISSISSAUGA	Ontario	
Kitchener	Ontario	
North York	Ontario	
Stouffville	Ontario	
Toronto	Ontario	
Gilford	Ontario	
Gilford	Ontario	
North York	Ontario	
Toronto	Ontario	

s.19(1)

s.20(1)(c)

	Toronto	Ontario
	Markham	Ontario
	MARKHAM	Ontario
	MARKHAM	Ontario
	Mississauga	Ontario
	Zhengzhou	Henan
	Pointe-Claire	Quebec
	Ville Saint-Laurent	Quebec
	Vancouver	British Columbia
	Vancouver	British Columbia
	North York	Ontario
	Toronto	Ontario
	markham	Ontario
	Toronto	Ontario
	Brooklyn	New York
	Portsmouth	New Hampshire
	Leamington	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Markham	Ontario
	Richmond Hill	Ontario
	Regina	Saskatchewan
	Toronto	Ontario
	Toronto	Ontario
	La puente	California
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	TOronto	Ontario
	richmond hill	Ontario
	Richmond Hill	Ontario
	stouffville	Ontario
	richmond hill	Ontario
	North York	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Markham	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	North York	Ontario
	TORONTO	Ontario
	TORONTO	Ontario
	Richmond	British Columbia
	Richmond	British Columbia
	North York	Ontario
	Niagara Falls	Ontario
	Scarborough	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Markham	Ontario
	Kingston	Ontario
	Changsha	Hunan
	Ottawa	Ontario
	Vaughan	Ontario
	Ottawa	Ontario
	Brampton	Ontario
	CLINTON	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Guelph	Ontario
	Toronto	Ontario
	Halifax	Nova Scotia
	Chicago	Illinois
	laval	Quebec
	Toronto	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

Toronto	Ontario
Outremont	Quebec
Toronto	Ontario
Vancouver	British Columbia
Coquitlam	British Columbia
Coquitlam	British Columbia
Coquitlam	British Columbia
Coquitlam	British Columbia
Guelph	Ontario
Guelph	Ontario
MISSISSAUGA	Ontario
Windsor	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Memphis	Tennessee
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
richmond hill	Ontario
Markham	Ontario
North York	Ontario
BRANCHTON	Ontario
BRANCHTON	Ontario
Mississauga	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario

s.19(1)
s.20(1)(c)

	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Kanata	Ontario
	London	Ontario
	Markham	Ontario
	North York	Ontario
	Toronto	Ontario
	Burlington	Ontario
	Toronto	Ontario
	Beachville	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond	Ontario
	Richmond	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	markham	Ontario
	scarborough	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Montreal	Quebec
	toronto	Ontario
	Richmond hill	Ontario
	Richmond Hill	Ontario
	Markham	Ontario
	Toronto	Ontario
	Richmond	British Columbia
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Brantford	Ontario
	Newmarket	Ontario
	Newmarket	Ontario
	Toronto	Ontario
	halifax	Nova Scotia
	Toronto	Ontario
	Hamilton	Ontario
	Hamilton	Ontario

s.19(1)

s.20(1)(c)

	SMITHS FALLS	Ontario
	Markham	Ontario
	Vancouver	British Columbia
	MISSISSAUGA	Ontario
	Toronto	Ontario
	Richmond hill	Ontario
	Richmond hill	Ontario
	Markham	Ontario
	Markham	Ontario
	Kingston	Ontario
	markham	Ontario
	markham	Ontario
	Georgetown	Ontario
	Toronto	Ontario
	Kingston	Ontario
	Kingston	Ontario
	Hamilton	Ontario
	Scarborough	Ontario
	Toronto	Ontario
	woodbridge	Ontario
	Woodbridge	Ontario
	Woodbridge	Ontario
	KING CITY	Ontario
	KING CITY	Ontario
	Hamilton	Ontario
	Hamilton	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Hood River	Oregon
	Hood River	Oregon
	richmond hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Brantford	Ontario
	Toronto	Ontario

s.20(1)(c)

Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Montreal	Quebec
North York	Ontario
Montreal	Quebec
Québec	Quebec
quebec	Quebec
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Hamilton	Ontario
toronto	Ontario
Toronto	Ontario
North York	Ontario
Caraquet	New Brunswick
toronto	Ontario
Markham	Ontario
Markham	Ontario
markham	Ontario
Ottawa	Ontario
St. Catharines	Ontario
Mississauga	Ontario
Montreal	Quebec
Candiac	Quebec
Westmount	Quebec
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
Markham	Ontario
London	Ontario
Toronto	Ontario
TORONTO	Ontario
Brampton	Ontario
montreal	Quebec
montreal	Quebec
Pickering	Ontario
Pickering	Ontario
Toronto	Ontario

s.19(1)
s.20(1)(c)

	RICHMOND	British Columbia
	toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Montreal	Quebec
	Scarborough	Ontario
	Toronto	Ontario
	Richmond hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Kelowna	British Columbia
	Montreal	Quebec
	DUNDAS	Ontario
	Toronto	Ontario
	Puslinch	Ontario
	Markham	Ontario
	Ste Augustin des Desmaures	Quebec
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Scarborough	Ontario
	West Vancouver	British Columbia
	West Vancouver	British Columbia
	Fredericton	New Brunswick
	Fredericton	New Brunswick
	Fredericton	New Brunswick
	Concord	Ontario
	Concord	Ontario
	Concord	Ontario
	Toronto	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

	Woodbridge	Ontario
	MARKHAM	Ontario
	oakville	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto ON	Ontario
	Toronto ON	Ontario
	Toronto ON	Ontario
	Brampton	Ontario
	TORONTO	Ontario
	North York	Ontario
	CHARLOTTETOWN	Prince Edward Island
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	North York	Ontario
	North York	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Edmundston	New Brunswick
	Toronto	Ontario
	Winnipeg	Manitoba
	Winnipeg	Manitoba
	Toronto	Ontario
	Toronto	Ontario
	Lindsay	Ontario
	EDMONTON	Alberta
	Toronto	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario

s.19(1)
s.20(1)(c)

Toronto	Ontario
Fredericton	New Brunswick
Fredericton	New Brunswick
Toronto	Ontario
Ottawa	Ontario
Ottawa	Ontario
Ottawa	Ontario
Ottawa	Ontario
Orleans	Ontario
Ottawa	Ontario
North York	Ontario
Markham	Ontario
Markham	Ontario
Markham	Ontario
Stouffville	Ontario
MARKHAM	Ontario
Richmond Hill	Ontario
Mississauga	Ontario
Mississauga	Ontario
maple	Ontario
Richmond Hill	Ontario
Toronto	Ontario
Dorval	Quebec
Oakville	Ontario
Toronto	Ontario
Toronto	Ontario
Cambridge	Ontario
Cambridge	Ontario
Toronto	Ontario
Markham	Ontario
Niagara Falls	Ontario
Toronto	Ontario
North York	Ontario
Richmond Hill	Ontario
Toronto	Ontario
OSHAWA	Ontario
Toronto	Ontario
Toronto	Ontario

s.19(1)

s.20(1)(c)

Mississauga	Ontario
Brampton	Ontario
Glencoe	Illinois
Glencoe	Illinois
多伦多	Ontario
markham	Ontario
North York	Ontario
Mississauga	Ontario
Mississauga	Ontario
Mississauga	Ontario
toronto	Ontario
Toronto	Ontario
TORONTO	Ontario
Toronto	Ontario
Markham	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Miramichi	New Brunswick
Miramichi	New Brunswick
Toronto	Ontario
unionville	Ontario
Kleinburg	Ontario
Minesing	Ontario
Minesing	Ontario
Mississauga	Ontario
Markham	Ontario
waterloo	Ontario
Waterloo	Ontario
Woodbridge	Ontario
Toronto	Ontario
Etobicoke	Ontario
Winnipeg	Manitoba
Toronto	Ontario
Richmond Hill	Ontario
Toronto	Ontario
toronto	Ontario

s.19(1)

s.20(1)(c)

STONE CREEK	Ontario
New York	New York
Whitby	Ontario
Bedford	Nova Scotia
Zhengzhou	Henan
Calgary	Alberta
Toronto	Ontario
OSHAWA	Ontario
Toronto	Ontario
Thornhill	Ontario
Mississauga	Ontario
Montreal	Quebec
Montreal	Quebec
Scarborough	Ontario
Scarborough	Ontario
Montreal	Quebec
Richmond Hill	Ontario
WAYNE	Pennsylvania
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
St catharines	Ontario
Toronto	Ontario
Toronto	Ontario
Scarborough	Ontario
Ottawa	Ontario
Toronto	Ontario
Richmond Hill	Ontario
Toronto	Ontario
Scarborough	Ontario
toronto	Ontario
Spencerville	Ontario
Toronto	Ontario
scarborough	Ontario
TORONTO	Ontario
TORONTO	Ontario
laval	Quebec
rosemere	Quebec
Richmond Hill	Ontario
Alliston	Ontario
Richmond Hill	Ontario
Richmond Hill	Ontario

s.19(1)

s.20(1)(c)

Richmond Hill	Ontario
Richmond Hill	Ontario
Bedford	Nova Scotia
Burnaby	British Columbia
Washago	Ontario
St. Catharines	Ontario
Granville Ferry	Nova Scotia
Granville Ferry	Nova Scotia
Granville Ferry	Nova Scotia
North York	Ontario
North York	Ontario
Richmond hill	Ontario
Spruce Grove	Alberta
Spruce Grove	Alberta
Markham	Ontario
North York	Ontario
Richmond Hill	Ontario
Toronto	Ontario
Richmond Hill	Ontario
Markham	Ontario
Niagara Falls	Ontario
Maple	Ontario
Toronto	Ontario
markham	Ontario
North York	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
Mississauga	Ontario
Pickering	Ontario
Toronto	Ontario
Toronto	Ontario
winnipeg	Manitoba
winnipeg	Manitoba
Markham	Ontario
Waterloo	Ontario
Burlington	Ontario
Burlington	Ontario
Burlington	Ontario
Toronto	Ontario
Toronto	Ontario
mississauga	Ontario

s.19(1)

s.20(1)(c)

	Vancouver	British Columbia
	Toronto	Ontario
	Toronto	Ontario
	Vancouver	British Columbia
	rockville	Maryland
	Thornhill	Ontario
	Halifax	Nova Scotia
	Toronto	Ontario
	montreal	Quebec
	NEW GLASGOW	Nova Scotia
	Truro	Nova Scotia
	Montreal	Quebec
	Toronto	Ontario
	toronto	Ontario
	Markham	Ontario
	toronto	Ontario
	Toronto	Ontario
	Oviedo	Florida
	Richmondhill	Ontario
	CALEDON	Ontario
	College Point	New York
	Toronto	Ontario
	Ottawa	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Mississauga	Ontario
	Vancouver	British Columbia
	Vancouver	British Columbia
	Brampton	Ontario
	Toronto	Ontario
	Abbotsford	British Columbia
	Scarborough	Ontario

s.19(1)

s.20(1)(c)

Scarborough	Ontario
Markham	Ontario
Grimsby	Ontario
HALIFAX	Nova Scotia
HALIFAX	Nova Scotia
Toronto	Ontario
Richmond	British Columbia
Markham	Ontario
Markham	Ontario
Toronto	Ontario
guelph	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Guelph	Ontario
Guelph	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Markham	Ontario
New York	New York
New York	New York
Fredericton	New Brunswick
Richmond Hill	Ontario
Richmond Hill	Ontario
Montreal	Quebec
Mississauga	Ontario
North York	Ontario
London	Ontario
Toronto	Ontario

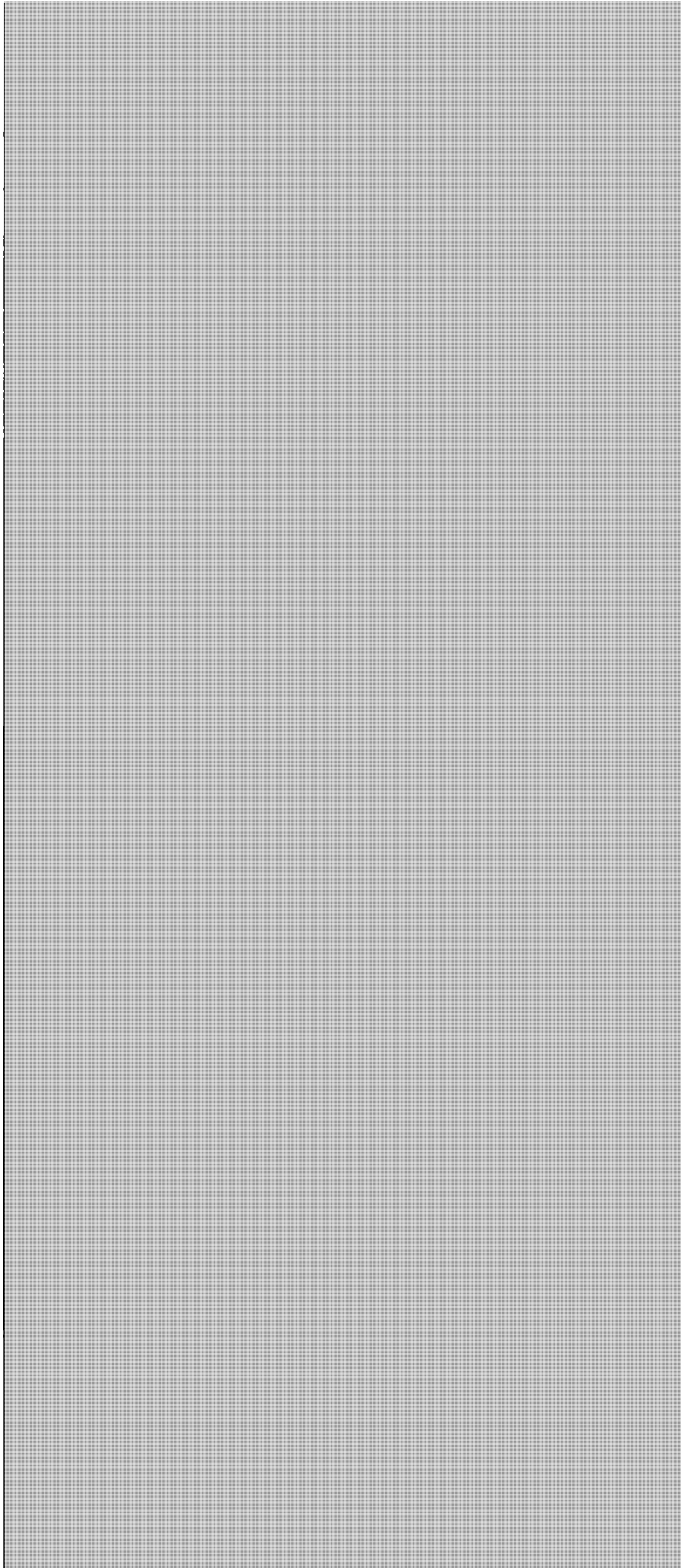
s.19(1)

s.20(1)(c)

	TORONTO	Ontario
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	Toronto	Ontario
	Ottawa	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Ottawa	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	markham	Ontario
	MARKHAM	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Markham	Ontario
	Richmond	British Columbia
	Markham	Ontario
	Toronto	Ontario
	Ottawa	Ontario
	Toronto	Ontario
	Markham	Ontario
	Calgary	Alberta
	North York	Ontario
	North York	Ontario
	Vancouver	British Columbia
	Toronto	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)



Toronto	Ontario
Winnipeg	Manitoba
Winnipeg	Manitoba
MOntreal	Quebec
Montreal	Quebec
Montreal	Quebec
Kingsville	Ontario
Toronto	Ontario
Guelph	Ontario
San Francisco	California
Toronto	Ontario
Markham	Ontario
Toronto	Ontario
Toronto	Ontario
Montreal	Quebec
Mississauga	Ontario
Toronto	Ontario
Waterloo	Ontario
Niagara-on-the-lake	Ontario
Ottawa	Ontario
Toronto ON	Ontario
Toronto	Ontario
Toronto	Ontario
oakville	Ontario
Kakabeka Falls	Ontario
Montreal	Quebec
Moncton	New Brunswick
Wheatley	Ontario
Mississauga	Ontario
Toronto	Ontario
Ile Bizard	Quebec
North Wiltshire	Prince Edward Island
Guelph	Ontario
Montreal	Quebec
TORONTO	Ontario
Milton	Ontario
Richmond Hill	Ontario
Calgary	Alberta
Calgary	Alberta

s.19(1)

s.20(1)(c)

	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Calgary	Alberta
	Calgary	Alberta
	Vancouver	British Columbia
	Toronto	Ontario
	Mississauga	Ontario
	Hicksville	New York
	Hicksville	New York
	Mississauga	Ontario
	Toronto	Ontario
	Markham	Ontario
	Mississauga	Ontario
	Markham	Ontario
	Toronto	Ontario
	Maple Ridge	British Columbia
	Langley BC	British Columbia
	Stoney Creek	Ontario
	Brantofrd	Ontario
	St. John's	Newfoundland and Labrador
	Toronto	Ontario
	Mississauga	Ontario
	Richmond	British Columbia
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Stouffville	Ontario
	Scarborough	Ontario
	oakville	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Niagara-on-the-Lake	Ontario
	TORONTO	Ontario

s.19(1)

s.20(1)(c)

	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Montréal	Quebec
	Toronto	Ontario
	Toronto	Ontario
	Toronto ON	Ontario
	Toronto ON	Ontario
	Richmond Hill	Ontario
	Markham	Ontario
	Stouffville	Ontario
	Stouffville	Ontario
	Peterborough	Ontario
	Thornhill	Ontario
	Peterborough	Ontario
	Thornhill	Ontario
	TORONTO	Ontario
	Markham	Ontario
	Toronto	Ontario
	richmond hill	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	Toronto	Ontario
	natick	Massachusetts
	MARKHAM	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	niagara-on-the-lake	Ontario
	Toronto	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Toronto	Ontario
	Shediac	New Brunswick
	Shediac	New Brunswick

s.19(1)

s.20(1)(c)

	Kitchener	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Newcastle	Ontario
	Richmood hill	Ontario
	Stouffville	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	HAMILTON	Ontario
	Markham	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	UNIONVILLE	Ontario
	Toronto	Ontario
	calgary	Alberta
	Milton	Ontario
	Brampton	Ontario
	Windsor	Ontario
	Regina	Saskatchewan
	toronto	Ontario
	North York	Ontario
	Toronto	Ontario
	Guelph	Ontario
	Toronto ON	Ontario
	Maple	Ontario
	Toronto	Ontario
	TORONTO	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Thornhill	Ontario
	Markham	Ontario
	Kitchener	Ontario
	Ottawa	Ontario
	markham	Ontario

s.19(1)

s.20(1)(c)

	Oakville	Ontario
	Winnipeg	Manitoba
	Winnipeg	Manitoba
	Toronto	Ontario
	Toronto, ON	Ontario
	Toronto ON	Ontario
	Montreal	Quebec
	Guelph	Ontario
	Mississauga	Ontario
	Xi'an	Shaanxi
	Winnipeg	Manitoba
	King of Prussia	Pennsylvania
	toronto	Ontario
	Ottawa	Ontario
	Taiyuan	Shanxi
	taiyuan	Shanxi
	Taiyuan City	Shanxi
	TAIYUAN	Shaanxi
	Richmond Hill	Ontario
	Thornhill	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Markham	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Foshan	Guangdong
	Montreal	Quebec
	north york	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

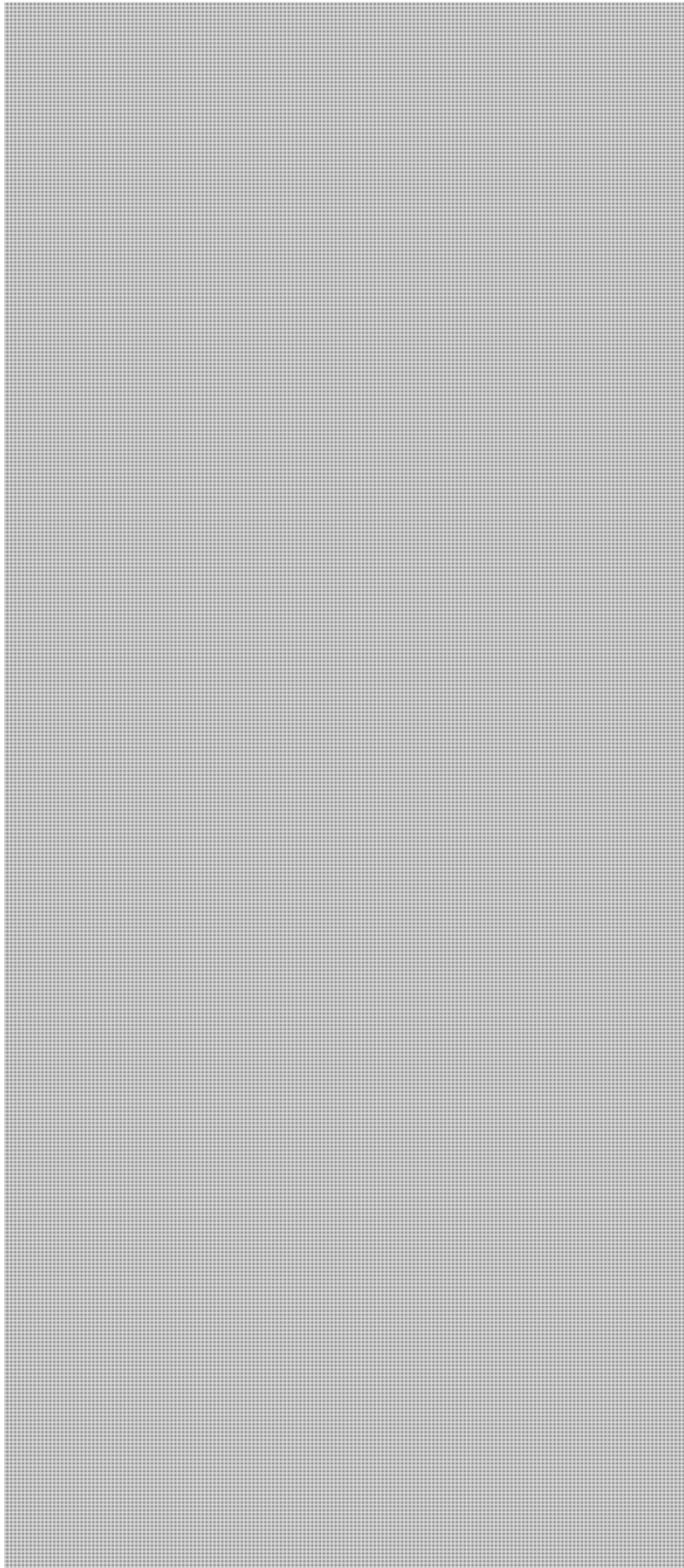
	Toronto	Ontario
	Toronto	Ontario
	North York	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Stouffville	Ontario
	Windsor	Ontario
	Toronto	Ontario
	Lachine	Quebec
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	WINNIPEG	Manitoba
	WINNIPEG	Manitoba
	Toronto	Ontario
	Keremeos	British Columbia
	Concord	Ontario
	SURREY	British Columbia
	New Westminster	British Columbia
	Oakville	Ontario
	Concord	Ontario
	ILe Bizard	Quebec
	Vancouver	British Columbia
	Vancouver	British Columbia
	Vancouver	British Columbia
	Vancouver	British Columbia
	Nobel	Ontario
	Vancouver	British Columbia
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	WOODBIDGE	Ontario
	Toronto	Ontario
	Ottawa	Ontario
	markham	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

	Maple	Ontario
	Markham	Ontario
	Markham	Ontario
	Oakville	Ontario
	Toronto	Ontario
	Nepean	Ontario
	St. Catharines	Ontario
	Chesterfield	Missouri
	Kitchener	Ontario
	Scarborough	Ontario
	Mississauga	Ontario
	Southampton	Bermuda
	King City	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	TORONTO	Ontario
	Calgary	Alberta
	richmond hill	Ontario
	Toronto ON	Ontario
	Winnipeg	Manitoba
	New York	New York
	Toronto	Ontario
	Toronto	Ontario
	Truro	Nova Scotia
	Dartmouth	Nova Scotia
	Maple	Ontario
	Niagara Falls	Ontario
	Burnaby	British Columbia
	Ancaster	Ontario
	Don Mills	Ontario
	Toronto	Ontario
	Lions Bay	British Columbia
	Niagara-on-the-Lake	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond	British Columbia
	North York	Ontario
	North York	Ontario
	BRAMPTON	Ontario

s.19(1)
s.20(1)(c)



Charlottetown	Prince Edward Island
Regina	Saskatchewan
Halifax	Nova Scotia
HALIFAX	Nova Scotia
Toronto	Ontario
Chicago	Illinois
CHICAGO	Illinois
Mississauga	Ontario
Toronto	Ontario
Surrey	British Columbia
Kitchener	Ontario
Kitchener	Ontario
Mississauga	Ontario
toronto	Ontario
toronto	Ontario
Toronto	Ontario
Markham	Ontario
Toronto	Ontario
Richmond Hill	Ontario
Vancouver	British Columbia
Newmarket	Ontario
Guelph	Ontario
Markham	Ontario
Markham	Ontario
Toronto	Ontario
Mississauga	Ontario
TORONTO	Ontario
11111111	Florida
Markham	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto	Ontario
Toronto ON	Ontario
North York	Ontario
Toronto	Ontario
st.catharines	Ontario
Toronto	Ontario

s.19(1)

s.20(1)(c)

	Toronto	Ontario
	SAINT-LAURENT	Quebec
	North York	Ontario
	Markham	Ontario
	Laval	Quebec
	Mississauga,	Ontario
	Oakville	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Winnipeg	Manitoba
	Toronto	Ontario
	Toronto	Ontario
	Pickering	Ontario
	Richmond Hill	Ontario
	North york	Ontario
	North York	Ontario
	Penticton	British Columbia
	SAINTE-CATHERINE	Quebec
	Richmond hill	Ontario
	Fredericton	New Brunswick
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	richmond	British Columbia
	richmond	British Columbia
	Richmond Hill	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Kitchener	Ontario
	Brampton	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Miami	Florida
	Miami	Florida
	Brampton	Ontario
	Troy	Michigan

s.19(1)

s.20(1)(c)

	Troy	Michigan
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Calgary	Alberta
	Calgary	Alberta
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Blue Mountains	Ontario
	Hamilton	Ontario
	Toronto	Ontario
	North York	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Waterloo	Ontario
	North York	Ontario
	North York	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Richmond Hill	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Markham	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Markham	Ontario
	Markham	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Livingston	New Jersey
	North York	Ontario
	North York	Quebec
	Vaughan	Ontario
	Toronto	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Markham	Ontario
	Toronto	Ontario
	TORONTO	Ontario
	Brampton	Ontario
	LLOYDMINSTER	Alberta
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Montréal	Quebec
	Montréal	Quebec
	Oakville	Ontario
	Oakville	Ontario
	Markham	Ontario
	Dearborn	Michigan
	Toronto	Ontario
	Toronto	Ontario
	Montreal	Quebec
	Richmond Hill	Ontario
	woodbridge	Ontario
	woodbridge	Ontario
	Richmond Hill	Ontario
	North York	Ontario
	Montreal	Quebec
	Mississauga	Ontario
	Mississauga	Ontario
	Sarnia	Ontario
	Sarnia	Ontario
	Blacks Harbour	New Brunswick
	Blacks Harbour	New Brunswick
	North York	Ontario
	Coquitlam	British Columbia
	Coquitlam	British Columbia
	Stoney Creek	Ontario
	Toronto	Ontario
	Markham	Ontario

s.19(1)

s.20(1)(c)

	Sherbrooke	Quebec
	Barrie	Ontario
	Barrie	Ontario
	Barrie	Ontario
	Barrie	Ontario
	Toronto	Ontario
	Toronto	Ontario
	dartmouth	Nova Scotia
	Whitby	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Newmarket	Ontario
	Claremont	California
	North Vancouver	British Columbia
	Toronto	Ontario
	Toronto	Ontario
	toronto	Ontario
	Richmond Hil	Ontario
	Toronto	Ontario
	Newmarket	Ontario
	Newmarket	Ontario
	Newmarket	Ontario
	Edmonton	Alberta
	Edmonton	Alberta
	North York	Ontario
	Toronto	Ontario
	Guelph	Ontario
	Guelph	Ontario
	Guelph	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Toronto	Ontario
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	Toronto	Ontario
	Maple	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Mississauga	Ontario

s.19(1)

s.20(1)(c)

	Mississauga	Ontario
	TORONTO	Ontario
	Oakville	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	Windsor	Ontario
	Windsor	Ontario
	Windsor	Ontario
	Vancouver	British Columbia
	scarborough	Ontario
	Toronto	Ontario
	Woodbidge	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Kingston	Ontario
	TORONTO	Ontario
	Richmond Hill	Ontario
	BROSSARD	Quebec
	Stoney Creek	Ontario
	Markham	Ontario
	scarborough	Ontario
	London	Ontario
	London	Ontario
	vancouver	British Columbia
	Richmond	British Columbia
	Richmond	British Columbia

s.19(1)
s.20(1)(c)

	Calgary	Alberta
	Mississauga	Ontario
	Markham	Ontario
	BORTH BERGEN	New Jersey
	Caledon	Ontario
	Scarborough	Ontario
	Scarborough	Ontario
	Montreal	Quebec
	Mississauga	Ontario
	Toronto	Ontario
	Richmond hill	Ontario
	Mississauga	Ontario
	Oro-Medonte	Ontario
	La Prairie	Quebec
	NORTH YORK	Ontario
	Richmond Hill	Ontario
	king city	Ontario
	Markham	Ontario
	TORONTO	Ontario
	Laval	Quebec
	mississauga	Ontario
	HAMITON	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	mississauga	Ontario
	Toronto	Ontario
	North York	Ontario
	Maple	Ontario
	misissauga	Ontario
	misissauga	Ontario
	markham	Ontario
	markham	Ontario
	Vancouver	British Columbia
	Vancouver	British Columbia
	Boucherville	Quebec
	Toronto	Ontario
	Mississauga,	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond hill	Ontario
	Richmond hill	Ontario
	Toronto	Ontario
	Ma Wan	Hong Kong

s.19(1)

s.20(1)(c)

	Ma Wan	Hong Kong
	Toronto	Ontario
	Verdun	Quebec
	Verdun	Quebec
	London	Ontario
	Windsor	Ontario
	Shanghai	Shanghai
	Shanghai	Shanghai
	Toronto	Ontario
	Markham	Ontario
	Toronto	Ontario
	Burnaby	British Columbia
	Tonawanda	New York
	Tonawanda	New York
	Scarborough	Ontario
	Scarborough	Ontario
	Scarborough	Ontario
	Scarborough	Ontario
	MacNutt	Saskatchewan
	Richmond hill	Ontario
	London	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Calgary	Alberta
	Mississauga	Ontario
	North York	Ontario
	TORONTO	Ontario
	North York	Ontario
	Mississauga	Ontario
	Toronto	Ontario
	toronto	Ontario
	St. John's	Newfoundland and Labrador
	MISSISSAUGA	Ontario
	Toronto	Ontario
	Scarborough	Ontario
	Scarborough	Ontario
	Montreal	Quebec
	Waterloo	Ontario
	Waterloo	Ontario

s.19(1)

s.20(1)(c)

	Bromont	Quebec
	Bromont	Quebec
	ST CATHARINES	Ontario
	St Catharines	Ontario
	Niagara Falls	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Montreal	Quebec
	goffs	Nova Scotia
	Goffs	Nova Scotia
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Hamilton	Ontario
	Newmarket	Ontario
	Toronto	Ontario
	Toronto	Ontario
	North York	Ontario
	EDMONTON	Alberta
	Tornoto	Ontario
	Markham	Ontario
	Burnaby	British Columbia
	calgary	Alberta
	Calgary	Alberta
	st. catharines	Ontario
	Markham	Ontario
	Markham	Ontario
	Thornhill	Ontario
	Thornhill	Ontario
	toronto	Ontario
	Richmond Hill	Ontario
	Skillman	New Jersey
	MAKRHAM	Ontario
	Toronto	Ontario

s.19(1)

s.20(1)(c)

	King City	Ontario
	Tianjin	Tianjin
	Hamilton	Ontario
	Toronto	Ontario
	Toronto	Ontario
	North York	Ontario
	Montreal	Quebec
	Hamilton	Ontario
	VAughan	Ontario
	VAughan	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Toronto	Ontario
	Cambridge	Ontario
	Lords Cove	New Brunswick
	Lords Cove	New Brunswick
	Richmond Hill	Ontario
	Toronto	Ontario
	MARKHAM	Ontario
	Montreal	Quebec
	Baoshan	Yunnan
	Oakville	Ontario
	Toronto	Ontario
	Mississauga	Ontario
	toronto	Ontario
	Richmond Hill	Ontario
	Richmond Hill	Ontario
	Markham	Ontario
	North York	Ontario
	Mississuga	Ontario
	North York	Ontario
	toronto	Ontario

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	Toronto	Ontario
	Ottawa	Ontario
	Stoney Creek	Ontario
	Toronto	Ontario
	Stouffville	Ontario
	toronto	Ontario
	NORTH YORK	Ontario
	Monteal	Quebec
	Montreal	Quebec
	Toronto	Ontario
	Toronto	Ontario
	Oakville	Ontario
	oakville	Ontario
	Markham	Ontario
	Markham	Ontario
	Stouffvilke	Ontario
	North York	Ontario

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Schmidt, Leah Madelaine -ROPAC -TD

From: Epp, Weldon -SHNGI -HOM/CDM
Sent: February-05-18 2:17 AM
To: Campbell, Ailish -BFM; Reynolds, Tracy -BBI
Cc: Wilkie, Christopher -BBD; Dube, Annie -BBR; Taylor, Sarah -OPD; Murphy, Dave -BEJING -TD; Danagher, Michael -BSD; Hansen, Christian -ROPAC -TD; Sia, Joselito -SHNGI -GR; Baerg, Ryan -SHNGI -TD; Laflamme, Martin -BEJING -PA; Kane, Lee -BEJING -TD; Steil, Shawn -POL; Berlet, Stephanie -BBH
Subject: RE: Creative / PCH Mission to China
Attachments: China Trade Mission - List of Selected Companies - finalJan19.xlsx

Hi Ailish, Trace.

In advance of your call with PCH, some additional background and thoughts. For starters, quite simply, this mission is a priority for SHNGI and China more generally.

As you might remember the GCN was provided an incremental "hybrid" FTE from PCH/GAC for this sector, given to the SHNGI team, to strengthen our joint TCS-FPDS team. When I last saw you I provided a copy of early work, the "Snapshot of China's Creative Industries" guide, which has received positive feedback. So the upcoming mission will be another important milestone in the work of this newly strengthened team and its growing client base.

You may also recall that we supported a successful visit here (as did BEJING up north) by Min. Joly and DM Flack a year ago. Since then our team has logged considerable KPIs in that sub-sector even as it builds its networks and expertise. Finally, we've recently had two very positive business delegations in the creative sector come through SHNGI (Alberta Film Industry Assoc. del; QC Premier Couillard's mission included more than 40 creative sector firms), with strong results and good visibility.

and some of their delegates are coming back with Min. Joly. All this to say, the Minister and her team reasonably have high expectations for what appears to be an ambitious visit planned for this April. We like ambition, but also need to manage expectations.

Plenty of intensive planning is already well underway. Below is a sitrep to compliment what Trace and Chris can provide you. And then I've flagged a few concerns and planning issues we are seeing at this time, should you wish to raise them on our behalf with PCH.

Sitrep:

- teams from SHNGI, BEJING and PCH have had extensive discussions on the visit. PCH visited Beijing and Shanghai last fall, did site visits, and met some potential local service delivery partners.
- briefly, GCN's early advice was that a creative trade mission focus on one or two sub-sectors, not the whole waterfront. That advice was not taken – bygones: we're all keenly preparing for a much more ambitious vision with all its opportunities and complications! The vision is to bring everyone from book-sellers and VR venders together with ballet companies and museum/gallery managers to China. For now, the plan is for 2-3 cities (Hangzhou the possible), serving all these sub-sectors in all stops.
- FYI in the case of SHNGI, we are confident in our internal capacity to deliver services in *two of the subsectors* (film and digital (gaming etc)) and have growing networks and modest experience, but less commercial per se, in the performing arts sector and museums.
- to manage the complexity PCH has decided to contract significant elements of the mission out and identified significant funding to support the mission.

- at PCH's request SHNGI has provided extensive advice on the statement of work for major contract PCH hopes to sign with a China based service provider (or providers). FYI our input focussed on ensuring the contractor's scope of work focusses on work the TCS doesn't need to do (logistics, rsvp'ing, producing del member directories etc), rather than on work we can, inevitably will, and want to do. I think we're getting there. Our final input into this contract goes forward to PCH today separately – I'll flip the message to you, Trace and Chris once it hits my inbox.
- currently teams are stepping up the pace to bi-weekly conference calls; BEJING/Kane/Laflame were also just in Ottawa and met PCH;
- SHNGI has separately met heads of both the Commerce and Cultural Bureaus of Shanghai (equivalent to provincial departments) in recent weeks to reinforce the importance of Joly's approaching visit. It jives well with a recently launched creative industry vision by the city of Shanghai. I spoke with the Mayor about this during QC Premier's visit as well.
- SHNGI used the recent AB mission to test out the capacity of new local industry associations, to good effect. That mission was a success, and we have stronger local networks for it. Similarly, we worked closely with QC to help them deliver recent objectives during their Premier's visit. In both cases, there are some commercial opportunities being pursued, and as you can imagine our instinct is to – if possible – offer the platform of the April visit to push these forward where appropriate. A watching file for us for now.
- PCH has shared with BEJING and SHNGI a list of companies that have been invited to participate in the business delegation. We provided advice on how a delegation might be formed, but had no input into this list or the criteria which formed it (more below).

Themes/concerns you may wish to raise:

- **Biz del selection/composition:** we're waiting for background or talking points from PCH to help communicate to companies why they were not included in the business delegation. This is becoming an issue already. Companies are asking us. ██████████ conveyed his disappointment in this regard, as several of the firms that recently came with their provincial film mission hoped to return with the minister in April to push deals forward. We anticipate more such feedback. Not everyone can be included, not everyone happy, but it helps us to have PCH's communication strategy on this.
- **Biz del "A" and "B" differentiation.** The list PCH developed include firms from similar sectors, triaged into two different categories of service (see attached). ██████████ in list A (full service) and ██████████ in list B (doesn't include B2B services). Even if this was at the firms' request, this complicates things for our teams on the ground when it comes to delivery. But we really have no idea how A/B was created and whether company expectations are in line.
- Still on the biz del: our own view is that there should be a safety valve allowing companies already active in the market, who may not be on the delegation list but who have real deals to sign or celebrate, to be appropriately incorporated (eg. signing ceremony, receptions). We've shared this view with PCH, but remain unclear on most aspects of their selection of the business del.
- **Signings:** if PCH hopes for the minister to witness signings during this mission they need to make that decision soon and engage folks in the TCS (at HQ, us at missions too) on this expectation, as we have some experience in managing this. It needs vetting, and that needs lead time and a common approach.
- **Branding Canada ambitions?** Building on our approach with Min. Joly last January which included VR demos and two performing groups at a large reception, and with an eye on the even more ambitious showcase Quebec just delivered during Couillard's mission, we will soon need a clearer sense of the Minister's ambitions in terms of branding type activities, either through public events/performances, media work etc. I.e., above and beyond B2Bs and company site visits. We have inserted language for such a possibility into our advice to PCH on the statement of work for the draft contract, as we need to be realistic about how much of this we can deliver on our own.

Two final general points. First, we welcome your commitment to this mission and indication that, if needed, we (BEJING and SHNGI) might be able to benefit from some support from HQ-based trade commissioners. We can pick that discussion up in the coming weeks. I would simply flag, from my creative sector outreach in October, that I found impressively deep expertise in both the Toronto and Vancouver ROs. I'm not making a specific pitch, but it could be

valuable to consider including some of them in discussions of possible support from Cda, if and when we get to that point.

Second, in past discussion with DM Flack (last Jan., then again when OPC and I called on PCH last June), he has consistently conveyed his vision that PCH will not recreate a "mini TCS for creative industries" within PCH, that he gets the TCS' value added and wants PCH to work closely with GAC to leverage comparative advantages. Hence for the additional positions abroad (one FTE in SHNGI) they provided funds, we hired an LES trade commissioner locally. Seems sensible, and I trust it remains their approach.

Apologies for the length and detail, but I hope it helps ahead of your call with PCH.

Best.

Weldon

(Consulted: SHNGI Sia/Baerg; BEJING Murphy (last week...))

From: Campbell, Ailish -BFM

Sent: February-03-18 11:17 PM

To: Reynolds, Tracy -BBI

Cc: Wilkie, Christopher -BBD; Dube, Annie -BBR; Taylor, Sarah -OPD; Murphy, Dave -BEJING -TD; Epp, Weldon -SHNGI -HOM/CDM; Danagher, Michael -BSD; Hansen, Christian -ROPAC -TD

Subject: Re: Creative / PCH Mission to China

Thanks for this, Trace.

We really need to support PCH in these efforts. The two DMs (Tim & Graham) have spoken as have the Ministers.

I strongly support us sending additional support from HQ as needed.

It does puzzle me that PCH is choosing to create this capacity in house at PCH instead of partnering with us and sending officers from PCH to work in an embedded model with experienced Trade Commissioners.

Let's see how this China visit goes. And then we may have advice for Tim & Graham.

Ailish Campbell

Chief Trade Commissioner / Déléguée commerciale en chef

Assistant Deputy Minister / Sous-ministre adjointe

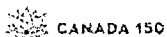
Ailish.campbell@international.gc.ca

Telephone / Téléphone: [343-203-1875](tel:343-203-1875)

Global Affairs Canada / Affaires mondiales Canada

125 Sussex Drive / 125 promenade Sussex

Ottawa, ON K1A 0G2



On Feb 3, 2018, at 9:45 AM, Reynolds, Tracy -BBI <Tracy.Reynolds@international.gc.ca> wrote:

I had a good discussion with Jean-Stephan on Friday at the Canada-China Creative Industries Dialogue just prior to speaking on a panel about the TCS. He recently joined PCH from CBSA where he worked on a number of China related files.

We have a lot of information on the Trade Mission that we can provide on Monday, and have been coaching PCH on best practices, stepping in to facilitate engagement with our ROs when required (essentially managing expectations about what can and what cannot be done by them), and providing support to PCH when appropriate.

PCH has experienced a few bumps in the process and recognises now that it needs to focus on the trade mission after having been tied up with the incoming Chinese visit that just wrapped up.

We have been discussing the option of having Elena Pesut from BBI accompany the delegation to provide extra support to PCH as it staffs up and begins to find its footing.

Trace

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Wilkie, Christopher -BBD
Sent: Saturday, February 3, 2018 9:14 AM
To: Campbell, Ailish -BFM; Dube, Annie -BBR; Reynolds, Tracy -BBI; Taylor, Sarah -OPD; Murphy, Dave -BEJING -TD; Epp, Weldon -SHNGI -HOM/CDM; Desmarteau, Andrea -BBI
Cc: McDonald, Margaux -BFM; Azahar, Hazel -BFM
Subject: Re: Creative / PCH Mission to China

OK - will liaise with PCH as well.

Sarah: let's chat Monday am; grateful SHNGI and BEJING copy Sarah, me, Tracy Reynolds, and Andrea Desmarteau on relevant material in the meantime.

Thanks all,

Chris

Sent from my BlackBerry 10 smartphone on the Rogers network.

From: Campbell, Ailish -BFM
Sent: Saturday, February 3, 2018 8:40 AM
To: Wilkie, Christopher -BBD; Dube, Annie -BBR; Reynolds, Tracy -BBI; Taylor, Sarah -OPD; Murphy, Dave -BEJING -TD; Epp, Weldon -SHNGI -HOM/CDM
Cc: McDonald, Margaux -BFM; Azahar, Hazel -BFM
Subject: Creative / PCH Mission to China

Hi - Can Chris W and the creative team please coordinate material? For Monday noon. Thanks

Just off the shelf material Monday. No need for weekend work.

Jean-Stéphen Piché – ADM, Strategic Policy, Planning and Corporate Affairs – Canadian Heritage wants to have a phone call with you, to discuss about the Trade Mission to China. **Will you need any materials?**

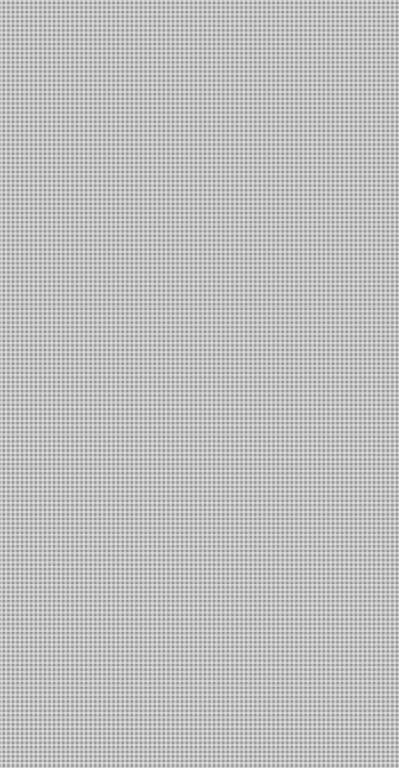

Ailish Campbell
Chief Trade Commissioner / Déléguée commerciale en chef
Assistant Deputy Minister / Sous-ministre adjointe
Ailish.campbell@international.gc.ca
Telephone / Téléphone: 343-203-1875
Global Affairs Canada / Affaires mondiales Canada
125 Sussex Drive / 125 promenade Sussex
Ottawa, ON K1A 0G2



2018 Creative Industrie Trade Mission to China
Delegates not supported with b2b program

Name of Company/Org	Province	Sector	Summary of Submission
	NS, ON, BC	Audiovisual	
	ON	Audiovisual	
	ON	Audiovisual; Gaming & VR/AR	

s.20(1)(c)

Name of Company/Org	Province	Sector	Summary of Submission
	BC	Audiovisual	
	ON	Audiovisual	

Name of Company/Org	Province	Sector	Summary of Submission
	ON	Audiovisual	
	BC	Audiovisual	
	N/A	Digital Content/ Museums	
	ON	Digital Content/ Museums	

s.20(1)(c)

Name of Company/Org	Province	Sector	Summary of Submission	
	ON	Digital Content/ Museums		
	ON	Digital Content/ Museums		
	MB	Performing Arts		

s.20(1)(c)

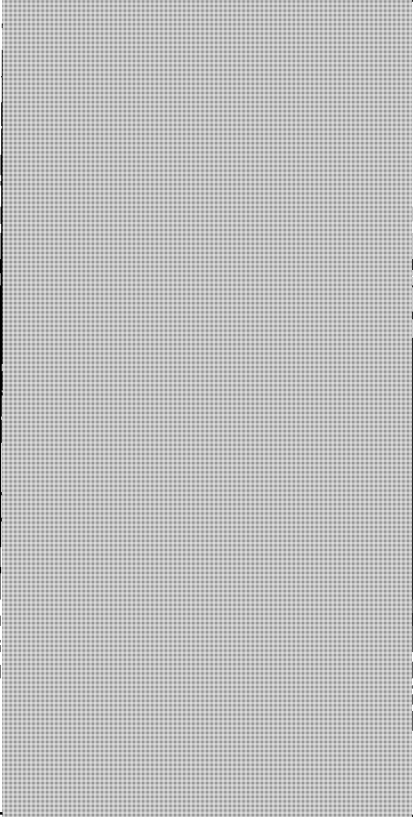
Name of Company/Org	Province	Sector	Summary of Submission
	ON	Performing Arts	
	QC	Performing Arts	
	BC	Digital Content/ Museums	
	ON	Audiovisual	

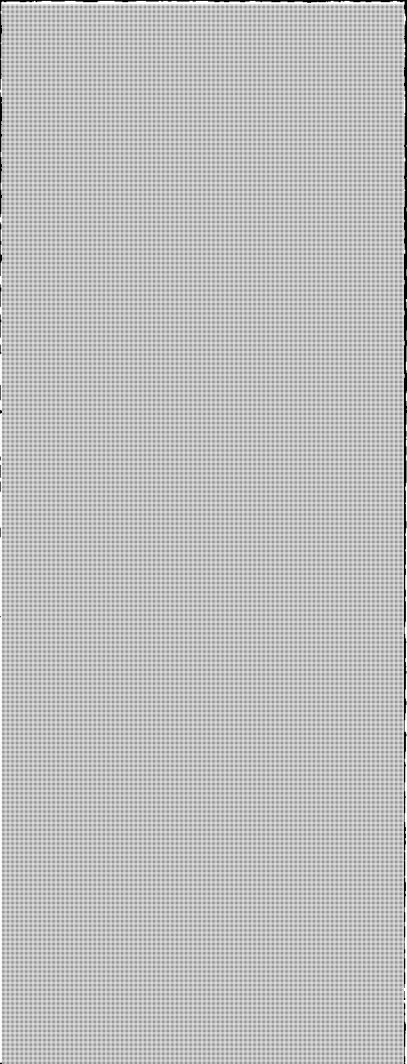
s.20(1)(c)

Name of Company/Org	Province	Sector	Summary of Submission
[Redacted]	BC	Provincial Govt or org.	[Redacted]
	QC	Audiovisual	
	ON	Digital Content/ Museums	
	QC	Performing Arts	

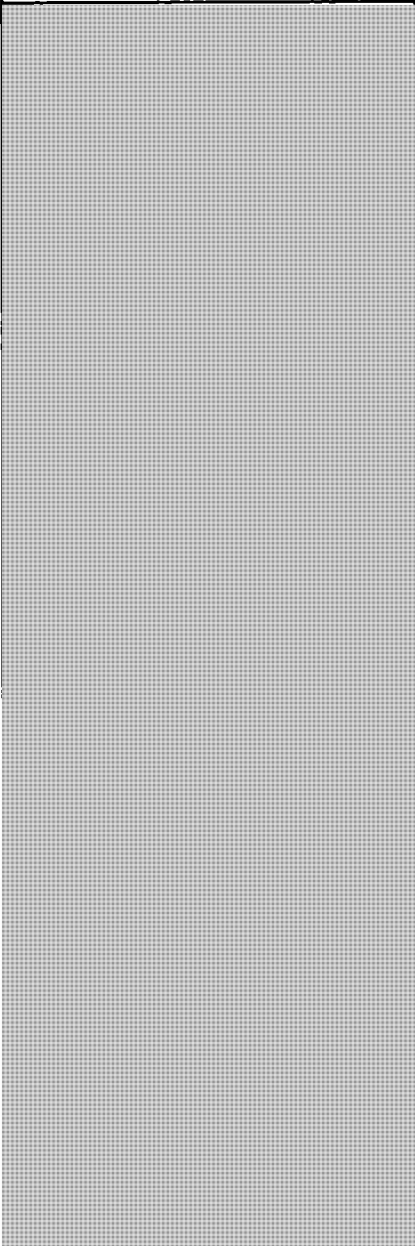
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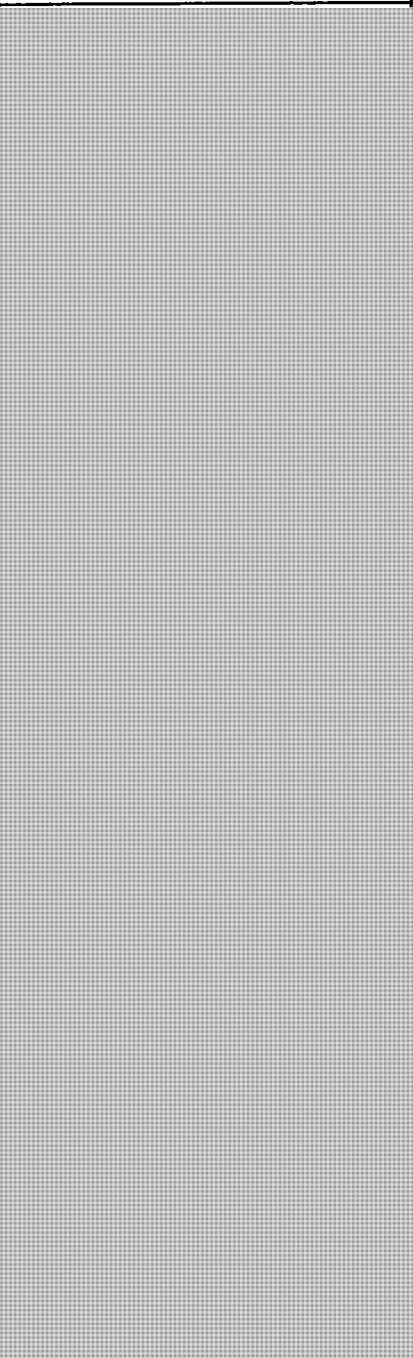
**2018 Creati
List of Selected Companies for**

Name of Company/Org/Individual	Province	Sector
	AB	Audiovisual
	QC	Audiovisual

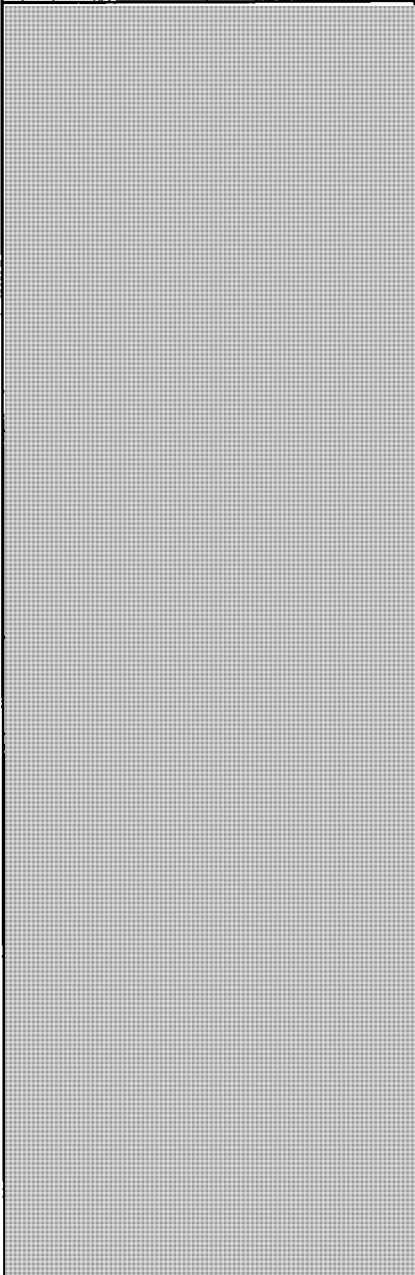
Name of Company/Org/Individual	Province	Sector
	BC	Audiovisual
	AB	Audiovisual

s.20(1)(c)

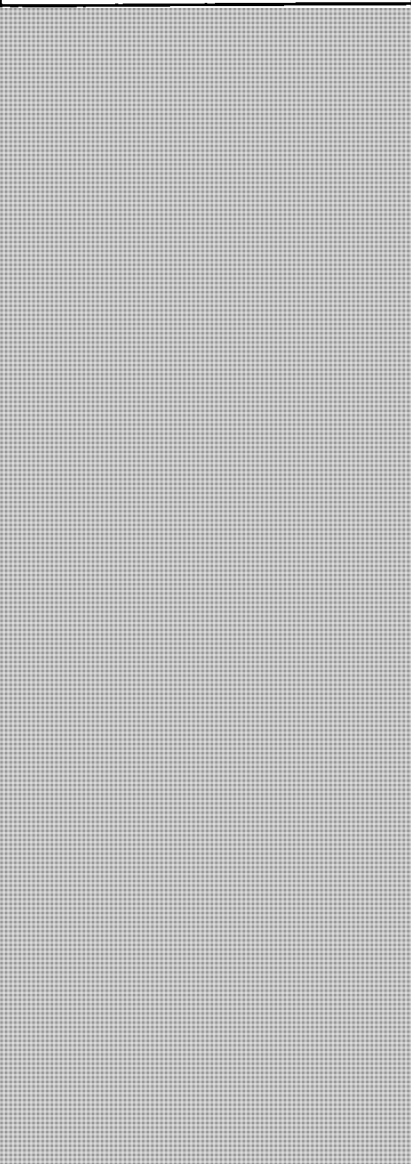
Name of Company/Org/Individual	Province	Sector
	BC	Audiovisual
	MB	Audiovisual
	ON	Audiovisual
	QC	Audiovisual

Name of Company/Org/Individual	Province	Sector
	SK	Audiovisual
	ON	Audiovisual
	QC	Audiovisual

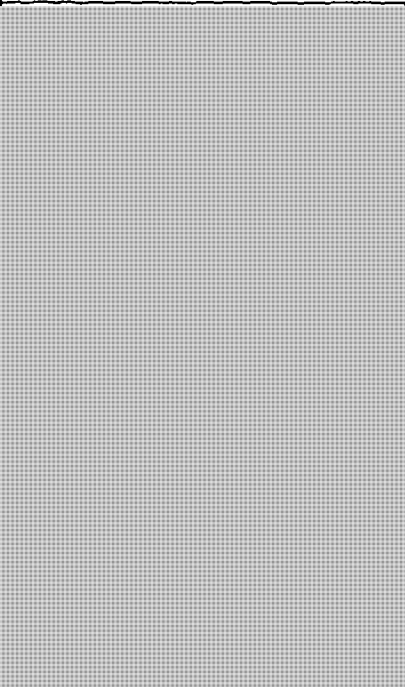
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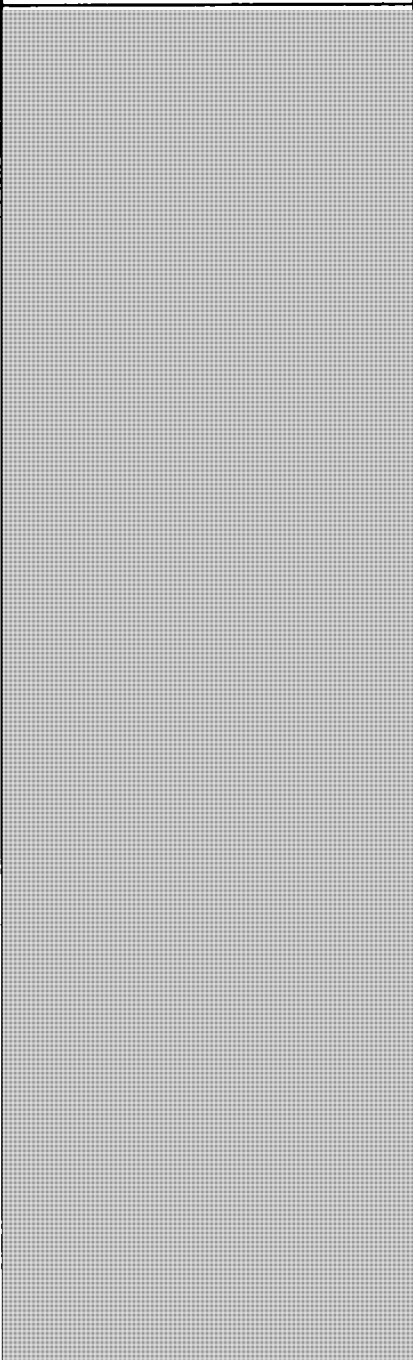
Name of Company/Org/Individual	Province	Sector
	QC	Audiovisual
	BC	Audiovisual
	ON	Books/Magazines
	ON	Books/Magazines
	BC, NS	Digital Content/ Museums

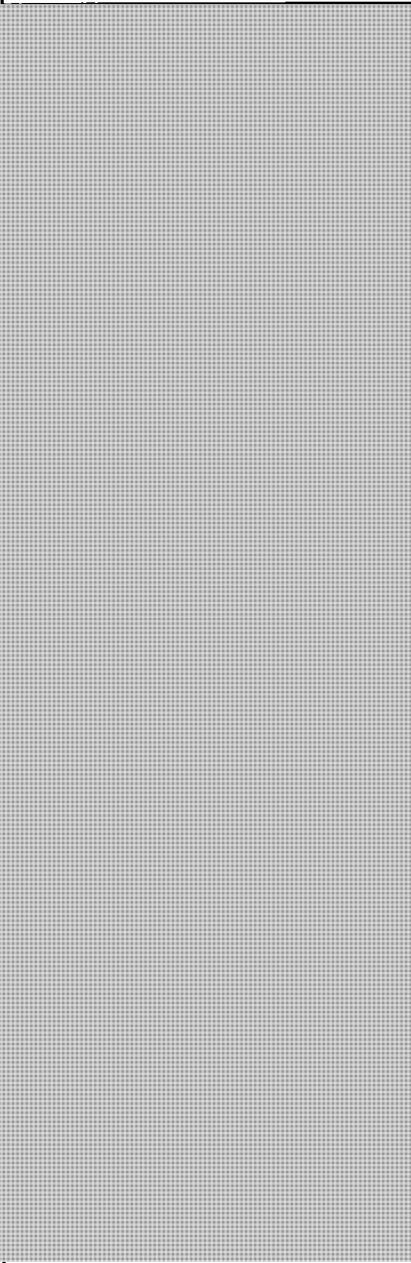
s.20(1)(c)

Name of Company/Org/Individual	Province	Sector
	BC	Digital Content/ Museums
	ON	Digital Content/ Museums
	ON	Digital Content/ Museums

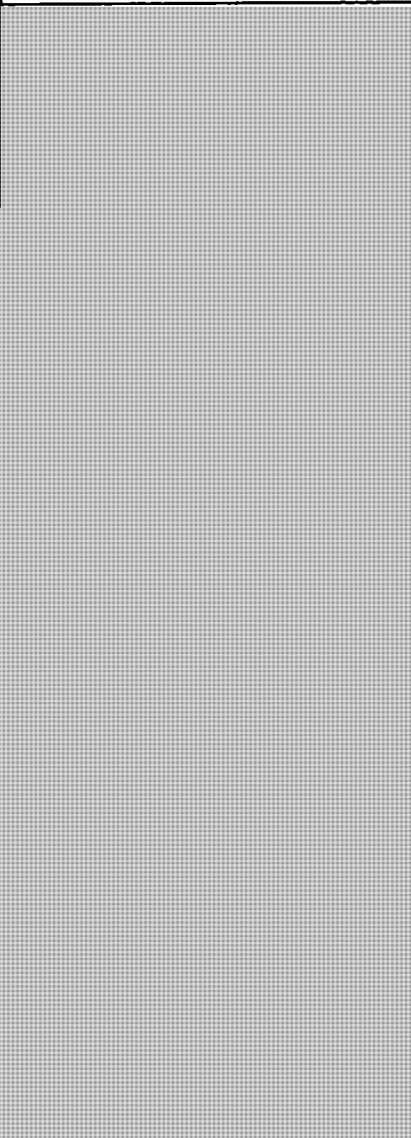
s.20(1)(c)

Name of Company/Org/Individual	Province	Sector
	QC	Digital Content/ Museums

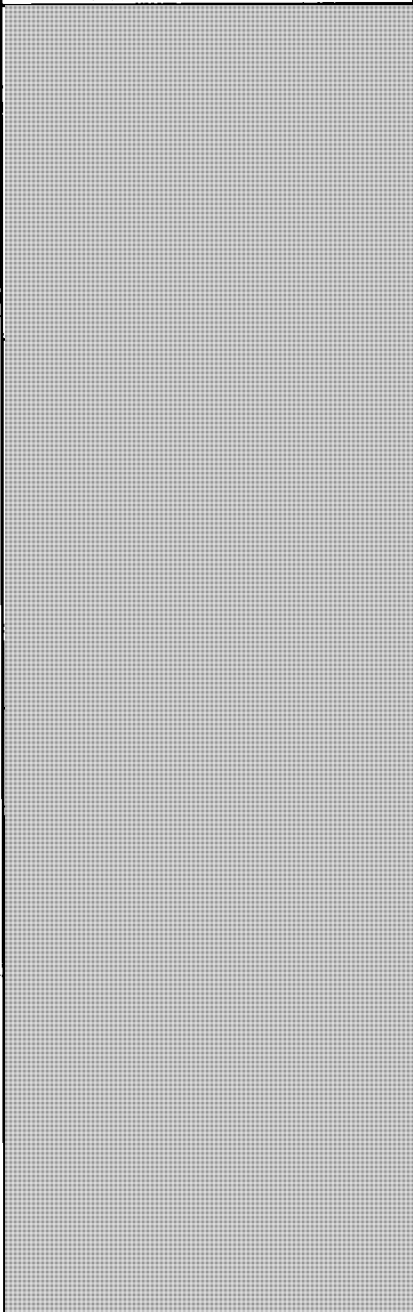
Name of Company/Org/Individual	Province	Sector
	QC	Digital Content/ Museums
	QC	Gaming & VR/AR
	BC	Gaming & VR/AR

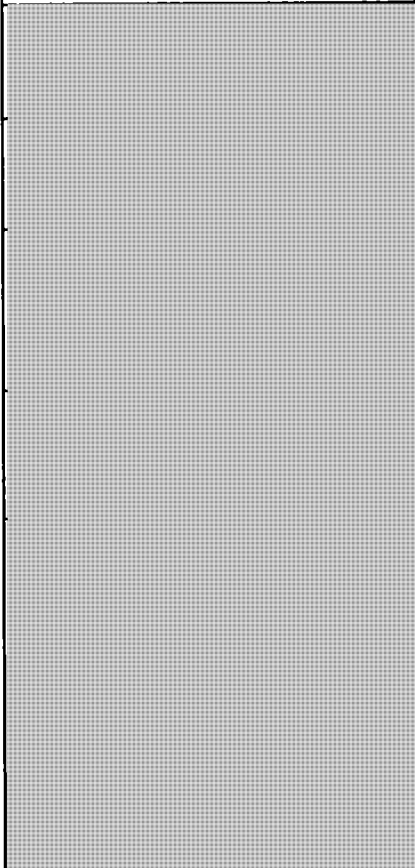
Name of Company/Org/Individual	Province	Sector
	ON	Gaming & VR/AR
	BC	Gaming & VR/AR
	ON	Music

s.20(1)(c)

Name of Company/Org/Individual	Province	Sector
	BC	Music
	QC	Performing Arts
	BC	Performing Arts
	ON	Performing Arts

s.20(1)(c)

Name of Company/Org/Individual	Province	Sector
	QC	Performing Arts
	NS	Performing Arts
	ON	Performing Arts

Name of Company/Org/Individual	Province	Sector
	QC	Performing Arts
	QC	Performing Arts
	QC	Performing Arts
	QC	Performing Arts
	NU	Performing Arts

Total: 38 companies

**Pages 541 to / à 547
are withheld pursuant to section
sont retenues en vertu de l'article**

20(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

Page 548

**is withheld pursuant to section
est retenue en vertu de l'article**

21(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

**Pages 549 to / à 552
are withheld pursuant to section
sont retenues en vertu de l'article**

20(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: April-03-18 8:45 PM
To: Hawkshaw, Fiona -ROPAC -TD
Subject: Fwd: USTR Publishes Proposed Section 301 Tariffs against China - WSHDC-5602
Attachments: image001.jpg

FYI

With regards,
Christian

Begin forwarded message:

From: "McKernan, Peter -WSHDC -TD" <Peter.McKernan@international.gc.ca>
Date: April 3, 2018 at 7:46:17 PM PDT
To: "Benjamin, Martin -NGM" <Martin.Benjamin@international.gc.ca>, "Verheul, Steve -TFM" <Steve.Verheul@international.gc.ca>, "Bobiash, Donald -OGM" <Donald.Bobiash@international.gc.ca>
Subject: USTR Publishes Proposed Section 301 Tariffs against China - WSHDC-5602

Earlier this evening, USTR announced a list of new proposed tariffs against China, as part of the Administration's Section 301 process involving Chinese intellectual property and technology transfer policies. The list spans 44 pages and 1300 tariff lines, and covers Chinese exports of approximately \$50 billion in value. Targeted products include engines and motor vehicles, industrial and agricultural machinery, steel and aluminum products, weapons, communications products, electrical equipment, health products, and weaponry. A tariff of 25 percent is proposed for all listed products.

The USTR notice setting out the list explicitly states that the covered products were selected with a view to identifying goods that benefit from Chinese industrial policies, including "Made in China 2025". Products identified as, "likely to cause disruptions to the U.S. economy, and tariff lines that are subject to legal or administrative constraints" were removed from consideration. The remaining products were ranked according to the likely impact on U.S. consumers, "based on available trade data involving alternative country sources for each product".

Next steps: USTR has requested written comments on the list by May 11, 2018, including comments as to whether specific products should be retained or removed, or whether products not currently on the list should be added. Comment is also invited on whether the tariff level should be increased beyond 25 percent, or whether it should apply to a higher value of imports. USTR has also requested that commenters address, "whether imposing increased duties on a particular product would be practicable or effective to obtain the elimination of China's [IPR and technology transfer] acts, policies, and practices; and whether maintaining or imposing additional duties on a particular product would cause disproportionate economic harm to U.S. interests, including small- or medium-size businesses and consumers."

On May 15, 2018, a public hearing will be held to discuss the proposed tariffs, with post-hearing comments due by May 22, 2018. Following conclusion of the consultation process, and related decision to proceed, Section 301 tariffs would be applied over and above any existing MFN tariffs or other duties applied on the Chinese products concerned. There are several products on the list that fall within the

scope of tariffs applied on steel and aluminum under the Section 232 (“national security”) process. For many of these tariff lines, imports from China will be subject to an MFN duty + countervailing/anti-dumping duties + the Section 232 tariff + the Section 301 tariff.

Reactions: following publication of the notice, the Chinese Embassy in Washington issued a statement saying the Administration’s “unilateralistic and protectionist action has gravely violated fundamental principles and values of the WTO. It serves neither China’s interest, nor [the] U.S. interest, even less the interest of the global economy. **As the Chinese saying goes, it is only polite to reciprocate.** The Chinese side will resort to the WTO dispute settlement mechanism and take corresponding measures of equal scale and strength against U.S. products in accordance with Chinese law. We hope that the U.S. side, with sense and long-term picture in mind, refrain from going further down the wrong path” [emphasis added].

Reactions from Congress and U.S. industry stakeholders are beginning to come in:

- A statement issued by House Ways & Means Committee Chairman Kevin Brady (R-TX) and Trade Subcommittee Chairman Dave Reichert (R-WA) registered support for taking action against China, but called into question the Administration’s plans to apply tariffs. Rep. Brady was quoted as saying, “China’s dishonest trade practices are hurting the American economy and costing thousands of jobs [...] I have urged the President to consult closely with U.S. job-creators to ensure we take an approach that punishes China, and not American workers”. Rep. Reichert said, “Any actions we take should address the problem and also protect the 40% of jobs in my home state that are tied to trade. As we have already seen, the threat of retaliation is real and the devastating consequences for Washington’s farmers, workers, and businesses must be avoided at all costs. With the Administration’s release of this list, the American public has the opportunity to provide input into the process and describe what tariffs on these goods would mean for them”.
- Former Senator Max Baucus, who currently serves as co-chairman of the lobby group Farmers for Free Trade, was quoted in a media report as saying, “American framers are watching this daily trade escalation closely, and they are worried”. Baucus noted that proposed tariffs on agricultural machinery inputs will raise costs for U.S. producers, and that “they will face new tariffs on their exports when China retaliates”.
- U.S. China Business Council President John Frisbie released a statement saying, “The American business community wants to see solutions to these problems, not just sanctions. China needs to substantially improve market access and competitive conditions [...], but unilateral tariffs may do more harm than good [...] We urge the two governments to engage in results-oriented dialogue”.
- The National Association of Manufacturers issued a statement saying, “Manufacturers agree with President Trump that China’s theft of American intellectual property and their use of unfair trade practices represent clear threats to manufacturers’ competitiveness [...] Tariffs are one proposed response, but they are likely to create new challenges in the form of significant added costs for manufacturers and American consumers [...] tariffs also run the risk of provoking China to take further destructive actions against American manufacturing workers [...]the end product must be a new, strategic approach that includes negotiating a fair, binding and enforceable rules-based trade agreement with China”.
- A similar statement was issued by the Business Roundtable: “the Business Roundtable agrees with the Administration’s concerns regarding China’s unfair trade practices, including theft of intellectual property, restrictions on foreign investment, and policies that foster unfair competition. But unilaterally imposing \$50 billion of new tariffs without a long-term strategy that leads to economic reforms in China will only hurt America’s businesses, workers, and families”.

- The National Retail Federation issued a press release saying “while we are relieved products such as clothing and shoes are not on the list, we remain concerned that other goods such as consumer electronics and home appliances are targets. And we believe that tariffs on certain machinery will make American-made products more expensive. This entire process creates uncertainty and makes it difficult for retail companies that must rely on complicated global supply chains”. Similarly, the Retail Industry Leaders Association tweeted, “Tariffs on everyday consumer products will hit American wallets, not Chinese technology violators.”

WSHDC will continue to monitor and report on subsequent developments.



Drafted/released: WSHDC/McKernan

Consulted: WSHDC/Goodge O'Brien

From: McKernan, Peter -WSHDC -TD

Sent: March-29-18 4:18 PM

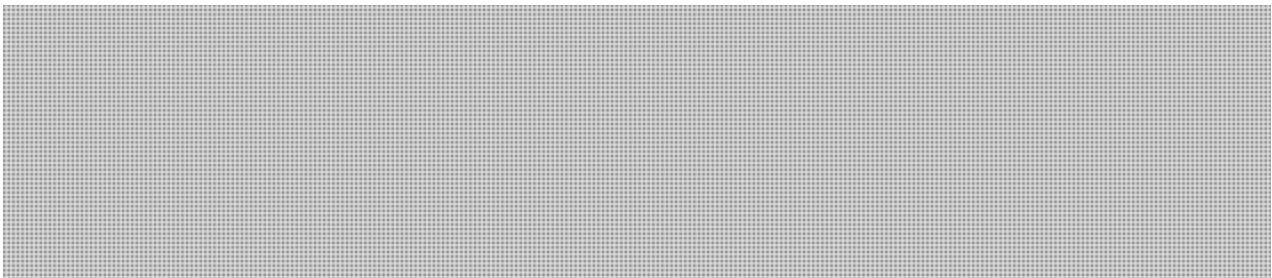
To: Benjamin, Martin -NGM; Verheul, Steve -TFM; Bobiash, Donald -OGM

Subject: Developments since the U.S. Announcement of Section 301 Measures against China - WSHDC-5592

The following report details developments since President Trump announced that the U.S. would take several measures against China under Section 301 of the Trade Act, including tariffs, WTO dispute settlement, and investment restrictions in strategic sectors [Reftel: WSHDC-5467].

Tariffs

The Presidential memo establishes a deadline of April 6 for the publication of a list of Chinese products that will be subject to new tariffs. Thus far, the list has not been published.



The Wall Street Journal reported Monday that Secretary Mnuchin and USTR Lighthizer have issued a letter requesting that China reduce its automobile tariffs, purchase more U.S. semiconductors, and allow greater access to the Chinese financial sector. The letter has not been seen or verified by WSHDC. However, in a media appearance on Sunday, Treasury Secretary Mnuchin said, “We're having very productive conversations with them. I'm cautiously hopeful we'll reach an agreement, but if not we are proceeding with these tariffs. We are not putting them on hold unless we have an acceptable agreement that the President signs off on.”

WTO Case

The U.S. has initiated its WTO case in Geneva, filing a request for consultations with China. Specifically, the U.S. is alleging that China is in violation of its obligations under Articles 3 and 28 of the Trade-Related Aspects of Intellectual Property Rights (TRIPS) agreement. These provisions relate to national

International

treatment (i.e. the requirement that WTO members do not discriminate between foreign and domestic firms) and the commitment to ensure rights for patent holders, respectively.

Investment Restrictions

There are reports that the Administration is exploring the possible invocation of the *International Economic Powers Act* (IEEPA), which would allow for expansive legal authority to introduce investment restrictions against China. The Act allows the President to take measures to address an “unusual and extraordinary threat”, but requires the declaration of a national emergency. To date, authorities under the Act have been used to introduce economic sanctions or seize assets, but not as an instrument of trade policy. There is limited jurisprudence around IEEPA, with the sole Supreme Court case (*Bank Markazi v. Deborah Peterson*, 2016) confirming Presidential authorities to take measures under the Act.

In line with the President’s direction, the Treasury Secretary has 60 days (i.e. until May 21) to produce recommendations for investment restrictions against China, “in industries or technologies deemed important to the U.S.” The specific industries and technologies to be targeted are not yet known. However, USTR’s Section 301 report repeatedly refers to sectors that China has proposed to dominate under “Made in China 2025”, part of its industrial policy platform. These sectors include: (1) information technology; (2) space and aviation; (3) robotics and computerized machines; (4) maritime equipment; (5) railway transportation; (6) energy equipment; (7) new materials; (8) biopharma; (9) new energy vehicles; and (10) agricultural machinery.

FCC Proposed Regulation

On Monday, Federal Communications Commission Ajit Pai brought forward a proposal that would bar the use of the FCC’s \$8.5 billion Universal Service Fund (USF)^[1] to purchase equipment or services from “companies that pose a national security threat to the U.S. communications networks or the communications supply chain”.

A vote on whether to proceed with the proposed regulatory measure will be held on April 17. The FCC is an independent regulatory agency, and there is no official/formal link between this measure and the 301 process. However, the Commission consists of a Republican majority and the measure has a high likelihood of passing.

U.S. China Economic and Security Review Commission

Yesterday, the U.S. China Economic and Security Review Commission (USESRC), an arms-length Congressional advisory body, issued a new issue brief on “China’s Technonationalism”. The brief sets out many of the same concerns articulated in the Section 301 report (e.g Chinese acquisition of foreign technology, industrial espionage). The brief also reiterates several of the recommendations made by USESRC in its 2017 annual report to Congress, including legislative reform to the Committee on Foreign Investment in the U.S. (CFIUS). These recommendations include an expanded scope for CFIUS review; prohibition on acquisitions of U.S. assets by Chinese state-owned or state-controlled entities; addition of a ‘net economic benefit’ screen on reviewed investment; and other measures.

Congressional Reactions

There have been several public reactions by U.S. legislators in addition to those first reported in WSHDC-6543:

Senate Minority Leader Chuck Schumer (D-NY): “I’ve called for such action for years and been disappointed by the inactions of both Presidents Bush and Obama. I’m very pleased that this Administration is taking strong action to get a better deal on China.”

Sen. Marco Rubio (R-FL): "President Trump's trade actions against China are the right thing to do. China has used the wealth of the American people to crush human rights and destabilize our economic order. The actions announced today are good first steps toward re-asserting American economic leadership."

Sen. Lindsey Graham (R-SC): "I'm very pleased and supportive of President Trump's efforts to push back against China's intellectual property theft, dumping, and other unfair trade practices. This pushback by President Trump is long overdue as a nation".

Sen. Maria Cantwell (R-WA): "I want a more sophisticated approach to address trade disputes with China. I get a kind of stop-your-feet approach makes some people feel good, but in an integrated economy that we already have, it's more complex".

Rep. Lloyd Doggett (D-TX): "Trump's go-it-alone policy on China is likely to be about as successful on trade as Bush's go-it-alone invasion of Iraq was on security."

While Members of Congress in both the House and Senate continue to develop legislation that would expand CFIUS, [REDACTED]

Drafted/released: WSHDC/McKernan

Consulted: WSHDC/Nasser, Khan, Wood

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Sent: March-22-18 6:24 PM

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Subject: U.S. Announces Section 301 Measures against China - WSHDC-5562

U.S. Announces Section 301 Measures against China

WSHDC-5562 – March 22, 2018

Summary

Following the conclusion of a "Section 301" investigation into China's intellectual property and technology transfer-related policies [Reftel: [WSHDC-4732](#)] President Trump today signed a memorandum directing new measures against China. These include consultations on a list of possible goods tariffs to be published within 15 days (anticipated for Tuesday), a WTO case on licensing issues, and a proposal for new restrictions on Chinese investment in strategic sectors. Prior to the U.S. announcement, the Chinese Minister of Commerce issued [a statement](#) indicating it would not sit back in the face of the U.S. action.

Congressional reaction acknowledged the importance of addressing Chinese misbehaviour, but questioned the Administration's strategy. Industry reaction was mostly negative, with groups expressing concern about possible increased prices, retaliation by China, or the likelihood that the measures would actually work to change Chinese policy. The move contributed to a broad stock market sell-off, with the Dow Jones plunging over 700 points. While the measures include a commitment to U.S. engagement at the multilateral level, they appear to have been developed without substantive involvement by U.S. industry stakeholders.

Report

Today, President Trump announced new economic policy action to be taken against China, signing a Presidential Memorandum that:

1. Directs USTR to “take all appropriate action”, including consideration of “whether such action should include increased tariffs”. USTR is directed to publish a proposed list of products and any intended tariff increases within 15 days.
2. Directs USTR to pursue a WTO dispute settlement case to address China’s “discriminatory licensing practices”. This measure is to be pursued “in cooperation with other WTO members”.
3. Directs the Treasury Secretary to “propose executive branch action [...] to address concerns about investment in the U.S. [that is] directed or facilitated by China in industries or technologies deemed important to the U.S.” A report on progress in this area is required within 60 days.

A fact sheet was also released by the White House, which indicates under the sub-heading “**25 percent ad valorem duties**” that the proposed product list for the tariffs will include goods in the aerospace, information, information and communications technology, and machinery sectors. This document further clarifies that USTR will announce the products list “within the next several days”; that the Administration will seek comment over 30 days; and that, following an interagency review, USTR will announce the final determination on tariff action in the Federal Register. WSHDC understands that the list of products is anticipated Tuesday, Marcy 27.

During a press conference held to sign the memo, the President said the measures were designed to address “hundreds of billions of dollars” in intellectual property theft, and that tariffs could target “about \$60 billion” in Chinese imports. He further communicated that the U.S. has asked China to reduce its trade surplus by \$100 billion.

The press conference also featured remarks by USTR Lighthizer and Commerce Secretary Ross, both of whom focused on the importance of Section 301 action to protect U.S. technology and IP-related industries. VP Pence also spoke, repeating an adage of the President’s by saying, “the era of economic surrender is over”. As he signed the memorandum, the President said, “This is the first of many!”

Reactions from Capitol Hill

Sen. Orrin Hatch (R-UT), Chair of the Senate Finance Committee - “While I commend the Administration for taking much-needed action toward China, I am concerned with their approach on tariffs. Hitting billions in goods with tariffs runs the risk of putting a bigger dent in the pocketbooks of American families across the country”.

Rep. Kevin Brady (R-TX), Chair of the House Ways and Means Committee – “President Trump is right to take a hardline against China’s dishonest trade practices [...] The challenge for every President, however, is how to punish China without harming our families, businesses, and farmers. Tariffs are taxes”.

Senate Minority Leader Charles Schumer (D-NY) – “I want to give him a big pat on the back [...] I’m very pleased that this Administration is taking strong action to get a better deal on China”.

Rep. Richard Neal (D-MA), Ranking Member of the House Ways and Means Trade Subcommittee – ([link](#)) “There’s no doubt that action has been needed on these problems for a long time [but] today’s announcement leaves us with more questions than answers”.

Sen. Sherrod Brown (D-OH) – ([link](#)) “Sherrod Brown welcomed news that the Trump Administration is taking steps to crack down on China’s violation of intellectual property laws [...] a long term strategy is needed to reset our trade imbalance”.

Rep. Rosa DeLauro - ([link](#)) "While we do not know if this Administration will follow through, today's proposed measures are the right start and long overdue".

Reactions from Industry and Labour

U.S. Chamber of Commerce – ([link](#)) "The Administration is right to focus on the negative economic impact of China's industrial policies and unfair trade practices, but the U.S. Chamber would strongly disagree with a decision to impose sweeping tariffs. Simply put, tariffs are damaging taxes on American consumers" [March 15, 2018]

U.S. China Business Council – ([link](#)) "Companies want to see the problems that are identified in the case addressed. It's just not clear how tariffs get you to fix that problem".

Business Roundtable – ([link](#)) "Unilaterally imposing tariffs or other restrictions without a long-term strategy to bring about reforms in China will only raise prices in America, make American companies and products less competitive, and harm U.S. workers and consumers. The Administration should instead pursue a comprehensive approach [...] this includes working closely with our international partners".

National Foreign Trade Council ([link](#)) – "This course of action would enable other countries to gain advantage in the Chinese market and make U.S. companies less competitive in the global economy, all without dealing with China's problematic approach to technology transfer, intellectual property and innovation".

National Association of Manufacturers – "Manufacturers have welcomed President Trump's focus on addressing this serious problem [...] tariffs also run the risk of provoking China to take further destructive actions against American manufacturing workers. The only way we'll truly make lasting progress is through a strategic approach".

The Retail Industry Leaders Association – ([link](#)) "These tariffs may be aimed at China, but the bill will be charged to American consumers [...] this trade tax has the potential to wipe out any gains the average American family received from tax reform."

National Retail Federation – ([link](#)) – "Tariffs proposed by the Administration will punish ordinary Americans for China's violations"

Information Technology Industry Council - ([link](#)): "Tariffs Wrong Solution to Real Problems [...] these measures could violate international obligations and – more importantly – would punish U.S. consumers, businesses, and workers for China's action".

Telecommunications Industry Association – ([link](#)): "We are deeply concerned by the direction of trade remedies the administration has indicated it will take. The proposed tariffs of 25% on information communications technology goods would make it more expensive to expand and upgrade American communication networks."

United Steelworkers International President Leo Gerard – : For far too long, the response to China's actions has been to simply complain [...]The three-part response, which includes tariffs, investment restrictions and a WTO case, is a balanced approach".

Think Tank Figures

Scott Kennedy, Brookings Institution – ([link](#)) "Ready or not, US-China trade war here we come. My concerns as we head into uncharted territory".

Chad Bown, Peterson Institute for International Economics – (link) “Trade war is not a hyperbolic term. Naturally these times bring to mind the tit-for-tat protectionism of the 1930s.”

Comment

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'paul.rochon@fin.gc.ca'; Pengelly, Robert -NGMX <Robert.Pengelly@international.gc.ca>; Perreault, Charles (FIN <charles.perreault@canada.ca>; 'Pezack, Lisa (FIN) <lisa.pezzack@canada.ca>; Pischella, Jérôme -DENVR -TD <Jerome.Pischella@international.gc.ca>; sabina.postolek@canada.ca; Préfontaine, Christina -MXICO -GR <Christina.Prefontaine@international.gc.ca>; tara.preston@canada.ca; 'Rafique, Siyam (FIN/FIN) <siyam.rafique@canada.ca>; Rajasansi, Harkiran -SEATL -GR <Harkiran.Rajasansi@international.gc.ca>; Ramlall, Vishva -TNS <Vishva.Ramlall@international.gc.ca>; 'richard.botham@fin.gc.ca'; 'rob.stewart@fin.gc.ca'; Riordon, Sheila -WSHDC -GR <Sheila.Riordon@international.gc.ca>; Ritchot, Jeannine <Jeannine.Ritchot@tbs-sct.gc.ca>; Dominique.Riverin@cbsa-asfc.gc.ca; Rose, Pamela -TCW <Pamela.Rose@international.gc.ca>; Ruddock, Frank -BOSTN -GR <Frank.Ruddock@international.gc.ca>; Ryan, Eleanor (FIN <eleanor.ryan@canada.ca>; Sajkunovic, Mathew (FIN <mathew.sajkunovic@canada.ca>; Samson, Paul -FIN <Paul.Samson@fin.gc.ca>; Santerre, Luc -CNGNY -TD <Luc.Santerre@international.gc.ca>; Sargent, Timothy -DMT <Timothy.Sargent@international.gc.ca>; 'sean.keenan@fin.gc.ca'; Segal, Nancy -NGB <Nancy.Segal@international.gc.ca>; 'Shannon-Marie.Soni@pco-bcp.gc.ca'; 'Shereen.BenzvyMiller@ic.gc.ca'; Sherman, Phillip -WSHDC -WS <Phillip.Sherman@international.gc.ca>; Shugart, Ian -USS <Ian.Shugart@international.gc.ca>; sukhraj.sihota@canada.ca; brian.smith@canada.ca; Smith, Darren -TMS <Darren.Smith@international.gc.ca>; Smith, Justine -TPG <Justine.Smith@international.gc.ca>; Smith, Matthew -TMI <matthew.smith@international.gc.ca>;

Smith, Monique -WSHDC -PI -ONTARIO <Monique.Smith@international.gc.ca>; Smitheman, Spencer (IC) <spencer.smitheman@canada.ca>; Stewart, Callie -MINT <Callie.Stewart@international.gc.ca>; 'Stewart, Rick (FIN/FIN)' <rick.stewart@canada.ca>; Sunderland, Meaghan -WSHDC -WS <Meaghan.Sunderland@international.gc.ca>; 'Mary-Catherine.Speirs@tbs-sct.gc.ca'; radha.subramani@canada.ca; Sylvain, Carmen -BFM <Carmen.Sylvain@international.gc.ca>; Tam, Samantha -TPG <Samantha.Tam@international.gc.ca>; Taylor, Peter -ATNTA -GR <Peter.Taylor@international.gc.ca>; Thibault, Marcus -NNB <marcus.thibault@international.gc.ca>; Thompson, Kevin -NGA <Kevin.Thompson@international.gc.ca>; Thornell, Martin -TPG <Martin.Thornell@international.gc.ca>; Valdes, J. Pablo -CNGNY -GR <J.Pablo.Valdes@international.gc.ca>; Vanderloo, Carlos -GENEV -GVWTO <Carlos.Vanderloo@international.gc.ca>; Verheul, Steve -TFMB <Steve.Verheul@international.gc.ca>; andres.velezguerra@canada.ca; 'Villeneuve, Mitch (FIN)' <mitch.villeneuve@canada.ca>; Walsh, Pauline -WSHDC -WS <Pauline.Walsh@international.gc.ca>; Watchmaker, Raahool -JLTA <Raahool.Watchmaker@international.gc.ca>; Weiner, David -DALAS -TD <David.Weiner@international.gc.ca>; Weissenburger, Thierry -BOSTN -TD <Thierry.Weissenburger@international.gc.ca>; Wittmann, Patrick -PCO/BCP <Patrick.Wittmann@pco-bcp.gc.ca>; Wilkie, Christopher -NGB <Christopher.Wilkie@international.gc.ca>; Williamson, Miranda (NRCAN/RNCAN) <miranda.williamson@canada.ca>; Wilson2, Don (FIN) <don.wilson2@canada.ca>; Allan.Wilson@tbs-sct.gc.ca; Winter, Scott (FIN) <scott.winter@canada.ca>; Wood, Brad -WSHDC -TD <Brad.Wood@international.gc.ca>; Wooff, Michael -SEATL -TD <Michael.Wooff@international.gc.ca>; rina.young@canada.ca; Zimmerman, John -SFRAN -TD <John.Zimmerman@international.gc.ca>; Allem, Tanya -TMS <Tanya.Allem@international.gc.ca>; Sylvestre-Fleury, Julien -TMS <Julien.Sylvestre-Fleury@international.gc.ca>; Phillips, Sarah -TMS <Sarah.Phillips@international.gc.ca>; Boisjoli, Etienne -TMS <Etienne.Boisjoli@international.gc.ca>; Wiebe, Nolan -TMS <Nolan.Wiebe@international.gc.ca>; Moses, Andrew -TMS <Andrew.Moses@international.gc.ca>; Dean <Dean.Corno@tc.gc.ca>; Tim.Hunsley@cic.gc.ca; Mirella, Loris -TMI <Loris.Mirella@international.gc.ca>; Foster, Dean -TMI <Dean.Foster@international.gc.ca>; Gordon, Nicholas -TMI <Nicholas.Gordon@international.gc.ca>; Zyzanski, Glenn -JLAAN -DA <Glenn.Zyzanski@international.gc.ca>; Seipp, Cary -TMI <Cary.Seipp@international.gc.ca>; Duncanson, Tim (FIN) <tim.duncanson@canada.ca>; 'Blouin Carboneau, Daphné (FIN)' <daphne.blouincarbonneau@canada.ca>; 'Cantin, MarieHelene (FIN)' <mariehelene.cantin@canada.ca>; 'Lavoie, Maxime (FIN)' <maxime.lavoie@canada.ca>; 'Legault Dooley, Michèle (FIN)' <michele.legaultdooley@canada.ca>; 'Ahmed, Faraz (FIN)' <faraz.ahmed@canada.ca>; 'Darmo, Marc (FIN/FIN)' <marc.darmo@canada.ca>; 'Lavoie, Maude (FIN)' <maude.lavoie@canada.ca>; 'Krzepkowski, Matt (FIN)' <matt.krzepkowski@canada.ca>; 'Fantauzzo, Shaun (FIN)' <shaun.fantauzzo@canada.ca>; 'Leblanc, Pierre (FIN/FIN)' <pierre.leblanc@canada.ca>; 'rogerson, oliver (FIN)' <oliver.rogerson@canada.ca>; 'Vu, Jimmy (FIN)' <jimmy.vu@canada.ca>; 'Poirier, Yves (FIN) <yves.poirier@canada.ca>; 'Lott, Rachel (FIN)' <rachel.lott@canada.ca>; 'Turner, Peter (FIN)' <peter.turner@canada.ca>; 'Desroches, Alain (FIN/FIN)' <alain.desroches@canada.ca>; 'Smyth, Charles (FIN)' <charles.smyth@canada.ca>; 'Beaupré, Maxime (FIN) <maxime.beaupre@canada.ca>; 'Wright, Ian (FIN) <ian.wright@canada.ca>; Linkruus, Sven (FIN) <sven.linkruus@canada.ca>; 'Sample, Robert (FIN/FIN)' <robert.sample@canada.ca>; Wang, Ling -BEIJING -EC <Ling.Wang@international.gc.ca>; Mason, Darren -GENEV -GVWTO <Darren.Mason@international.gc.ca>; Wu, James (FIN) <james.wu@canada.ca>; Bélanger, Donald (FIN) <donald.belanger@canada.ca>; 'Saeedi, Khusro (FIN)' <khusro.saeedi@canada.ca>; Leach, Cynthia (FIN) <cvnthia.leach@canada.ca>; 'pyoungman@bankofcanada.ca'; 'mkruger@bank-banque-canada.ca'; 'jslive@bankofcanada.ca'; 'Andrew Kidd' <akidd@bank-banque-canada.ca>; 'christensen@bankofcanada.ca'; 'abonnyman@bankofcanada.ca'; 'bfay@bankofcanada.ca'; 'Sheryl King' <SKing@bank-banque-canada.ca>; 'Scott Kinnear' <skinnear@bank-banque-canada.ca>; 'Jamshid Mavalwalla' <JamshidMavalwalla@bank-banque-canada.ca>; 'zantia@bankofcanada.ca'; 'Marsden, Joanne' <Joanne.Marsden@osfi-bsif.gc.ca>; 'Melessanakis, Vlasios' <Vlasios.Melessanakis@osfi-bsif.gc.ca>; 'Cheung, Lindsay' <Lindsay.Cheung@osfi-bsif.gc.ca>; 'liane.orsi@osfi-bsif.gc.ca'; 'Strauss, Jessica' <Jessica.Strauss@osfi-bsif.gc.ca>; 'Syed, Yasir' <Yasir.Syed@osfi-bsif.gc.ca>; 'Keith, Marquis@osfi-bsif.gc.ca'; 'Brad Evenson' <BEvenson@cdic.ca>; Jean Yen <Jean.Yen@inspection.gc.ca>; Kristina Hartling <Kristina.Hartling@inspection.gc.ca>; Gentles, Robert (PHAC/ASPC) <robert.gentles@canada.ca>; Julie.Ballantyne@hc-sc.gc.ca; brad.norwood@canada.ca; jason.christie@canada.ca; alix.ersman@canada.ca; lan.Widgett@AGR.GC.CA; Stefania.Trombetti@canada.ca; Louise.Metivier@canada.ca; David.Fuss@canada.ca; McLeod, Colin -PEC <Colin.McLeod@international.gc.ca>; Brunet, Natalie -PEC <Natalie.Brunet@international.gc.ca>; charles.vincent@canada.ca; mary.gregory@canada.ca; patrick.hum@canada.ca; Hildebrand, Marvin -TPD <Marvin.Hildebrand@international.gc.ca>; Stone, Liam -WSHDC -PI Liam.Stone@international.gc.ca; mariehelene.cantin@canada.ca; eric.dagenais@canada.ca; rione.novak@canada.ca; Marie-Andree.Levesque@international.gc.ca; Corvari, Nicholas (FIN) nicholas.corvari@canada.ca; Andee.fischer@canada.ca; justin.brown@canada.ca; julie.boyer@canada.ca; Racine, Rosiane <rosiane.racine@rcmp.gc.ca>; Boulay, Natalie -DCC Natalie.Boulay@international.gc.ca; Ho, Alan (FIN) alan.ho@canada.ca; *LNGLS-FPDS; ssarker@bank-banque-canada.ca; Knowles, James (NRCAN/RNCAN) james.knowles@canada.ca; Darroch.Harrop@canada.ca; Diane.Cameron@canada.ca; Bradley.Little@canada.ca; Tom.Calvert@canada.ca; Préfontaine, Simon (NRCAN/RNCAN) simon.prefontaine@canada.ca; Platte, Nathan (NRCAN/RNCAN) nathan.platte@canada.ca; Danielle Krahn <Danielle.Krahn@tps-gc-pwgsc.gc.ca>; Walther.Su-Ping <Su-Ping.Walther@cic.gc.ca>; Niarchos, Joanna (NRCAN/RNCAN) <joanna.niarchos@canada.ca>; Weiner, David -ATNTA -TD <David.Weiner@international.gc.ca>; Dan.calof@international.gc.ca; erik.stenlund2@canada.ca; Chaput, Ghislain -WSHDC -TD Ghislain.Chaput@international.gc.ca; Nosal, Leah -NNB Leah.Nosal@international.gc.ca; Eras, Gizem -WSHDC -TD Gizem.Eras@international.gc.ca; Islam, Zahra -PEC Zahra.Islam@international.gc.ca; Jean-francois.leflier@agr.gc.ca; Becker, Mary Lynn -DTROT -GR; Connell, Christine -DTROT -GR; MacKay, Cameron' Cameron.Mackay@pco-bcp.gc.ca; Bourns, Laura Laura.Bourns@pco-bcp.gc.ca; MacInnis2, Derek (NRCAN/RNCAN) derek.macinnis2@canada.ca; samuel.marleauouellet@canada.ca; 'julie.trepanier2@canada.ca'; roxanne.comeau@canada.ca; Chandler, Stephanie -TNP <Stephanie.Chandler@international.gc.ca>; Thalakada, Nigel Nigel.Thalakada@pco-bcp.gc.ca; Cao, Annie (AAFC/AAC) annie.cao@canada.ca; Loken, Martin -WSHDC -GR Martin.Loken@international.gc.ca; de Boer, Stephen -GENEV -GVWTO -HOM/CDM Stephen.deBoer@international.gc.ca; O'Neill, John -GENEV -GVWTO <john.oneill@international.gc.ca>; daniel.hill@canada.ca; Damian.Ferrese@international.gc.ca; michael.rau@canada.ca; rose.mccarland@canada.ca; andres.velezguerra@canada.ca; darren.eke@canada.ca; daniel.hill@canada.ca; Rouleau, Anne-Marie Anne-Marie.Rouleau@pco-bcp.gc.ca; Adler, Jeremy <Jeremy.Adler@pco-bcp.gc.ca>

The USF is a government program that subsidizes companies that provide broadband and communications services for rural areas and low income households.

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Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: July-05-18 3:01 PM
To: Hawkshaw, Fiona -ROPAC -TD; Tso, Eugene -TNS
Cc: Klingbeil, Melanie -OPC; Bears, Paul -IGN; Stocker, Michael -IDSP; Goldhawk, Michael -OSC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

I have proposed a meeting with Brian Krieger, ADM, on Tuesday afternoon PST.

From: Hawkshaw, Fiona -ROPAC -TD
Sent: July-05-18 2:51 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC; Hansen, Christian -ROPAC -TD
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

Christian has agreed with this approach and we can be in touch with BC Gov't to organize the meeting. We will require the briefing materials you offered. Can you let us know when you might be able to provide them so that we can be sure to have adequate time to prepare before confirming the meeting date?

Fiona

From: Tso, Eugene -OPC
Sent: July-05-18 11:58 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Thanks Fiona for this context. Upon some further thought

OPC can provide additional materials for Christian as required.

Do you have thoughts on this approach?

Eugene

eugene.tso@international.gc.ca
343-203-3413

From: Hawkshaw, Fiona -ROPAC -TD
Sent: July-05-18 12:42 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Eugene,

Yes, there is no longer the same urgency as this event seems to be on hold for now. However, [REDACTED]

Fiona

From: Tso, Eugene -OPC
Sent: July-05-18 6:59 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Fiona,

Sorry for the delay. Am following up today with Shawn. In the meantime, I remember your previous email saying that one of the co-hosts may pull out of the event? Is that still the case?

Eugene

eugene.tso@international.gc.ca
343-203-3413

From: Hawkshaw, Fiona -ROPAC -TD
Sent: June-29-18 4:07 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

Just following up – Francis says he still hasn't heard anything back on his message. Understand it's a long weekend now but anything you can do to help support BC getting briefed on this area would be helpful.

Happy Canada Day!

Fiona

From: Tso, Eugene -OPC
Sent: June-21-18 11:55 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Fiona,

We are considering and have raised to the Shawn. Things have been quite hectic, and he is out of the office today.

Working to arrange something soonest.

Eugene

eugene.tso@international.gc.ca
343-203-3413

s.14(a)
s.19(1)

From: Hawkshaw, Fiona -ROPAC -TD
Sent: June-19-18 4:45 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC
Subject: FW: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

As discussed, see below message sent by BC Gov't to OPC – they are keen to get a response to try to understand the concerns raised by BEIJING (attached correspondence includes further background).

Thanks in advance for your help!

Fiona

From: Acquarone, Francis JTT:EX [mailto:Francis.Acquarone@gov.bc.ca]
Sent: June-19-18 8:43 AM
To: Hawkshaw, Fiona -ROPAC -TD
Subject: FW: NEXT Summit (August 22-25) - AI Summit in Vancouver

Morning,

Any chance you heard back from some of your colleagues? Sorry for pushing. [REDACTED] and Hao Shi want to meet this week.

Thanks

Francis

From: Acquarone, Francis JTT:EX
Sent: Monday, June 18, 2018 11:04 AM
To: 'Shawn.Steil@international.gc.ca'
Cc: 'Fiona.Hawkshaw@international.gc.ca'; Si, Jianye JTT:EX
Subject: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hello Shawn,

My name is Francis Acquarone, representing British Columbia's Ministry of Jobs, Trade, and Technology as its Director for China. Vancouver is expecting to host a significant Canada-China forum on the development and commercialization of artificial intelligence. Details can be found below. [REDACTED] we are reaching out to gather some federal perspective on the issue. This came about after discussions between our Trade & Investment Representatives, and your colleagues out of Beijing and Shanghai.

Our ministry is reviewing the potential of supporting the event in terms of logistics, business-to-business networking as well as an official presence. This support would be based on promoting opportunities in academic and economic exchange. To give an indication of the summit's importance, the Vancouver Economic Commission (VEC) and the University of British Columbia have already prepared their own commitments to the forum. Thoughts from GAC on this

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would be appreciated.

Event Summary:

- **2018 NEXT Forum: Artificial Intelligence Summit for NEXT Technology Innovation & Economic Transformation**
- **August 23rd, 2018**, Westin Bayshore Hotel, Vancouver
- Hosted by VEC, co-hosted by the Chinese Association for Artificial Intelligence (CAAI) and the University Chinese Philanthropy Initiative Foundation (UCPI)
- With an attendance of approximately 300, the Forum expects attendees including but not limited to [REDACTED] and many other representatives of an academic or business nature in China's AI field. Canadian and international representatives are likewise expected.

Sincerely,

Francis Acquarone

Director, China Market
International Business Development
Ministry of Jobs, Trade and Technology
730-999 Canada Place, Vancouver, British Columbia Canada V6C 3E1
T: 604 398 3493
M: 604 562 9132

www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

<image001.jpg>

From: Tsui Kevin -BEIJING -MD [<mailto:ktsui@britishcolumbia.ca>]
Sent: Thursday, June 14, 2018 9:58 PM
To: Si, Jianye JTT:EX
Cc: Chandler, Patrick JTT:EX; Romero, Johnsen JTT:EX; Acquarone, Francis JTT:EX
Subject: RE: Cost Estimates for NEXT Summit (August 22-25)

Event Name: NEXT Summit (Novelty Entrepreneurship Cross-border Transition)
Venue: Westin Bayshore, Coal Harbour
August 22, 2018 Welcome program
August 23, 2018 Summit Program

Please note limited information on NEXT Summit is available on the the UCPI website <https://www.ucpi.org/>

Organisation/Company:

University Chinese Philanthropy Initiative Foundation (UCPI) <https://www.ucpi.org/>
China Association for Artificial Intelligence <http://www.caaai.cn/>
Vancouver Economic Commission

Number of delegates / most senior delegate :

Still to be confirmed and current invited VIPs and dignitaries include:

1. [REDACTED]
2. [REDACTED]

3. Key members & institutions of CAAI
4. Top AI companies in China [REDACTED]
5. [REDACTED] divisions focused on AI
6. CTOs, Chief Scientists, etc.
7. Local regional heavyweight companies [REDACTED] and BC Tech community players

Meeting, Objectives and Requests:

At this early stage I believe we have an opportunity to support NEXT Summit in a variety of ways including:

1. Recruitment across TIR network especially from China
2. Recruitment of local guests from JTT
3. Facilitating a speaking role for Dr. Allan Winters, BC Innovation Commissioner as speaker (?)
4. Special Site visit program in collaboration with NEXT Summit (?)

Information on previous meeting(s):

Conference call with on May 29, 2018 with [REDACTED] for UCPI (and other designations outlined below) regarding NEXT Summit. I've been waiting to receive more materials so I can share but these have not been forthcoming due to her business travels across Europe lately, etc.

Ongoing collaboration, MOUs etc: TBC

Context:

University Chinese Philanthropy Initiative Foundation (UCPI) is a relatively new registered non-profit organization composed of "well educated Canadian Chinese" alumni working in Canada striving to support and develop multiculturalism. Their members are listed here: <https://www.ucpi.org/team> Please note Mr. Hao Shi is listed on top as President and a key driver on this initiative. Another key contact at UCPI is also [REDACTED] a BC based AI start up called Driving Brain International Ltd. [REDACTED]

NEXT Summit is an event UCPI plan to host annually based on the trends and topics of the day. Due to relationships within UCPI via [REDACTED] a link was made to China Association for Artificial Intelligence which led to establishing 2018 NEXT Summit focused on Artificial Intelligence in Vancouver. I understand proceeds from NEXT Summit will be donated to University of British Columbia's Blue & Gold Campaign and UBC President Santos Ono has been approached on this matter already.

NEXT Summit will be organized over 2 days at the Westin Bayshore, Coal Harbour from August 22-23, 2018. Format will include Keynote Speakers where government and industry leaders can share developments on Artificial Intelligence which would be followed by break out panels discussion by industry – finance, manufacturing, etc.

NEXT Summit aims to attract attendance from the East (eastern Canada) and "West" from Asia to Vancouver as the central rallying point.

Vancouver Economic Commission was therefore approached to support as local host and partner to assist as event anchor. [REDACTED] is their key contact.

China

Opportunities and Due Diligence

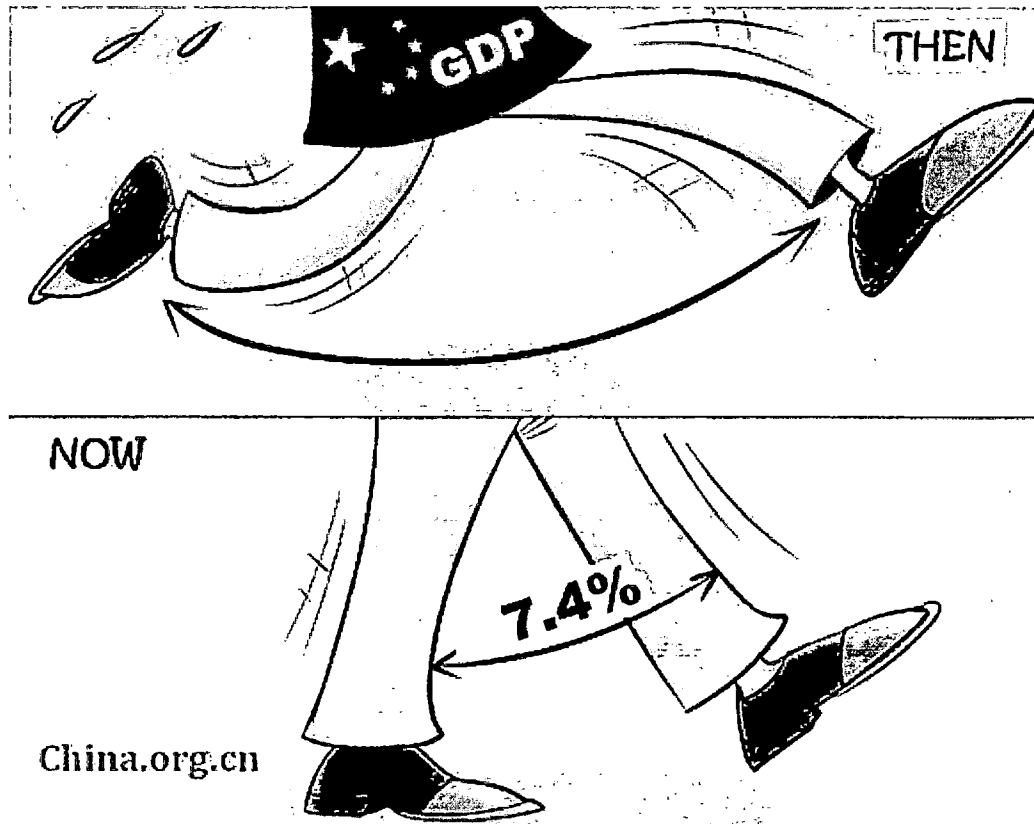
Christian Hansen
Regional Director and Senior Trade Commissioner
Regional Office Pacific
Global Affairs Canada

Canada-China: Closer Ties

- **Exploratory discussions towards possible FTA**
- **Goals: doubling of bilateral trade and two-way visits by 2025**
- **2018 Canada-China Year of Tourism**
- **Annual leaders' dialogue, supported by ministerial dialogues**
- **Senior officials -level consultation mechanisms to address specific issues, map direction of cooperation in key sectors**



China's Economic Transition



- 2018 estimated growth rate: now 6.5%
- High-quality growth – instead of high-speed
- Transition from industrial production to consumption and services-driven growth

China: Global Reach, Global Investor

- **4th largest global investor US\$270 billion, will rise in rank**
- **FDI in Canada \$16.4 billion in 2017 – 9th largest FDI source**
- **University of Alberta's China Institute - Chinese investment in Canada (all types) totals over \$80 billion.**
- **Most Chinese investment in Canada (and globally) in Mergers & Acquisitions, rather than preferred greenfield, expansion**
- **Increase in equity and Venture Capital in tech sectors**

13th Five-Year Plan and Innovation Drive

CHINA'S GOALS



World's largest manufacturer of goods



Become a manufacturing powerhouse

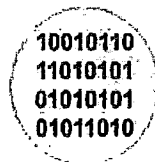


Become a middle-level player among the strongest economies

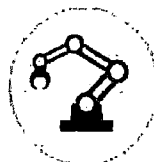


Become a leading manufacturing power

The 10 key sectors



New information technology



Numerical control tools



Aerospace equipment



High-tech ships



Railway equipment



Energy saving



New materials



Medical devices



Agricultural machinery



Power equipment

Page 573

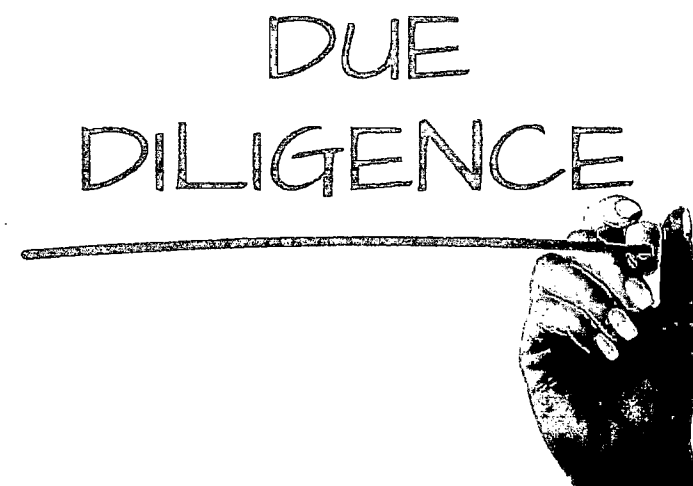
**is withheld pursuant to section
est retenue en vertu de l'article**

21(1)(b)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

China Market Risks

- 
- IP risks
- Market access limitations
- U.S. trade actions impact on suppliers



Canadian Regulations

- ***Investment Canada Act***: allows for review of foreign investments in Canada on both economic and national security grounds
- ***Export and Import Permits Act***: ensures consistency with international obligations for trade in controlled goods, technologies and knowledge transfer
 - **Wassenaar Convention** currently adapting export control lists to adjust to emerging technologies such as A.I.
- **Consider Chinese investment and partnerships** which deliver clear net benefits to Canada, and respect national security considerations

Emerging Industries Case Study: A.I.

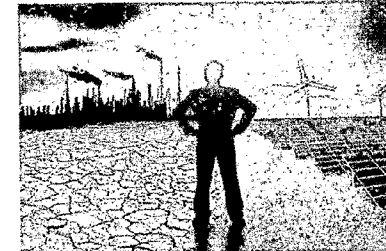
- **International government, academic, industry stakeholders have voiced support for ethical use of A.I., best practices, standards**

- **Artificial intelligence (A.I.), big data, machine learning**

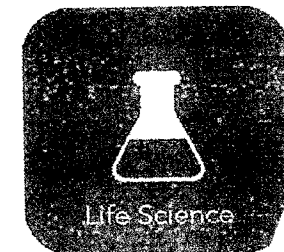
-

Opportunities

- Investment/partnering focus in 'low risk' sectors:
- Cleantech: China increasing R&D spending in clean energy, major pillar of China's 13th Five-Year Plan
- Digital Media: While competitive area, Canadian strengths + Chinese interest
- Agri-food: Middle-class Chinese consumers are looking for high-quality, safe food products – also health supplements and nutraceuticals
- Life Science: Chinese investors interested in Canadian capabilities in products and processes



世界



Considerations

- **Work closely with your SMEs to make sure they are ready for China and have a plan (market entry, IP strategy, good counsel)**
- **Consider potential dual-use applications associated with technologies that flow from partnerships**
- **Evaluate candidate investment or partnership projects with criteria that mitigate risks**
- **Set limits on engagement where risk is pervasive**
- **Consider the long-term economic and science/innovation benefits to Canada of a given agreement, deal, or relationship**

We Can Help

- **Trade Commissioner Service supports Canadians to engage international opportunities with 'eyes wide open'**
- **Over 100 Trade Commissioners in China**
- **Trade Commissioners across Canada**
- **Online market and sector reports**
- **Information/advice on business challenges in China, including:**
 - **Due diligence**
 - **IP protection**
 - **Chinese regulations**



s.14(a)

s.15(1) -
International

Schmidt, Leah Madelaine -ROPAC -TD

From: Tso, Eugene -TNS
Sent: July-13-18 6:23 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Hansen, Christian -ROPAC -TD; Klingbeil, Melanie -OPC; Bears, Paul -IGN; Goldhawk, Michael -OSC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Thanks very much for this report Fiona. As part of our routine engagement with companies and FPT partners, I think we are more and more encouraging them to conduct due diligence and supporting them in these efforts. This issue is of increasing interest at HQ, and it is important we keep all stakeholders informed.

If there are any future requests from BC on this topic, we would be more than happy to support.

Thanks again!

Eugene

eugene.tso@international.gc.ca
343-203-3413

From: Hawkshaw, Fiona -ROPAC -TD
Sent: July-11-18 6:11 PM
To: Tso, Eugene -OPC
Cc: Hansen, Christian -ROPAC -TD; Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

Many thanks to OPC for providing ROPAC with material for the briefing of the Province of BC [REDACTED]
[REDACTED] Below you'll find a short read-out of the meeting.

ROPAC / Hansen met ADM Brian Krieger on July 10th. The material provided was presented. Krieger was quite sympathetic to messaging shared by OPC, [REDACTED]
He promised to brief his DM on our discussions.

[REDACTED]

In sum this was a productive meeting, but BC will seek to rely on our cooperation in building capacity within the tech community to understand the importance of the "eyes wide open" approach.

Fiona

From: Hansen, Christian -ROPAC -TD
Sent: July-06-18 2:21 PM
To: Tso, Eugene -OPC; Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Many thanks. The deck is clear and helpful. I will advise of our conversation following the meeting Tuesday.
Christian

From: Tso, Eugene -OPC
Sent: July-06-18 10:48 AM
To: Hansen, Christian -ROPAC -TD; Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Fiona,

As we have just discussed, please find attached a deck with associated TPs that Christian can use for his discussions with ADM-Krieger. We recognize that the need for this conversation was spurred by some discussions between posts and BC on AI. While we have a "case study" slide on AI, the deck is meant to provide a general overview of opportunities that China presents, some context on the opportunities, and risks that companies/provinces/stakeholders should consider when engaging with China and Chinese companies. We think that a general approach to addressing sensitivities would be more useful for an ADM-level audience.

We would ask that the deck not be shared externally.

If additional info is needed, happy to provide.

Thanks!

Eugene

eugene.tso@international.gc.ca
343-203-3413

From: Hansen, Christian -ROPAC -TD
Sent: July-05-18 6:01 PM
To: Hawkshaw, Fiona -ROPAC -TD; Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

I have proposed a meeting with Brian Krieger, ADM, on Tuesday afternoon PST.

From: Hawkshaw, Fiona -ROPAC -TD
Sent: July-05-18 2:51 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC; Hansen, Christian -ROPAC -TD
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

Christian has agreed with this approach and we can be in touch with BC Gov't to organize the meeting. We will require the briefing materials you offered. Can you let us know when you might be able to provide them so that we can be sure to have adequate time to prepare before confirming the meeting date?

Fiona

From: Tso, Eugene -OPC
Sent: July-05-18 11:58 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Thanks Fiona for this context. Upon some further thought, [REDACTED]

[REDACTED] OPC can provide additional materials for Christian as required.

Do you have thoughts on this approach?

Eugene

eugene.tso@international.gc.ca
343-203-3413

From: Hawkshaw, Fiona -ROPAC -TD
Sent: July-05-18 12:42 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Eugene,

Yes, there is no longer the same urgency as this event seems to be on hold for now. However, [REDACTED]

Fiona

From: Tso, Eugene -OPC
Sent: July-05-18 6:59 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC; Goldhawk, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Fiona,

Sorry for the delay. Am following up today with Shawn. In the meantime, I remember your previous email saying that one of the co-hosts may pull out of the event? Is that still the case?

Eugene

eugene.tso@international.gc.ca

343-203-3413

From: Hawkshaw, Fiona -ROPAC -TD
Sent: June-29-18 4:07 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

Just following up – Francis says he still hasn't heard anything back on his message. Understand it's a long weekend now but anything you can do to help support BC getting briefed on this area would be helpful.

Happy Canada Day!

Fiona

From: Tso, Eugene -OPC
Sent: June-21-18 11:55 AM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Klingbeil, Melanie -OPC; Bears, Paul -OPC; Stocker, Michael -OPC
Subject: RE: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hi Fiona,

We are considering and have raised to the Shawn. Things have been quite hectic, and he is out of the office today.

Working to arrange something soonest.

Eugene

eugene.tso@international.gc.ca

343-203-3413

From: Hawkshaw, Fiona -ROPAC -TD
Sent: June-19-18 4:45 PM
To: Tso, Eugene -OPC
Cc: Klingbeil, Melanie -OPC
Subject: FW: NEXT Summit (August 22-25) - AI Summit in Vancouver

Eugene,

As discussed, see below message sent by BC Gov't to OPC – they are keen to get a response to try to understand the concerns raised by BEIJING (attached correspondence includes further background).

Thanks in advance for your help!

Fiona

s.14(a)
s.19(1)

From: Acquarone, Francis JTT:EX [mailto:Francis.Acquarone@gov.bc.ca]
Sent: June-19-18 8:43 AM
To: Hawkshaw, Fiona -ROPAC -TD
Subject: FW: NEXT Summit (August 22-25) - AI Summit in Vancouver

Morning,

Any chance you heard back from some of your colleagues? Sorry for pushing. [REDACTED] and Hao Shi want to meet this week.

Thanks

Francis

From: Acquarone, Francis JTT:EX
Sent: Monday, June 18, 2018 11:04 AM
To: 'Shawn.Steil@international.gc.ca'
Cc: 'Fiona.Hawkshaw@international.gc.ca'; Si, Jianye JTT:EX
Subject: NEXT Summit (August 22-25) - AI Summit in Vancouver

Hello Shawn,

My name is Francis Acquarone, representing British Columbia's Ministry of Jobs, Trade, and Technology as its Director for China. Vancouver is expecting to host a significant Canada-China forum on the development and commercialization of artificial intelligence. Details can be found below. [REDACTED] we are reaching out to gather some federal perspective on the issue. This came about after discussions between our Trade & Investment Representatives, and your colleagues out of Beijing and Shanghai.

Our ministry is reviewing the potential of supporting the event in terms of logistics, business-to-business networking as well as an official presence. This support would be based on promoting opportunities in academic and economic exchange. To give an indication of the summit's importance, the Vancouver Economic Commission (VEC) and the University of British Columbia have already prepared their own commitments to the forum. Thoughts from GAC on this would be appreciated.

Event Summary:

- **2018 NEXT Forum: Artificial Intelligence Summit for NEXT Technology Innovation & Economic Transformation**
- **August 23rd, 2018**, Westin Bayshore Hotel, Vancouver
- Hosted by VEC, co-hosted by the Chinese Association for Artificial Intelligence (CAAI) and the University Chinese Philanthropy Initiative Foundation (UCPI)
- With an attendance of approximately 300, the Forum expects attendees including but not limited to [REDACTED] [REDACTED] and many other representatives of an academic or business nature in China's AI field. Canadian and international representatives are likewise expected.

Sincerely,

Francis Acquarone
Director, China Market
International Business Development
Ministry of Jobs, Trade and Technology

s.20(1)(c)

730-999 Canada Place, Vancouver, British Columbia Canada V6C 3E1

T: 604 398 3493

M: 604 562 9132

www.britishcolumbia.ca | [@BCTradeInvest](#) | [LinkedIn](#) | [YouTube](#)

<image001.jpg>

From: Tsui Kevin -BEIJING -MD [<mailto:ktsui@britishcolumbia.ca>]

Sent: Thursday, June 14, 2018 9:58 PM

To: Si, Jianye JTT:EX

Cc: Chandler, Patrick JTT:EX; Romero, Johnsen JTT:EX; Acquarone, Francis JTT:EX

Subject: RE: Cost Estimates for NEXT Summit (August 22-25)

Event Name: NEXT Summit (Novelty Entrepreneurship Cross-border Transition)

Venue: Westin Bayshore, Coal Harbour

August 22, 2018 Welcome program

August 23, 2018 Summit Program

Please note limited information on NEXT Summit is available on the the UCPI website <https://www.ucpi.org/>

Organisation/Company:

University Chinese Philanthropy Initiative Foundation (UCPI) <https://www.ucpi.org/>

China Association for Artificial Intelligence <http://www.caaai.cn/>

Vancouver Economic Commission

Number of delegates / most senior delegate :

Still to be confirmed and current invited VIPs and dignitaries include:

1. [REDACTED]
2. [REDACTED]
3. Key members & institutions of CAAI
4. Top AI companies in China ([REDACTED])
5. [REDACTED] divisions focused on AI
6. CTOs, Chief Scientists, etc.
7. Local regional heavyweight companies ([REDACTED]) and BC Tech community players

Meeting, Objectives and Requests:

At this early stage I believe we have an opportunity to support NEXT Summit in a variety of ways including:

1. Recruitment across TIR network especially from China
2. Recruitment of local guests from JTT
3. Facilitating a speaking role for Dr. Allan Winters, BC Innovation Commissioner as speaker (?)
4. Special Site visit program in collaboration with NEXT Summit (?)

Information on previous meeting(s):

Conference call with on May 29, 2018 with [REDACTED] UCPI (and other designations outlined below) regarding NEXT Summit. I've been waiting to receive more materials so I can share but these have not been forthcoming due to her business travels across Europe lately, etc.

Ongoing collaboration, MOUs etc: TBC

Context:

University Chinese Philanthropy Initiative Foundation (UCPI) is a relatively new registered non-profit organization composed of "well educated Canadian Chinese" alumni working in Canada striving to support and develop multiculturalism. Their members are listed here: <https://www.ucpi.org/team> Please note Mr. Hao Shi is listed on top as President and a key driver on this initiative. Another key contact at UCPI is also [REDACTED] a BC based AI start up called Driving Brain International Ltd [REDACTED]

NEXT Summit is an event UCPI plan to host annually based on the trends and topics of the day. Due to relationships within UCPI via [REDACTED] a link was made to China Association for Artificial Intelligence which led to establishing 2018 NEXT Summit focused on Artificial Intelligence in Vancouver. I understand proceeds from NEXT Summit will be donated to University of British Columbia's Blue & Gold Campaign and UBC President Santos Ono has been approached on this matter already.

NEXT Summit will be organized over 2 days at the Westin Bayshore, Coal Harbour from August 22-23, 2018. Format will include Keynote Speakers where government and industry leaders can share developments on Artificial Intelligence which would be followed by break out panels discussion by industry – finance, manufacturing, etc.

NEXT Summit aims to attract attendance from the East (eastern Canada) and "West" from Asia to Vancouver as the central rallying point.

Vancouver Economic Commission was therefore approached to support as local host and partner to assist as event anchor. [REDACTED] is their key contact.

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: July-20-18 7:53 AM
To: Bostwick, David -TOKYO -TD
Subject: Fw: FYI -- Recent visit by MP Mary Ng to HK (July 10-11)

FYI

From: Campbell, Ailish -BFM <Ailish.Campbell@international.gc.ca>
Sent: Wednesday, July 18, 2018 8:15 AM
To: Nankivell, Jeff -HKONG -HOM/CDM
Cc: McMullen, Duane -BTD; Bobiash, Donald -OGM; Taylor, Sarah -OPD; Robinson, Jodi -HKONG -TD; NANKIVELL, Alison (OTTAWA); Steil, Shawn -OPC; Anderson, Michele -HKONG -TD; Melia, Shendra -DMT; Weissenburger, Thierry -BPR; Murphy, Dave -BEJING -TD; Epp, Weldon -SHNGI -HOM/CDM; Termorshuizen, Cindy -BEJING -DHOM/CDMA; Baerg, Ryan -SHNGI -TD; Moran, Chris -BPD; Wilkie, Christopher -BBD; Danagher, Michael -BSD; Hansen, Christian -ROPAC -TD
Subject: Re: FYI -- Recent visit by MP Mary Ng to HK (July 10-11)

Indeed! This is very helpful.

Our work over the last year to clarify roles and build stronger formal ties w EDC and BDC will be helpful, and continue.

My very initial sense is Minister Ng will be very interested in export development of SMEs domestically - that is across Canada - as well as the tools to help them succeed globally. This will include ecommerce.

Ministers Carr as MINT will focus on the entire Trade portfolio both TCS and negotiations - he will put us through our paces! I was lucky to work with him at Finance as NRCAN was one of the departments I was responsible for.

As well as Ministers Carr and Ng, we will continue to serve those working on US issues as well as Minister Joly on global tourism promotion.

We will also support Minister McKenna on clean tech and Minister Rodriguez (heritage) on international culture promotion - both sectors that we received incremental funding to support. And of course Minister Bains at global trade shows like Farnborough - he's there with our aerospace team this week - and across his ISED & Innovation work. We've been working very closely w ISED on steel, aluminum and autos.

These are just my initial impressions. More will become clear in the days ahead.

The fun continues!

Always welcome your advice, insights and energy. The team in HK & China is always firing on all cylinders.

Ailish

Ailish Campbell
Chief Trade Commissioner / Déléguée commerciale en chef
Assistant Deputy Minister / Sous-ministre adjointe
Ailish.campbell@international.gc.ca
Telephone / Téléphone: 343-203-1875
Global Affairs Canada / Affaires mondiales Canada

125 Sussex Drive / 125 promenade Sussex
Ottawa, ON K1A 0G2

On Jul 18, 2018, at 10:46 AM, Nankivell, Jeff -HKONG -HOM/CDM <Jeff.Nankivell@international.gc.ca> wrote:

Hi Ailish

Lots on your plate today, no doubt.

Thought you might nonetheless be interested in the short report below, on now-Minister Ng's visit in HK last week, which takes on a new relevance in hindsight... The visit to HK's Science and Technology Park provided several hours (including travel time) for MP Ng to discuss TCS, BDC and EDC support for tech sector with Alison, trade commissioner Michele Anderson and me. She had lots of questions.

Cheers,

Jeff

Jeff Nankivell 南傑瑞
Consul General | Consul général

jeff.nankivell@international.gc.ca
+852 2847-7420

Consulate General of Canada | Consulat général du Canada
5/F, Three Exchange Square, 8 Connaught Place, Central, Hong Kong SAR
www.hongkong.gc.ca

Sent from my BlackBerry 10 smartphone.

From: Nankivell, Jeff -HKONG -HOM/CDM <Jeff.Nankivell@international.gc.ca>

Sent: Monday, 16 July, 2018 11:03

To: Steil, Shawn -OPC

Cc: Lee, Sumin -OPC; Taylor, Sarah -OPD; Gudinkas, Lukas -OGM; McLaughlin, Emily -HKONG -TD; Anderson, Michel -HKONG -TD; McDonell, Derry -HKONG -GR; Zimmerman, John -ROONT -TD; McCallum, John -BEJING -HOM/CDM; Murphy, Dave -BEJING -TD; Epp, Weldon -SHNGI -HOM/CDM; Bedlington, Rachael -GANZU -HOM/CDM; David, Jeff -CHONQ -HOM/CDM; Bobiash, Donald -OGM; 'NANKIVELL, Alison (OTTAWA)'; Berlet, Stephanie -OPC; Robinson, Jodi -HKONG -TD; Wong, Eunice -HKONG -TD; Fan, Raymond -HKONG -TD

Subject: MP Mary Ng visit to HK

Hi Shawn et al

Just to close the loop on this... Two-day visit last week went very smoothly and MP Ng seemed very pleased with the arrangements.

HKONG provided a full package of briefs prior to arrival, briefed her comprehensively on morning of first day and accompanied her to all meetings.

We also offered an informal dinner at OR [REDACTED]

Highlights were courtesy call on Commerce Secretary Yau (arranged by HKETO) and two-hour visit to HK Science and Technology Park (arranged by HKONG), which included meeting with CEO of HK's tech commercialisation agency ASTRI, CanCit Hugh Chow who recently moved to HK from Toronto to take up the ASTRI job. Other events included mtgs w CanCham Chairman Todd Handcock and BC rep Derrick Lee, as well as participation in evening reception to brief new students heading to U of T.

Relevant social media posts (including retweets of MP Ng's posts) can be found on my twitter feed @jeff_nankivell.

The meetings at Science Park (joined also by BDC/EDC VP Nankivell) were notable for discussion of the number of HKSTP/ASTRI major corporate partners who have major presence in Ms Ng's riding of Markham-Thornhill, including Microsoft, IBM, Qualcomm and Huawei.

MP Ng's focus was entirely on opportunities for Cdn tech companies including expanding business in/through HK and attracting strategic investors from/through HK. We anticipate there may be some follow up from her/her office in terms of connecting GTA companies with potential partners and other opportunities (e.g. participation in trade missions) in/through HK. We noted to her that ROONT is good entry point for such queries and had extensive conversations (over course of two days together) with her on the range of agencies (including TCS, BDC, EDC) and financing & info tools & resources available for Cdn SMEs looking to expand overseas.

Notes of courtesy call on Commerce Secretary Yau are enclosed below.

Cheers,

Jeff

Meeting with Secretary for Commerce and Economic Development, Mr Edward Yau:

- On July 10, 2018, Ms Mary Ng, Member of Parliament (Markham-Thornhill, ON) met for an introductory meeting with Secretary Yau to gain insights on Canada-Hong Kong relations and discuss ways to enhance cooperation in areas of mutual interest.
- Ms Ng introduced the demographics of her constituency and the City of Markham as Canada's High-Tech Capital, home to more than 400 Canadian head offices, including the Canadian headquarters of multinational industry leaders (e.g., IBM, Huawei Technologies, Lenovo, Qualcomm, General Motors, etc.). She was keen to learn more about Hong Kong's role in China's Belt and Road Initiative (BRI) and areas of possible collaboration.
- Secretary Yau introduced Hong Kong's business strengths with its steady record of economic freedom and ability to attract global talent; Hong Kong provides a level playing field for global trade and will continue to leverage its free-port advantage and commitment to the rule of law. He noted that Hong Kong serves as an inroad for BRI mega projects with its reputation in financing and risk assessment, and its strengths in logistics and supply chains. He introduced the

Greater Bay Area initiative and the opportunities for international collaboration in innovation and investment.

- Ms Ng noted synergies between Hong Kong and Canada, and agreed that Hong Kong would provide a platform for many Canadian SMEs looking to scale and expand to the Asia region.
- Secretary Yau highlighted the success of MINT's recent visit to Hong Kong and confirmed that he will visit Ottawa in September 2018 to enhance the Canada-Hong Kong relationship. He invited Ms Ng to explore the possibility of participating in HKSAR's five-day Parliamentary Program, similar to the one it currently holds with UK and France. Ms Ng expressed strong interest.

Follow-up/Action items:

- Nil

Jeff Nankivell 南傑瑞
Consul General | Consul général

jeff.nankivell@international.gc.ca

+852 2847-7420

Consulate General of Canada | Consulat général du Canada
5/F, Three Exchange Square, 8 Connaught Place, Central, Hong Kong SAR
www.hongkong.gc.ca

Sent from my BlackBerry 10 smartphone.

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: July-29-18 10:39 PM
To: Tsui, David -ROPAC -TD
Subject: Fwd: Distinguished Fellows Dialogue August 28
Attachments: image001.png; ATT00001.htm;
DistinguishedFellowsDialogue_PolarSilkRoad_DialogueReport_07162018.docx;
ATT00002.htm

Interested?

With regards,
Christian

Begin forwarded message:

From: [REDACTED]@asiapacific.ca>
Date: July 16, 2018 at 3:20:25 PM PDT
To: [REDACTED]@asiapacific.ca>
Cc: [REDACTED]@asiapacific.ca>
Subject: Distinguished Fellows Dialogue August 28

Dear Colleagues,

Following our first Distinguished Fellows Dialogue last May, we would like to invite you to join our second Distinguished Fellows Dialogue, on Tuesday, August 28th, from 10:00 am to noon, at the APF Canada Vancouver office. Furthermore, you will find the dialogue notes from the May 30th session attached here.

This upcoming session will feature the research topic of [REDACTED] Artificial Intelligence Policy in East Asia, in China, Korean and Japan. [REDACTED] will be presenting his findings, which will inevitably spur an interesting conversation.

A primer will be sent to you the week before, as well as a detailed agenda.

The proposed agenda is as follows:

10:00 – 10:15 : Refreshments
10:15 – 10:20 : Table Introductions and Welcome
10:20 – 10:35 : Presentation by Dongwoo
10:35 – 11:35 : Moderated Dialogue by [REDACTED]
11:35 – 11:40 : Wrap-up and Concluding Remarks

Best,

[REDACTED]

[REDACTED]

**Pages 592 to / à 599
are withheld pursuant to section
sont retenues en vertu de l'article**

20(1)(c)

**of the Access to Information Act
de la Loi sur l'accès à l'information**

s.15(1) -
International

Schmidt, Leah Madelaine -ROPAC -TD

From: Qiao, Bella (Xiao Tong) -BEJING -TD
Sent: September-25-18 1:22 AM
To: Tsui, David -ROPAC -TD
Cc: Hansen, Christian -ROPAC -TD; Hawkshaw, Fiona -ROPAC -TD; Kan, Keith -BEJING -TD
Subject: RE: Work Permits and Permanent Residence for Chinasoft International Employees

Hi David,

Sorry for my delay in response. I've been trying to reach Chinasoft's office in Beijing. Chinasoft is not in TRIO, so I did some research online. Basically it is a service provider who does outsourced projects for companies like Huawei, Baidu, Microsoft. [REDACTED] Given that Chinasoft now have a Canadian entity, maybe we could do an outcall to its office in Beijing to learn more about the company and plan for North America. If you all agree, I will reach out to [REDACTED] to set up our first meeting.

Regards,
Bella

From: Tsui, David -ROPAC -TD
Sent: September 11, 2018 12:46 AM
To: Qiao, Bella (Xiao Tong) -BEJING -TD <BellaXiaoTong.Qiao@international.gc.ca>
Cc: Hansen, Christian -ROPAC -TD <Christian.Hansen@international.gc.ca>; Hawkshaw, Fiona -ROPAC -TD <Fiona.Hawkshaw@international.gc.ca>
Subject: RE: Work Permits and Permanent Residence for Chinasoft International Employees

Thanks in advance, Keith and Bella!

From: Kan, Keith -BEJING -TD
Sent: September-07-18 9:41 PM
To: Tsui, David -ROPAC -TD; Tso, Eugene -OPC; Hawkshaw, Fiona -ROPAC -TD; Wong, Eunice -HKONG -TD; Jiang, Sandra -SHNGI -TD; Barrett, Todd -ROONT; Qiao, Bella (Xiao Tong) -BEJING -TD
Cc: Hansen, Christian -ROPAC -TD
Subject: RE: Work Permits and Permanent Residence for Chinasoft International Employees

Hi David,

I am copying BEJING/Bella Qiao who is responsible for ICT. We are currently out of the office doing a roadshow. We will get back to you on Tuesday.

Thanks,

Keith Kan | 简思华
First Secretary (Commercial) | Premier secrétaire (affaires commerciales)
Embassy of Canada | Ambassade du Canada
Government of Canada | Gouvernement du Canada

s.19(1)
s.20(1)(c)

From: Tsui, David -ROPAC -TD
Sent: September 8, 2018 6:55 AM
To: Tso, Eugene -OPC <Eugene.Tso@international.gc.ca>; Hawkshaw, Fiona -ROPAC -TD <Fiona.Hawkshaw@international.gc.ca>; Wong, Eunice -HKONG -TD <Eunice.Wong@international.gc.ca>; Jiang, Sandra -SHNGI -TD <Sandra.Jiang@international.gc.ca>; Kan, Keith -BEJING -TD <Keith.Kan@international.gc.ca>; Barrett, Todd -ROONT <Todd.Barrett@international.gc.ca>
Cc: Hansen, Christian -ROPAC -TD <Christian.Hansen@international.gc.ca>
Subject: FW: Work Permits and Permanent Residence for Chinasoft International Employees

Colleagues – FYI.

Should we be aware of anything regarding Chinasoft?

IRCC has directed them to engage post for FDI support. I can't tell where their HQ is, but it lists offices in HK, Shanghai, Beijing and Xi'an.

Todd, note there's mention of office openings in both Toronto and Vancouver.

Best,
D

From: Michaud.Heather [<mailto:Heather.Michaud@cic.gc.ca>]
Sent: September-07-18 10:11 AM
To: Tsui, David -ROPAC -TD
Subject: FW: Work Permits and Permanent Residence for Chinasoft International Employees

Hi David,

Typically it's the GAC TCS referring your clients to me at IRCC, but I have a client who's asking if I could refer him to GAC.

[REDACTED] for Chinasoft International, specifically their HSBC line of business. Chinasoft is, according to [REDACTED] the largest outsourcing company in the world with 50,000 employees, mostly in China and Malaysia. The revenue from the HSBC LOB, their second largest after Huawei, is 900 million yuan. HSBC outsources software development, testing, and integration to Chinasoft. [REDACTED]

Could you let me know how I should guide him? Thank you.

Sincerely,

Heather Michaud

Employer Liaison Officer
Domestic Network | Immigration, Refugees and Citizenship Canada | Government of Canada
Heather.Michaud@cic.gc.ca | Telephone: +1 604 699 0627 | Mobile: +1 604 653 7449

s.19(1)

Agent de liaison avec les employeurs

Réseau national | Immigration, Réfugiés et Citoyenneté Canada | Gouvernement du Canada

Heather.Michaud@cic.gc.ca | Téléphone : +1 604 699 0627 | Mobile: +1 604 653 7449



Canada

*info

From: Michaud.Heather

Sent: September 6, 2018 5:35 PM

To: [REDACTED]@chinasofti.com>

Subject: Work Permits and Permanent Residence for Chinasoft International Employees

Dear [REDACTED]

It was a pleasure meeting with you this afternoon. This is further to our discussion about how Chinasoft International can bring key talent to Canada from China and Malaysia to work in the Canadian entity that has been established. Here are links to further information about the subjects we spoke about:

Employment and Social Development Canada (ESDC)

[Temporary Foreign Worker Program](#)

[Process to Apply for a Labour Market Impact Assessment \(LMIA\)](#)

[Program Requirements for the Global Talent Stream](#)

[Call the Employer Contact Centre](#)

Immigration, Refugees and Citizenship Canada (IRCC)

[Business People and Business Visitors](#)

[Intra-Company Transferee LMIA Exemption Requirements \(Exemption Code C12\)](#)

[Two-week Processing under the Global Skills Strategy](#)

[Find the National Occupational Classification \(NOC\) Code](#)

[Make an Offer of Employment in the Employer Portal](#)

[Apply for a Work Permit](#)

[Apply for Permanent Residence through Express Entry](#)

[Make a Valid Job Offer to an Employee to Support their Express Entry Application](#)

[Apply for an LMIA to Support an Employee's Permanent Residence Application](#)

BC Provincial Nominee Program (PNP)

[Information about the BC Tech Pilot and How to Contact the BC PNP](#)

Government Trade & Investment Contacts:

Federal: Global Affairs Canada (GAC) Trade Commissioners Service (TCS)

[Find a Trade Commissioner in China](#)

[Find a Trade Commissioner in Vancouver](#)

Provincial: Trade & Invest BC

[Find a Trade and Investment Representative](#)

Municipal: Vancouver Economic Commission (VEC)

[Find Out How VEC Can Help Grow Your Business in Vancouver](#)

After reviewing the information, please let me know if you have any further questions. Feel free to contact me as you decide which employees you need to bring to Canada. I can help you determine which process to follow.

Best wishes,

Heather Michaud

Employer Liaison Officer – BC & Yukon

Domestic Network | Immigration, Refugees and Citizenship Canada | Government of Canada

Heather.Michaud@cic.gc.ca | Telephone: +1 604 699 0627 | Mobile: +1 604 653 7449

Agent de liaison avec les employeurs – C-B & Yukon

Réseau national | Immigration, Réfugiés et Citoyenneté Canada | Gouvernement du Canada

Heather.Michaud@cic.gc.ca | Téléphone : +1 604 699 0627 | Mobile: +1 604 653 7449



Government of Canada Gouvernement du Canada

Canada

*info

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: September-27-18 6:49 AM
To: Hawkshaw, Fiona -ROPAC -TD
Subject: Fw: Possible investment in

From: Kane, Lee -BEJING -TD <Lee.Kane@international.gc.ca>
Sent: Thursday, September 27, 2018 4:32 AM
To: Nathalie Béchamp
Cc: Noémie Julien; Murphy, Dave -BEJING -TD; Dodd, Michael -BEJING -TD; Loan, Christopher -BEJING -TD; Reeve, Jason -BEJING -TD; Hansen, Christian -ROPAC -TD; Tsui, David -ROPAC -TD; Zimmerman, John -ROONT -TD; Langan-Torell, Patricia -ROONT -TD; Rebecca McDonell; Helena Botelho; Cerat, Alexandre -OPC; Rivest, Francois -OPC; Geithner, Brandon -BIS
Subject: Re: Possible investment in

Thank you Nathalie,

Looking forward to working closely with you on this and other projects.

All the best

Lee

Lee Kane / 李侃

Counsellor (Commercial) and Senior Trade Commissioner | Conseiller et Délégué commercial principal / 商务参赞
Embassy of Canada in China | Ambassade du Canada en Chine
Government of Canada | Gouvernement du Canada

Mobile: +86- 186-0112-3305

WeChat ID: Lkaner

From: Nathalie Béchamp
Sent: Thursday, September 27, 2018 7:17 PM
To: Kane, Lee -BEJING -TD
Cc: Noémie Julien; Murphy, Dave -BEJING -TD; Dodd, Michael -BEJING -TD; Loan, Christopher -BEJING -TD; Reeve, Jason -BEJING -TD; Hansen, Christian -ROPAC -TD; Tsui, David -ROPAC -TD; Zimmerman, John -ROONT -TD; Langan-Torell, Patricia -ROONT -TD; Rebecca McDonell; Helena Botelho
Subject: Re: Possible investment in

Dear Lee,
Thanks for the update, this is terrific news.

It's good to know that this visit is going forward from previous planning this summer, and with the involvement of provincial offices that will ensure solid programs for both stops.

Thanks for the offer to have us join as well; we would be pleased to meet based on schedules.

I'll consult internally and will come back to you without delay.

Thanks again, looking forward to staying in touch.

Nathalie

Nathalie Béchamp
Chief Investor Services | Chef, services aux investisseurs
Invest in Canada | Investir au Canada
T +613 222-7388

investcanada.ca | investircanada.ca

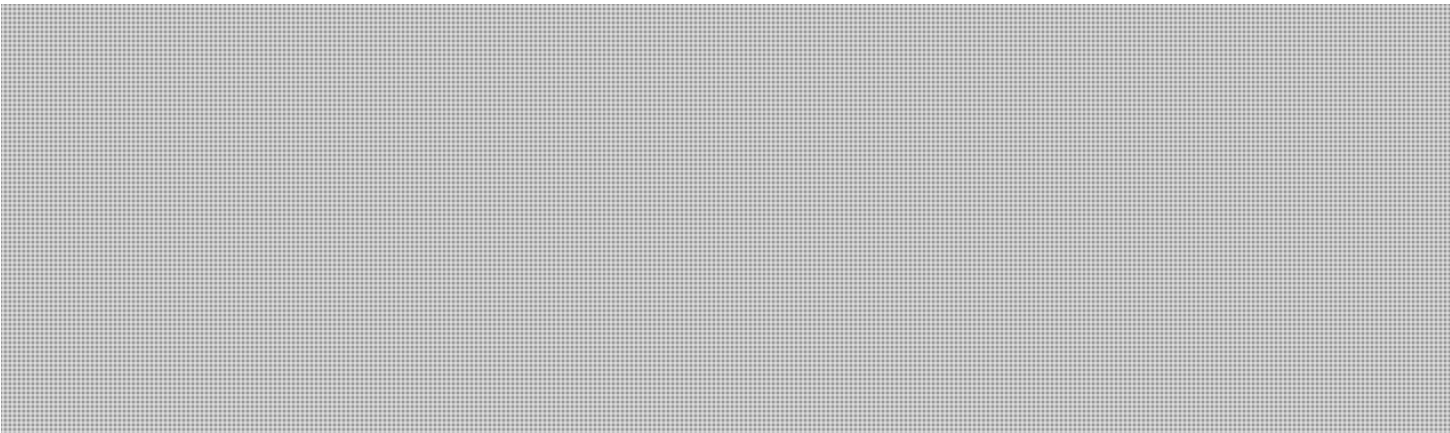
From: Lee.Kane@international.gc.ca <Lee.Kane@international.gc.ca>
Sent: Thursday, September 27, 2018 6:13:42 AM
To: Nathalie Béchamp
Cc: Noémie Julien; Dave.Murphy@international.gc.ca; Michael.Dodd@international.gc.ca;
Christopher.Loan@international.gc.ca; Jason.Reeve@international.gc.ca; Christian.Hansen@international.gc.ca;
David.Tsui@international.gc.ca; John.Zimmerman@international.gc.ca; Patricia.Langan-Torell@international.gc.ca
Subject: RE: Possible [REDACTED] investment in [REDACTED]

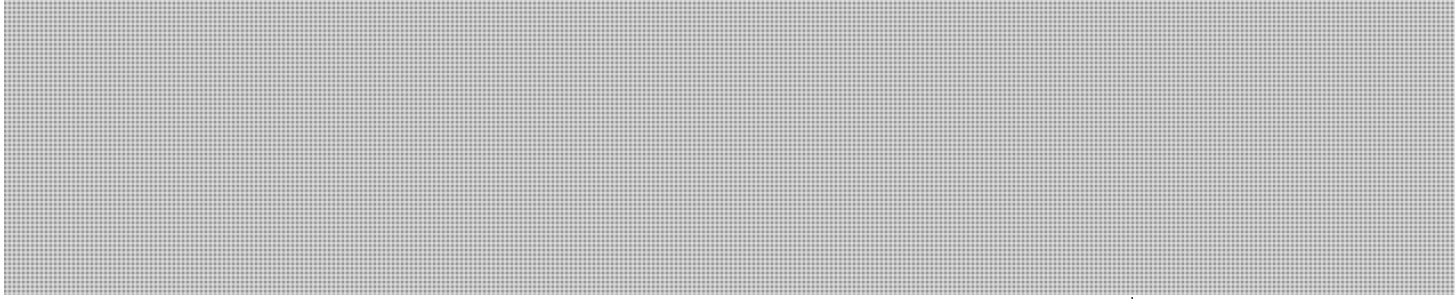
Good morning Nathalie,

We had the opportunity to meet with [REDACTED] to follow up on their interest in establishing a presence in Canada. While they still have some work to do, from the discussions we had with the leads on the file, there seems to be significant interest in pursuing both [REDACTED]

They are sending the two leads for the project to Canada next week and will be in Waterloo from **October 1-3, Toronto from Oct 4-7, and Vancouver from 8-11th**.

The small delegation will be led by [REDACTED] focused on the administrative procedures, office space, hiring, visas, etc. and [REDACTED] who was introduced as the overall lead for the project at this stage. [REDACTED] has apparently retained his services and he is now primarily based in Beijing. [REDACTED] indicated he previously worked to support Huawei's investments into Canada His bio can be found on the [REDACTED]





All this to say, if by chance you or a representative from your team will be in Toronto (October 4 or 5) or Vancouver (October 10 or 11) we would like to propose a meeting to establish a relationship with the Hub. Dr. Pei and Ms. Cai will be sending us their itinerary tomorrow, and if you agree, we could connect them with your team to discuss a meeting.

At the recent meeting, we invited representatives from BC and Ont offices in China, who are currently working to support the visits to their respective provinces, including a roundtable in Vancouver with provincial and municipal government officials, etc.

I apologize for the lengthy message. Don't hesitate to let us know if you have any further questions in the meantime, or if you would like to speak by phone.

All the best.

Lee

Lee Kane / 李侃

Counsellor and Senior Trade Commissioner | Conseiller et Délégué commercial principal / 参赞
Embassy of Canada in China | Ambassade du Canada en Chine
Government of Canada | Gouvernement du Canada

Mobile: +86- 186-0112-3305
WeChat ID: Lkaner

From: Nathalie Béchamp [mailto:Nathalie.Bechamp@invcanada.ca]
Sent: August-11-18 4:06 AM
To: [REDACTED]
Cc: Noémie Julien; caitlin.workman@canada.ca; Kane, Lee -BEJING -TD; [REDACTED]
Subject: RE: Possible [REDACTED] investment in [REDACTED]

Hi [REDACTED]
I'm coming back to you from our earlier exchange in case you have any updates on when your executive is planning to visit Canada.

With that information, I will gladly introduce both sides to the city investment authorities, and other groups you had indicated earlier.

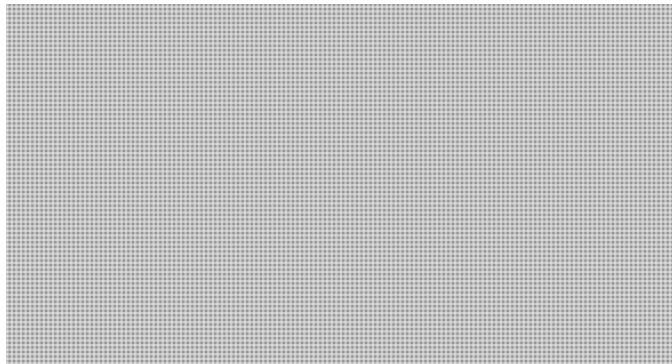
With best regards,
Nathalie

Nathalie Béchamp
Chief Investor Services | Chef, services aux investisseurs
Invest in Canada | Investir au Canada
T +613 222-7388
234 Laurier Ave. West | 234, av. Laurier Ouest
Ottawa, Ontario, K1P 6K6
investcanada.ca | investircanada.ca



From: [REDACTED]
Sent: August 1, 2018 11:17 PM
To: Nathalie Béchamp <Nathalie.Bechamp@invcanada.ca>
Cc: Noémie Julien <Noemie.Julien@invcanada.ca>; caitlin.workman@canada.ca; lee.kane@international.gc.ca; [REDACTED]
Subject: Re: Possible [REDACTED] investment in [REDACTED]

Thank you so very much Nathalie!
Let's come back to each other with more information.
Jerome



发件人: Nathalie Béchamp <Nathalie.Bechamp@invcanada.ca>
日期: 2018年7月31日 星期二 上午4:40
收件人: [REDACTED]
抄送: Noémie Julien <Noemie.Julien@invcanada.ca>, "caitlin.workman@canada.ca" <caitlin.workman@canada.ca>, "lee.kane@international.gc.ca" <lee.kane@international.gc.ca>
主题: Re: Possible [REDACTED] investment in [REDACTED]

Many thanks [REDACTED]

This additional information is most helpful. Please advise which dates your executives are planning for and we will gladly assist with introductions and meetings with the right groups to make the most of their time in Canada.

s.19(1)

s.20(1)(c)

In the meantime, I will come back with thoughts of who to meet with for the locations you've indicated.

With best regards,
Nathalie

Nathalie Bechamp
Chief Investor Services
T +1 613 222 7388.

Get [Outlook for Android](#)

From: [REDACTED]
Sent: Monday, July 30, 2018 1:31:33 AM
To: Nathalie Béchamp
Cc: Noémie Julien; caitlin.workman@canada.ca; Lee.Kane@international.gc.ca
Subject: Re: Possible [REDACTED] investment in [REDACTED]

Dear Nathalie,

Currently we are considering to build two offices as the first step, one in [REDACTED]
[REDACTED] For the [REDACTED] we may consider [REDACTED] or the
west part of [REDACTED] For the [REDACTED] office, we may consider [REDACTED]
[REDACTED] We may also consider putting our [REDACTED] office in the
[REDACTED]

An executive from our management team is planning to visit Canada soon. It would be great if we could meet relevant local authorities. Some key people we would like to meet are local authorities such as the [REDACTED]
[REDACTED]

Again, your guidance and support will be very much appreciated!

All the best,

[REDACTED]

[REDACTED]

s.20(1)(c)

发件人: Nathalie Béchamp <Nathalie.Bechamp@invcanada.ca>

日期: 2018年7月27日 星期五 上午5:14

收件人:

抄送: Noémie Julien <Noemie.Julien@invcanada.ca>, "caitlin.workman@canada.ca" <caitlin.workman@canada.ca>, "Lee.Kane@international.gc.ca" <Lee.Kane@international.gc.ca>

主题: RE: Re: Possible investment in

Dear

Further to the exchange below, I am writing on behalf of Ian McKay, CEO of Invest in Canada.

We are delighted to hear of your plans to do more in Canada, and potentially with plans for As Canada's national foreign direct investment authority, we look forward to helping you through this process. A few quick questions to get us started:

1. If possible to know whether you are considering other locations in Canada, please advise and we can supply you with more information and contact points to help in your decision making process.
- 2) If has definitely concluded that is the best location for your Technology Research/Collaboration Center, then please advise and we will support your plans including introducing you to local authorities such

If a phone call would be helpful at this time, please let me know and we can schedule one at your convenience.

With best regards, and looking forward to hearing from you,
Nathalie

Nathalie Béchamp
 Chief Investor Services | Chef, services aux investisseurs
 Invest in Canada | Investir au Canada
 T +613 222-7388
 234 Laurier Ave. West | 234, av. Laurier Ouest
 Ottawa, Ontario, K1P 6K6
investcanada.ca | investircanada.ca



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Schmidt, Leah Madelaine -ROPAC -TD

From: Tsui, David -ROPAC -TD
Sent: November-06-18 11:36 AM
To: Hansen, Christian -ROPAC -TD; Hawkshaw, Fiona -ROPAC -TD; Umezuki, Renee -ROPAC -TD
Subject: FW: BBR and Huawei

FYI – in case you haven't seen the latest G&M article on Huawei.

From: Dionne, Éric -BBR
Sent: November-06-18 11:16 AM
To: Obiri-Yeboah, Yaa-Hemaa -ROPAC -TD; Tsui, David -ROPAC -TD
Subject: BBR and Huawei

Good morning Yaa-Hemaa and David,

It was great to meet you at the RO yesterday; thank you for your time.

Here's the updated file allocation at BBR:

- **Jonathan Jasmin-Benoit**: Deputy Director
- **Daniel Baker**: Artificial Intelligence, Big Data & Analytics, Cloud Computing, Cyber Security, Digital Media
- **Molly Clouthier**: Agtech, FinTech
- **Éric Dionne**: Telecommunications, Microelectronics
- **Samuel Rancourt Duchesne**: ICT for Advanced Manufacturing, Connected Vehicles, IoT
- **Katie Fulcher**: IOT Team lead, Enterprise Software Solutions, Retail Tech, Logistics Tech
- **Natalie Doust**: ICT Extractives, EdTech, Support for all sectors

And below the press article sent to me Friday by OPC.

David, going to the GTI event now, then to meet Simon at 4. See you at the NGMN Summit opening event tonight around 6.

Cheers,

Eric

Ottawa not ruling out blocking Huawei from 5G supply contracts

ROBERT FIFE
OTTAWA BUREAU CHIEF
STEVEN CHASE

<https://www.theglobeandmail.com/politics/article-ottawa-not-ruling-out-blocking-huawei-from-5g-supply-contracts/>

The federal government now says it is not ruling out barring Huawei from supplying equipment for Canada's next generation 5G mobile networks, backing away from previous assurances that Canadian

security agencies were capable of containing any cyberespionage threat from the Chinese telecommunications giant.

Public Safety Minister Ralph Goodale told The Globe and Mail on Thursday that a cybersecurity review is under way to determine whether Canada should join the United States and Australia in banning Huawei.

“We are considering every possible dimension of this situation,” Mr. Goodale said. “We haven’t ruled anything in or anything out. But we are examining every dimension of this issue to make sure that when we make our final decision, we do so in the most appropriate way.”

In late September, Canada’s top cybersecurity official, Scott Jones, rejected the idea of blocking Huawei, saying this country’s safeguards are adequate to mitigate any risk. The new head of the Canadian Centre for Cyber Security, which is part of the Communications Security Establishment [CSE] spy agency, told MPs that Canada has a robust system of testing facilities for Huawei equipment and software to prevent security breaches – one he suggested was superior to those of some of Canada’s allies.

CSE has set up a system that allows independent labs to test Huawei equipment for back doors and capabilities that can be built in that could allow Chinese hackers to covertly intercept data or disable communications networks. The testing is paid for by Huawei.

Mr. Jones’s comments prompted two member of the U.S. Senate Intelligence Committee – Republican Marco Rubio and Democrat Mark Warner – to write to Prime Minister Justin Trudeau in October, urging him to block Huawei.

The senators said they were troubled by Mr. Jones’s statements and raised the prospect that a Canadian embrace of Huawei technology could affect the flow of confidential information between members of the Five Eyes intelligence-sharing alliance: Australia, Britain, Canada, New Zealand and the United States.

Mr. Rubio and Mr. Warner warned that Canada’s safeguards are not enough.

Mr. Jones, who is travelling in the United States, was not available for comment Thursday.

However, in remarks to ITWorldCanada.com, a tech industry publication, last month, Mr. Jones said his remarks to MPs in September were intended to focus on scrutiny of existing mobile technologies, such as 4G and LTE. But the transcript of this committee meeting shows that MPs were asking specifically about action taken by Canadian allies to block Huawei from participation in 5G networks.

Mr. Jones told ITWorldCanada.com the advent of 5G technology could in fact alter Ottawa’s security strategy.

“5G is a fundamental technology shift. But we don’t want to presuppose what the outcome [of the review] is going to be. We want to look through and make security decisions based on the broader understanding as standards are being set [of] how to we put security into that,” Mr. Jones said.

Huawei vice-president Scott Bradley said the company had no comment on the security review that is taking place or the possibility that the Shenzhen-based conglomerate could be banned from Canada’s 5G networks.

Mr. Goodale said the federal review is examining the potential economic benefits of Huawei's 5G technology and the potential threat that the Chinese company could place spying devices in the core of networks.

The review is in the early stages but Ottawa wants it be concluded without much delay, given that Washington has been increasing pressure on Canada, Britain and New Zealand to join the United States and Australia in banning Huawei.

"Technology doesn't wait for anybody and this is a communications revolution that is taking place around the world quite literally as we speak so we understand the urgency of settling it," Mr. Goodale said.

New Zealand recently announced it is also studying whether to also ban Huawei from supplying equipment for 5G network infrastructure.

Last week, one of Australia's spy agencies, in rare public comments, revealed it had strongly recommended to the Australian government to restrict foreign firms with government ties from that country's 5G networks.

Mike Burgess, director-general of the Australian Signals Directorate, which is akin to Canada's CSE, said 5G will require new security rules.

"5G technology will underpin the communications that Australians rely on every day, from our health systems and the potential applications of remote surgery, to self-driving cars and through to the operation of our power and water supply," Mr. Burgess said Monday.

"Historically, we have protected the sensitive information and functions at the core of our telecommunications networks by confining our high-risk vendors to the edge of our networks. But the distinction between core and edge collapses in 5G networks," he said.

Britain, which has a testing arrangement similar to Canada's for Huawei equipment, said it is working with Huawei "to benefit from new technology while managing cybersecurity risks," according to a statement to The Globe from the U.K. National Cyber Security Centre.

Under Chinese law, companies must "support, co-operate with and collaborate in national intelligence work" as requested by Beijing, and security experts in the United States and Canada warn that equipment produced by firms such as Huawei could be compromised on behalf of China's ruling Communist Party.

With a report from Reuters

From: Backer, Simon [<mailto:Simon.Backer@nrc-cnrc.gc.ca>]
Sent: November-05-18 8:26 PM
To: Dionne, Éric -BBR
Subject: RE: This Tuesday

Hi Eric,
Sounds good. See you here at 4 PM Tuesday.
Our address is:

650 – 1185 West Georgia St,
Vancouver, BC

Cheers,

Simon

Simon Backer

Industrial Technology Advisor
Industrial Research Assistance Program (IRAP)
National Research Council Canada / Government of Canada
simon.backer@nrc-cnrc.gc.ca / Tel: 604 666 7988/ Cell: 604 720 7921

Conseiller en technologie industrielle
Programme d'aide à la recherche industrielle (PARI)
Conseil national de recherches Canada / Gouvernement du Canada
simon.backer@nrc-cnrc.gc.ca / Tél. : 604 666 7988/ Tél. cell. 604 720 7921

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Veillez ne pas transmettre par courriel et par pièces jointes toute information jugée confidentielle

From: Eric.Dionne@international.gc.ca [mailto:Eric.Dionne@international.gc.ca]
Sent: November 5, 2018 4:56 PM
To: Backer, Simon <Simon.Backer@nrc-cnrc.gc.ca>
Subject: This Tuesday

Hi Simon,

Now in Vancouver. I just met with David at the RO.

I will attend the GTI event part of the day tomorrow, and thought I could visit you at the office later in the afternoon. If that's OK with you, maybe around 4? We could then walk or share a cab to the JW Marriott for the NGMN opening (6 pm). David said he will meet us there.

Please keep me posted.

Cheers,

Eric

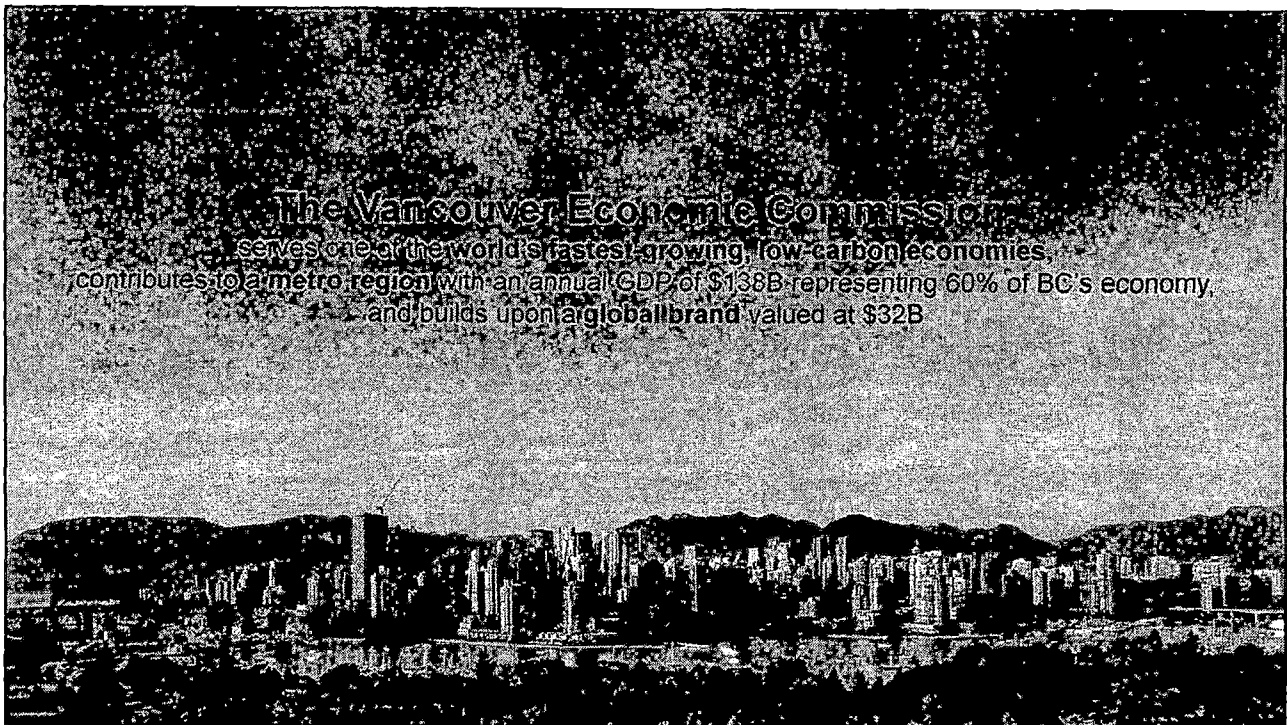
Sent from my BlackBerry 10 smartphone on the Rogers network.

Vancouver Economic Commission Corporate Profile

An overview of VEC initiatives, structure and budget



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HIGH IMPACT ECONOMIC DEVELOPMENT

Economic development agencies traditionally focus on business retention, attraction (FDI), expansion

VEC approach follows & defines best practice of leading global peer cities – e.g. NYC, Portland, London

- VEC strives to build the best industry ecosystems, climate for business, placemaking
- Policy (e.g. *tech talent strategy, green economy*) and advocacy (e.g. *Temporary Foreign Workers*)
- Cluster development e.g. Virtual Reality, Fintech
- Particular focus on talent and capital as key drivers of growth
- Data-driven, evidence-based policy; research as an engine

Our Metrics are representative of this approach, align with UN Sustainable Development Goals

- VEC measures classic metrics and 21st century prosperity metrics e.g. *Inequality, Green Jobs, Resiliency*; we also participate with global peer cities in defining prosperity metrics

80-90% of our work contributes to regional outcomes, such as FDI into adjacent cities

VEC works to ensure inclusive sustainable economic growth for all

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3

LINES OF BUSINESS

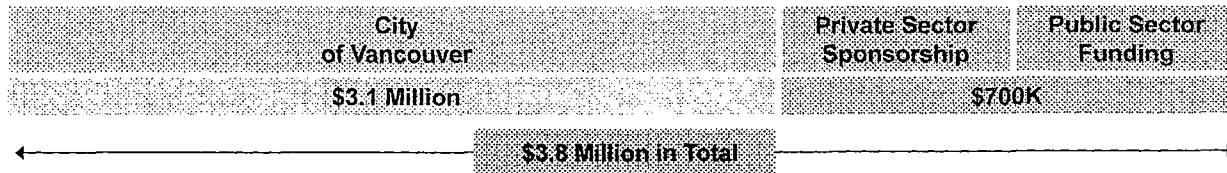
	FDI & Trade	Capital Access	Talent Development	Vancouver Brand Marketing	Sector Support & Promotion	Entrepreneurship & Industry Support
KEY SECTORS	Film & TV					
	Media & Entertainment (VFX, Animation, Gaming, VR/AR)					
	Technology (SaaS, social media, business intelligence, fintech, cybersecurity, ecommerce, web)					
	Green Economy (cleantech, green buildings, smart cities)					
BUSINESS	Research, Marketing & Events (e.g. lead gen., business retention and expansion)					
	Policy & Advocacy (BC Tech Talent Strategy, Industrial Insights)					
	Geographical Targets (USA, Asia Pacific, Western Europe)					
	Strategic Initiatives (Media Co-working, Industrial Concierge, Startup Ecosystem, etc.)					

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4

2018 FUNDING



SELECT CORPORATE & FEDERAL FUNDERS

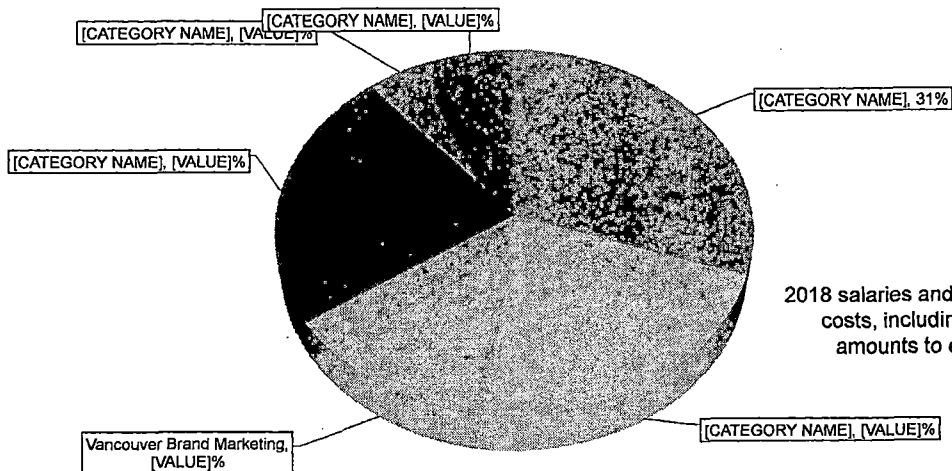


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5

2018 EXPENDITURES



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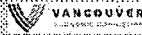


6

FDI & TRADE

SELECT PROGRAMS		SELECT PROJECTS	
1. Deliver FDI to Region 2. Run Vancouver Film Commission 3. Run Asia Pacific Centre 4. Deliver FDI Aftercare 5. Conduct Industry Tours 6. Deliver Outgoing Business Missions		1. Landed Samsung (\$50m) 2. Landed Huawei (\$35m) 3. Landed Fujitsu Centre for AI (100 jobs) 4. Landed Amazon (3,000 jobs)	
SELECT METRICS	OUTCOMES	BUDGET FOR DELIVERY	STAFFING
Jobs facilitated (2018 YTD)	5,000 jobs	31%	1x CEO
Investment facilitated (2018 YTD)	\$1.8bn		4x Directors
Companies attending VEC missions	30+		3x Sector Managers
Office vacancy rate - Downtown	7.1%		2x M&R team
Office vacancy rate - Metro Van	8%		
Tax revenue - Municipal	~\$5m		
Tax revenue - Provincial	~\$20m		

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7

CAPITAL ACCESS

SELECT PROGRAMS		SELECT PROJECTS	
1. Run Vancouver Capital Attraction Initiative 2. Deliver Capital Mentorship Program 3. Run Investor Showcases 4. Deliver Investor Matchmaking and Education		1. Produced Vancouver Investment Guide 2. Produced State of the Green Economy 2018 3. Landed Major Investor Conferences (NACO, CVCA)	
SELECT METRICS	OUTCOMES	BUDGET FOR DELIVERY	STAFFING
Total capital investment (2017)	\$5B	6%	1x CEO
Investment deals (Pitchbook)	300+		4x Directors
Landed blue ribbon investor events	x3		3x Sector Managers
Companies attending VEC workshops	260+		1x Business Dev. Officer
Investors attending VEC workshops	150+		4x M+R team

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8

TALENT DEVELOPMENT

SELECT PROGRAMS		SELECT PROJECTS	
1. Established Digital Entertainment Career Fair 2. Advocate for Fast-track Visa for Skilled Talent 3. Run Talent Repatriation & Attraction Program		1. BC Tech Talent Strategy 2. City Studio Academic Partnership 3. BCIT Sustainable Business Partnership 4. Initiated Greenest City Scholar Program	
SELECT METRICS	OUTCOMES	BUDGET FOR DELIVERY	STAFFING
Employee introductions facilitated Skilled jobseekers on talent database Businesses engaged in BC Tech Talent strategy Successfully influenced Federal immigration policy	3,000+ 1,000+ 200+ ✓	5%	1x CEO 3x Directors 1x Sector Managers 5x M+R team

Break Something video!

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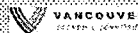


9

VANCOUVER BRAND MARKETING

SELECT PROGRAMS		SELECT PROJECTS	
1. Conduct Macroeconomic Data Research 2. Deliver Media Tours 3. Deliver Programming at Major Global Events 4. Official Representatives of Industry Associations (International Emmy Academy, WSA/SDGs) 5. Leading Member of Consider Canada City Alliance Partner w/ International Think-tanks (C40 & 100RC) 6. Convene Ministerial Roundtables		1. Branding and Corporate Digital Strategy 2. Brand Valuation Study 3. Vancouver Investment Video	
SELECT METRICS	OUTCOMES	BUDGET FOR DELIVERY	STAFFING
Brand valuation (2015) Annual media enquiries Website hits Social media engagement - Twitter Social media engagement - LinkedIn Amazon HQ2 package downloads Vancouver promotion packages	\$31.5B 200+ 187,000 1% 3% 1,000+ 30+	13%	1x CEO 1x Directors 3x Sector Managers 6x M&R Team

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10

SECTOR SUPPORT & PROMOTION

BUSINESS UNITS		SELECT PROJECTS	
1. Run Vancouver Film Commission 2. Develop Digital Entertainment Sector 3. Develop Cleantech & Green Economy Sector 4. Develop Tech Sector		1. Design Digital Entertainment Centre 2. Deliver Startup City Tech Program 3. Lead on Startup Genome Research 4. Key Partner for GLOBE Series 5. Advise Vancouver Smart City Initiatives	
SELECT METRICS	OUTCOMES	BUDGET FOR DELIVERY	STAFFING
Green jobs growth (2010-2016) Cleantech cluster strength (globally) Film and TV production spend Tech jobs growth (CAGR) VR/AR cluster strength (# companies) VFX & Animation cluster strength Rank of Vancouver startup ecosystem Rank of Vancouver startup ecosystem	35% Ranked 4 th \$3.8B 6% 200+ Ranked 1 st #1 (Canada) #15 (World)	22%	1x CEO 3x Directors 3x Sector Managers 2x M&R team

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11

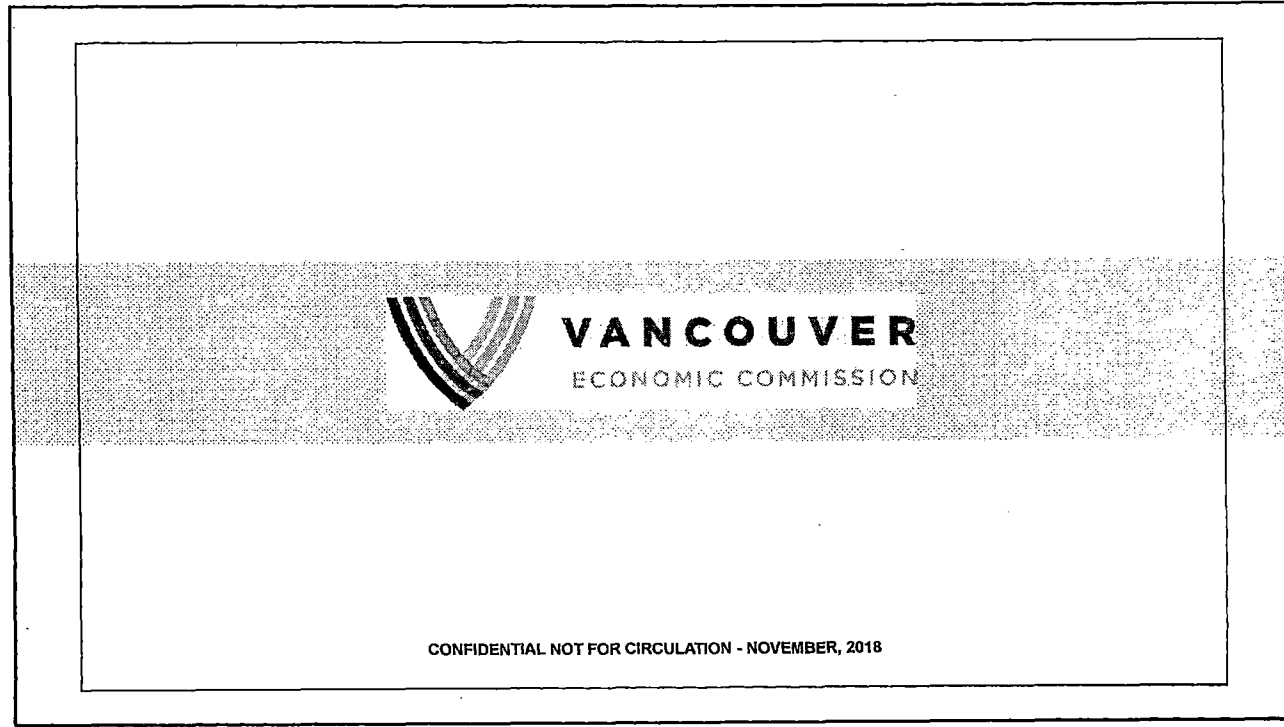
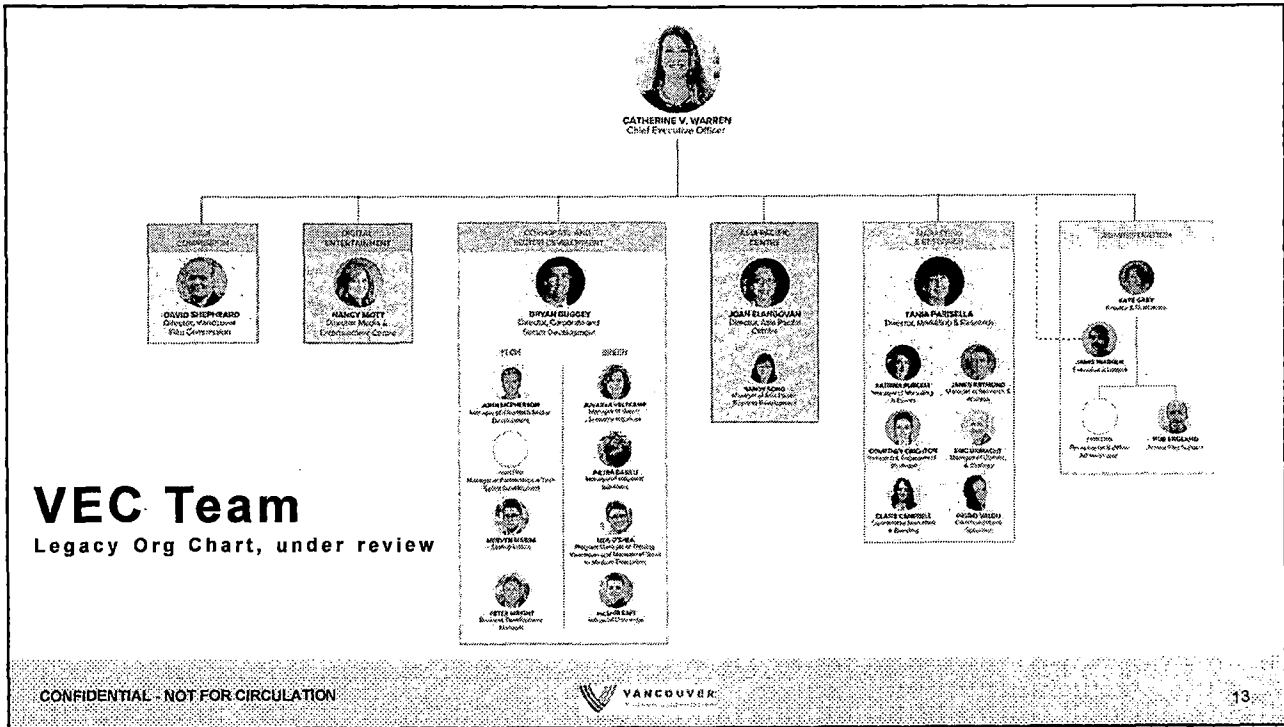
ENTREPRENEURSHIP & INDUSTRY SUPPORT

SELECT PROGRAMS		SELECT PROJECTS	
1. Run Green & Digital Demonstration Program 2. Support Business Retention and Expansion 3. Run Industrial Concierge Service 4. Run Thriving Vancouver Initiative (SME program) 5. Deliver Industry Innovation Labs 6. Run Impact 6 Pack Business Planning Program		1. Conduct Industrial Business Research & Advocacy 2. Run Sector-Based Innovation and Learning Labs 3. Deliver Cascadia Connect Reverse Pitches 4. Advocate for Evidence-Based Policy Changes	
SELECT METRICS	OUTCOMES	BUDGET FOR DELIVERY	STAFFING
Tech demonstration projects Industrial businesses surveyed Active industrial retention cases Business attending entrepreneur programs/events Business retention cases (non-industrial) managed	16 350+ 75+ 650+ 25+	23%	1x CEO 2x Directors 5x Sector Managers 2x Business Dev. Officer 3x M+R team

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12



Schmidt, Leah Madelaine -ROPAC -TD

From: Campbell, Ailish -BFM
Sent: November-16-18 2:24 PM
To: Puddington, Jade -BEJING -TD; *OPC; *OPD; *OGM; Christie, Bruce -TFMA
Cc: *BEJING-TD; *BEJING-GR; *BEJING-PA; *BEJING-EC; *SHNGI-TD; Epp, Weldon -SHNGI -HOM/CDM; *GANZU-TD; Bedlington, Rachael -GANZU -HOM/CDM; *CHONQ-TD; David, Jeff -CHONQ -HOM/CDM; *HKONG-TD; Nankivell, Jeff -HKONG -HOM/CDM; *SPORE-TD; *DMT-Policy; 'Kokkinos, Yiota (NRCAN/RNCAN) (yiot.kokkinos@canada.ca)'; 'Rau, Michael (NRCAN/RNCAN) (michael.rau@canada.ca)'; 'Villanueva, Sofeene (NRCAN/RNCAN)'; 'Prigge, Annie (NRCAN/RNCAN) (annie.prigge@canada.ca)'; 'Vasbinder, Wendy (NRCAN/RNCAN)'; 'Zyzniewski, Anna (NRCAN/RNCAN)'; 'Kitano-Mank, Fumiko (NRCAN/RNCAN)'; 'Cook, Erika (IC)'; 'Lever, Rod (IC)'; 'David.McGovern@canada.ca'; McMullen, Duane -BTD; *BII; *BID; *ROPNT; *ROONT; *ROPAC; *ROATL; Graziano, Carine -BBI; Swain, Neil -BBI; Reynolds, Tracy -BBI; Lemay, Joanne -ROQUE -TD; 'Halucha, Paul (IC)'; 'paul.halucha@pco-bcp.gc.ca'; soren.halverson@canada.ca; 'patrick.hum@canada.ca'; frances.mcrae@canada.ca; MLavery@edc.ca; 'Dunlop, Bruce'; Winterhalt, Todd; 'KASTNER, Karen (MTL)'; Hansen, Christian -ROPAC -TD; 'glenn.campbell@canada.ca'; gerard.peets@canada.ca; Dancey, Evelyn (FIN) (evelyn.dancey@canada.ca); Samson, Paul -FIN; Giles, Nicole -FIN; 'patrick.halley@canada.ca'; Stewart, Rick -FIN; *BFM-DGs; Daubeny, Jennifer -BBY; Maher, Brenna -BTP; 'david.angell@pco-bcp.gc.ca'; 'MacKay, Cameron'; 'lisa.setlakwe@canada.ca'; 'alison.o'leary@pco-bcp.gc.ca'
Subject: RE: Report: Canada-China Business Council 40th Annual General Meeting

Many thanks for this great report. A fantastic range of speakers engaged.

For those interested in ecommerce, highly recommend the two ecommerce reports linked in the summary and at session 6.

I have had great feedback from CEOs – kudos to the entire China team for effective commercial announcements and great high-level introductions at a wide range of events including in Shanghai and Beijing and as part of the Atlantic Trade Mission.

Ailish

From: Puddington, Jade -BEJING -TD
Sent: November-16-18 5:50 AM
To: *OPC; *OPD; *OGM; Campbell, Ailish -BFM; Christie, Bruce -TFMA
Cc: *BEJING-TD; *BEJING-GR; *BEJING-PA; *BEJING-EC; *SHNGI-TD; Epp, Weldon -SHNGI -HOM/CDM; *GANZU-TD; Bedlington, Rachael -GANZU -HOM/CDM; *CHONQ-TD; David, Jeff -CHONQ -HOM/CDM; *HKONG-TD; Nankivell, Jeff -HKONG -HOM/CDM; *SPORE-TD; *DMT-Policy; 'Kokkinos, Yiota (NRCAN/RNCAN) (yiot.kokkinos@canada.ca)'; 'Rau, Michael (NRCAN/RNCAN) (michael.rau@canada.ca)'; 'Villanueva, Sofeene (NRCAN/RNCAN)'; 'Prigge, Annie (NRCAN/RNCAN) (annie.prigge@canada.ca)'; 'Vasbinder, Wendy (NRCAN/RNCAN)'; 'Zyzniewski, Anna (NRCAN/RNCAN)'; 'Kitano-Mank, Fumiko (NRCAN/RNCAN)'; 'Cook, Erika (IC)'; 'Lever, Rod (IC)'; 'David.McGovern@canada.ca'; McMullen, Duane -BTD; *BII; *BID; *ROPNT; *ROONT; *ROPAC; *ROATL; Graziano, Carine -BBI; Swain, Neil -BBI; Reynolds, Tracy -BBI; Lemay, Joanne -ROQUE -TD
Subject: Report: Canada-China Business Council 40th Annual General Meeting

SUMMARY: On November 12, 2018, the Canada-China Business Council (CCBC) celebrated its 40th Annual General Meeting by hosting a full-day business forum. Minister Brison, Premiers Ball and McNeil (currently visiting China as part

of the Atlantic Growth Strategy) and Parliamentary Secretary Lockhart, as well as high-level participants from numerous Canadian companies, were amongst the several hundred individuals who took part in the forum's activities which included 7 engaging panel discussions. Amongst these discussion was a TCS-organized ecommerce and digital marketing session which convened two key speakers: Cyril Drouin of Publicis Commerce and Husayn Remtulla of Viva Naturals Inc. This session not only provided detailed information about ecommerce and its importance in China, but also highlighted the experiences of a Canadian company.

Cyril's presentation can be found [here](#).

Husayn's presentation can be found [here](#).

The AGM was followed by a gala dinner convening 500 Canadian and Chinese businesses and government interlocutors, including federal Ministers Carr, Morneau, Brison, Parliamentary Secretary Lockhart, provincial Premiers Ball and McNeil, as well as Chinese State Councillor Wang Yong and a number of Chinese key officials. The well-attended banquet dinner featured Canadian agrifood; live entertainment from Jasmine Chen (recently featured in "Crazy Rich Asians"); awards for contributions to Canada-China relations (received in person by Prof. Paul W. Beamish, Stockwell Day, Margaret Cornish, and Jean Chretien); and a series of keynote speeches by Minister Morneau, State Councilor Wang Yong, Minister Carr and Canada Pension Plan Investment Board (CPPIB) President Mark Machin. Both the Business Forum and Gala dinner were sold out events.

The Business Forum: was opened with comments from CCBC President Graham Shantz as well as the President of the China Entrepreneur Club, Ma Weihua, who discussed relations between Canada and China, and Beijing Vice Mayor Yin Yong, who highlighted improvements in the city both economically and environmentally and emphasized that Beijing was open for business. These remarks were followed by a brief discussion between Kevin Lynch, Vice-Chair of BMO Financial Group, and Edward Greenspon, President and CEO of Public Policy Forum. The two discussed a recent study in which the importance of trade diversification was emphasized as well as the positives of trade with China. This session then led into the opening panel discussion on Canada-China relations which saw Stockwell Day moderate a panel formed by Minister Brison, Premier Ball and Premier McNeil. The discussants emphasized that the Atlantic provinces are also open for business and raised the necessity of diversifying the economy, the opportunities for small and medium business offered by e-commerce and the importance of increasing Asia competencies within the provinces.

The remainder of the morning and early afternoon included panel discussions on various topics such as infrastructure, education, and the importance of the growing Chinese middle class. It also included the session on e-Commerce organized by the Embassy. Key points of each session are highlighted below:

Session 1: China: The Long and Winding Road: The session was moderated by Jean-Francois Lépine (Director of the Québec Government's Offices in China), and panelists were Chris Birdsong (Chief Executive Officer, Asia Pacific, Engineering, Design and Project Management at SNC-Lavalin), Ed Legzdins (Senior Vice-President and Managing Director, Head of International, BMO Financial Group), and Zhang Kai (CEO, Manulife-Sinochem Life Insurance Co., Ltd).

Key Points:

- There is a war for talent in the Chinese market – companies compete to find people who understand the local environment but also speak the global language of business.
- Coming to China requires a commitment to come, find the right partner (which is critical in the China context) and essentially become a local. It can take up to 10 years before seeing a profit.
- Although a long term view is needed, the Chinese market also requires companies to be nimble and agile.
- You can use small investments to test and learn, so that you can fail fast and move on.

Session 2: Third-Country Collaboration – Canadian Opportunities with the Belt and Road Initiative and Beyond: The session was moderated by Sarah Kutulakos (Executive Director, CCBC) and panelists were Lu Feizhen (Co-founder and CEO, Polaris Capital Power Inc.), Lance Noble (Senior Thematic Policy Analyst, Gavekal Dragonomics) and Dr Chris Twigge-Molecey (Senior Advisor, Hatch Ltd).

Key Points:

- In order to seize opportunities coming out of the Belt and Road Initiative (BRI), Canadian companies should recognize where they bring value, and be as informed as possible about the motivations behind any project.
- Ensure that the project is designed for the needs of the people in order to avoid being affected by a project being cut or cancelled.
- Some say that BRI, like the AIIB, was once China-specific but is now a global project.

Session 3: Funders and Builders – The Infrastructure Story: The session was moderated by Karen Oldfield (President and CEO, Halifax Port Authority) and panelists were Pierre Lavallée (President and CEO, Canada Infrastructure Bank) and Jin Liqun (President and Chair, Asian infrastructure Investment Bank).

Key Points:

- Canadian and Chinese companies can work together to supply the \$1T needed annually in Asia to meet infrastructure needs.
- The Asian Infrastructure Investment Bank motto is lean, clean, and green, values that are shared by the Canadian Infrastructure Bank. Both banks look forward to learning from each other and co-operating to address the global infrastructure deficit.

Session 4: Satisfying China's Middle Class by Growing Canadian Exports: The session was moderated by Goldy Hyder (President and CEO, Business Council of Canada) and panelists were Caleb Balloch (Associate Partner, Shanghai McKinsey & Company), Laurel Broten (President and CEO, Nova Scotia Business Inc.) and Don Holdsworth (VP Global Marketing, Clearwater Seafoods).

Key Points:

- Canadian exporters must be prepared for the scale of the demand of China's middle class. Starbucks, for example, is hugely successful in China, and yet could still be considered in a new growth market: only 10% of Chinese drink coffee, and of those, on average, only four times a year.
- A digital strategy means more than just online sales; it means branding, digital engagement, and targeted marketing.
- The Canadian brand is very important, and with the "For your healthy lifestyle" slogan, it targets that appeal towards middle class families who want the same things as Canadians want for their families: safe, healthy products.

Session 5: Business Innovation in Education: The session was moderated by Michael Mahon (President and Vice-Chancellor, University of Lethbridge and Chair, Board of Directors, Universities Canada) and panelists were Jeanne Jinhui Huang (Executive Director, Sino-Canada Joint R&D Center on Water and Environmental Safety and Professor, College of Environmental Science and Engineering, Nankai University), Sophia Xu (Senior Vice President of Marketing VIPKID) and Song Zhang (Director Technology Planning and Partnership, Huawei Canada Research Centre).

Key Points:

- Only 5% of the Chinese population has a bachelor's degree today. As the middle class grows, there is potential for even greater growth in the education sector than the tremendous success we have already seen.
- VIPKid noted that technology is a key enabler in this fast-paced world, and education offerings need to leverage technology in every way, both to become efficient and to prepare students properly for their futures.
- Canadian higher education institutes are excellent quality but need to work harder to gain visibility in the competitive Chinese market.

Session 6: E-Commerce and Digital Marketing Deep Dive: This session was organized by the Embassy. It was moderated by Lee Kane (Counsellor (Commercial) and Senior Trade Commissioner, Embassy of Canada) and panelists were Cyril Drouin (Chief eCommerce Officer, Greater China Publicis Commerce) and Husayn Remtulla (Viva Naturals Inc.). Rather than a panel discussion format – Cyril Drouin provided a detailed look at e-commerce platforms and their

importance, followed by Husayn Remtulla who discussed his company's experience using those platforms and the types of e-commerce campaigns his company had employed.

Key Points:

- Companies do not need to have a website in China – they need to have a presence on key shopping platforms (for example, Ali Baba and JD.com).
- 750 million people spend 120 minutes a day on one of the 5 main digital platforms.
- Companies need targeted e-commerce campaigns. They can no longer simply make a single television advertisement for example. Companies need to identify niche markets and target them.
- The best value for money is obtaining Key Opinion Leaders (KOLs)

Cyril's presentation can be found [here](#).

Husayn's presentation can be found [here](#).

The Gala Evening: began with a cocktail reception, allowing for networking, before moving on to the dinner. The evening saw new CCBC Chair Olivier Desmarais (his grandfather Paul Sr. had founded the council recognizing the potential of an economy in early stages of opening) deliver opening remarks and announcing plans to open a new CCBC chapter in Halifax, followed by CPPIB CEO Mark Machin (a UK-born finance executive whose last 25 years has been split between China and Canada) discussing the importance of innovation as a driver for both economies and a means to bridge collaboration in Canada, China and third countries. Minister Morneau spoke about recent momentum in the Canada-China relationship and areas of common ground, particularly shared commitments to combat climate change and champion the rules-based international trade system, as well as areas of economic complementarity, such as Canada's abundance of natural resources (notably LNG) and vast capacity for agricultural production. State Councillor Wang Yong represented China at the gala and delivered a forceful keynote that underscored China's commitment to its engagement and ambition with Canada to increase trade and create more predictable investment environments in both countries. In front of the 500-strong audience, four '40th Anniversary Honorees' were feted by CCBC President Graham Shantz and the audience gave strong appreciation to Paul Beamish, Margaret Cornish and Stockwell Day, while former Prime Minister Jean Chrétien won the strongest ovation. Minister Carr delivered closing remarks which reminded the audience that their efforts are about people and a shared world, and offered takeaways drawn from values of humility, respect and a focus on the future.

Drafted: BEJING/Pal/Ursu/Puddington

Approved: BEJING/Kane

Schmidt, Leah Madelaine -ROPAC -TD

From: Rivest, Francois -OPC
Sent: December-05-18 5:30 PM
To: Hawkshaw, Fiona -ROPAC -TD; Murphy, Dave -BEIJING -TD
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC
Subject: Re: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Fiona, thanks for asking. No lines available yet but we will ask.

F

Sent from my BlackBerry 10 smartphone on the Bell network.

From: Hawkshaw, Fiona -ROPAC -TD
Sent: Wednesday, December 5, 2018 8:27 PM
To: Murphy, Dave -BEIJING -TD; Rivest, Francois -OPC
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC
Subject: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Hello Dave and Francois,

We are preparing for the imminent arrival of MINT this evening, with a full program in Vancouver planned for tomorrow.

With news of Huawei CFO arrested at YVR and news breaking today, we wonder if BEIJING or OPC could offer some reactive lines in case the issue is raised tomorrow – MINT's program will have four main events, several of which have a link with China, and all of which the media has been advised of.

Please copy Christian on your response as he will brief the Minister at 7:15PST Thursday morning.

Thank you kindly!

Fiona

Fiona Hawkshaw / [@FionaHawkshaw](#) / [LinkedIn](#) / [CanadExport magazine](#) / [YouTube TCS Insights](#)

Trade Commissioner – Cleantech (Renewable Energy) and China
Déléguée commerciale – Technologies propres (l'énergie renouvelable) et la Chine
Vancouver Regional Office | Bureau régional de Vancouver
fiona.hawkshaw@international.gc.ca
Telephone | Téléphone 604.666.1436
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2000-300 West Georgia Street, Vancouver V6B 6E1 | 2000-300, rue West Georgia Vancouver (C.-B.) V6B 6E1
Global Affairs Canada | Affaires mondiales Canada
Government of Canada | Gouvernement du Canada



Global Affairs
Canada

Affaires mondiales
Canada

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: December-05-18 5:50 PM
To: Cannon, Michael -MINT
Subject: FW: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

FYI.

From: Puxley, Evelyn -OPB
Sent: December-05-18 5:40 PM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC; Murphy, Dave -BEJING -TD; Rivest, Francois -OPC; Taylor, Sarah -OPD; Belmahdi, Latifa -LCA; Mojsej, Charles -LCM
Subject: RE: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Noted, Fiona.

Will review draft media lines to ensure they reflect latest developments and are appropriate for MINT's use.

Evelyn

Evelyn Puxley
Director, Greater China/Political and Coordination - Directeur/Chine élargie/Affaires politiques et coordination (OPB)
evelyn.puxley@international.gc.ca
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Global Affairs Canada | Affaires mondiales Canada
Government of Canada | Gouvernement du Canada



From: Murphy, Dave -BEJING -TD
Sent: December-05-18 8:35 PM
To: Hawkshaw, Fiona -ROPAC -TD; Rivest, Francois -OPC; Taylor, Sarah -OPD; Puxley, Evelyn -OPB
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC
Subject: RE: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Thanks Fiona. I am looping in OPD/ Sarah Taylor and OPB/Puxley who are best placed to give direction.
Dave

From: Hawkshaw, Fiona -ROPAC -TD
Sent: December-06-18 9:28 AM
To: Murphy, Dave -BEJING -TD; Rivest, Francois -OPC
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC
Subject: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei
Importance: High

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Please copy Christian on your response as he will brief the Minister at 7:15PST Thursday morning.

Thank you kindly!

Fiona

Fiona Hawkshaw / [@FionaHawkshaw](#) / [LinkedIn](#) / [CanadExport magazine](#) / [YouTube TCS Insights](#)

Trade Commissioner – Cleantech (Renewable Energy) and China
Déléguée commerciale – Technologies propres (l'énergie renouvelable) et la Chine
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2000-300 West Georgia Street, Vancouver V6B 6E1 | 2000-300, rue West Georgia Vancouver (C.-B.) V6B 6E1

Global Affairs Canada | Affaires mondiales Canada

Government of Canada | Gouvernement du Canada



Global Affairs
Canada

Affaires mondiales
Canada

Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: December-05-18 9:50 PM
To: Hawkshaw, Fiona -ROPAC -TD
Subject: Re: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Yes!

----- Original message -----

From: "Hawkshaw, Fiona -ROPAC -TD" <Fiona.Hawkshaw@international.gc.ca>
Date: 2018-12-05 9:10 PM (GMT-08:00)
To: "Hansen, Christian -ROPAC -TD" <Christian.Hansen@international.gc.ca>
Subject: Fwd: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Is this enough for you to feel comfortable tomorrow?

Sent from my iPhone

Begin forwarded message:

From: "Taylor, Sarah -OPD" <Sarah.Taylor@international.gc.ca>
Date: December 5, 2018 at 9:06:59 PM PST
To: "Puxley, Evelyn -OPB" <Evelyn.Puxley@international.gc.ca>, "Hawkshaw, Fiona -ROPAC -TD" <Fiona.Hawkshaw@international.gc.ca>
Cc: "Hansen, Christian -ROPAC -TD" <Christian.Hansen@international.gc.ca>, "Umezuki, Renee -ROPAC -TD" <Renee.Umezuki@international.gc.ca>, "Cerat, Alexandre -OPC" <Alexandre.Cerat@international.gc.ca>, "Bailey, Paul -OPC" <Paul.Bailey@international.gc.ca>, "Murphy, Dave -BEJING -TD" <Dave.Murphy@international.gc.ca>, "Rivest, Francois -OPC" <Francois.Rivest@international.gc.ca>, "Belmahdi, Latifa -LCA" <Latifa.Belmahdi@international.gc.ca>, "Mojsej, Charles -LCM" <Charles.Mojsej@international.gc.ca>
Subject: Re: Quick Feedback Required: MINT in Vancouver Dec. 6 - Reactive Lines on Huawei

Fiona,

Evelyn can share final version of lines with you, but basically we are recommending to MINT that questions on the specifics of the case be deferred to MoJ, and that he simply emphasise the importance of the relationship with China.

Sarah

Sent from my BlackBerry 10 smartphone on the Rogers network.

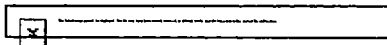
From: Puxley, Evelyn -OPB
Sent: Wednesday, December 5, 2018 8:39 PM
To: Hawkshaw, Fiona -ROPAC -TD
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC; Murphy, Dave -BEJING -TD; Rivest, Francois -OPC; Taylor, Sarah -OPD; Belmahdi, Latifa -LCA; Mojsej, Charles -LCM
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Telephone | Téléphone 343-203-3395
Global Affairs Canada | Affaires mondiales Canada
Government of Canada | Gouvernement du Canada



From: Murphy, Dave -BEJING -TD
Sent: December-05-18 8:35 PM
To: Hawkshaw, Fiona -ROPAC -TD; Rivest, Francois -OPC; Taylor, Sarah -OPD; Puxley, Evelyn -OPB
Cc: Hansen, Christian -ROPAC -TD; Umezuki, Renee -ROPAC -TD; Cerat, Alexandre -OPC; Bailey, Paul -OPC
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Fiona

Fiona Hawkshaw / @FionaHawkshaw / LinkedIn / CanadExport magazine / YouTube TCS Insights

Trade Commissioner – Cleantech (Renewable Energy) and China

Déléguee commerciale – Technologies propres (l'énergie renouvelable) et la Chine

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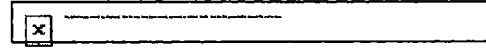
Telephone | Téléphone 604.666.1436

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Global Affairs Canada | Affaires mondiales Canada

Government of Canada | Gouvernement du Canada



Schmidt, Leah Madelaine -ROPAC -TD

From: Murphy, Dave -BEJING -TD
Sent: December-07-18 5:48 PM
To: Campbell, Ailish -BFM; Bouchard-Valade, Marie-Pier -DMT; Lee, Brandon -SEATL -
HOM/CDM; Taylor, Sarah -OPD; Gwozdecky, Mark -IFM; Jeffrey, Heather -CFM;
david.angell@pco-bcp.gc.ca
Cc: Geithner, Brandon -BIS; Maloney, Tim -BIS; Puxley, Evelyn -OPB; Rivest, Francois -OPC;
Kitnikone, Ping -BSI; Dedhar, Alia -BFM; *DMT-Policy; Parent, Guillaume -NGM; Bobiash,
Donald -OGM; Thornley, Christopher -BSD; Hansen, Christian -ROPAC -TD
Subject: Re: BC business del heading to China tomorrow - Huawei

Ailish, we are in business as usual mode. There has been a strong public response (most via social media) against US and Canada in face of recent events. Appropriate vigilance is needed in current circumstances.

Dave

From: Campbell, Ailish -BFM
Sent: Saturday, December 8, 2018 09:02
To: Bouchard-Valade, Marie-Pier -DMT; Lee, Brandon -SEATL -HOM/CDM; Taylor, Sarah -OPD; Murphy, Dave -BEJING -
TD; Gwozdecky, Mark -IFM; Jeffrey, Heather -CFM; david.angell@pco-bcp.gc.ca
Cc: Geithner, Brandon -BIS; Maloney, Tim -BIS; Puxley, Evelyn -OPB; Rivest, Francois -OPC; Kitnikone, Ping -BSI;
Dedhar, Alia -BFM; *DMT-Policy; Parent, Guillaume -NGM; Bobiash, Donald -OGM; Thornley, Christopher -BSD; Hansen,
Christian -ROPAC -TD
Subject: Re: BC business del heading to China tomorrow - Huawei

Informed Seattle Con Gen Brandon I am not aware of any instructions to deter Canadian business from travel to China. Business as usual. All Canadians should conduct themselves according to the local laws, and be circumspect.

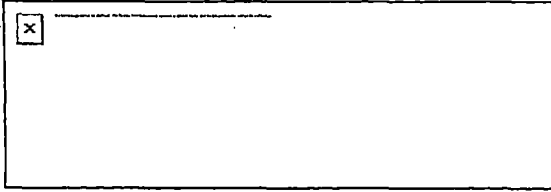
Any border and related enforcement is federal. If the BC Del is asked about the case they should say they have no information. This is not their jurisdiction.

This was my advice.

Grateful if others have other info that I am not aware of to feed it in ASAP.

Ailish

Ailish Campbell
Chief Trade Commissioner / Déléguée commerciale en chef
Assistant Deputy Minister / Sous-ministre adjointe
Ailish.campbell@international.gc.ca
Telephone / Téléphone: [343-203-1875](tel:343-203-1875)
Global Affairs Canada / Affaires mondiales Canada
125 Sussex Drive / 125 promenade Sussex
Ottawa, ON K1A 0G2



On Dec 8, 2018, at 1:56 AM, Bouchard-Valade, Marie-Pier -DMT <Marie-Pier.Bouchard-Valade@international.gc.ca> wrote:

Colleagues,

I just received a call from SEATL-Kerr who was informed that a BC business del, headed by BC trade minister, is currently in Japan and on their way to China tomorrow (Tokyo-time). SEATL reached out because they were informed through their BC contacts that a BC security official advised the delegation to cancel their trade mission to China because of the Huawei issue. SEATL (including Consul General) is of the view that BC should not cancel their trade mission, but is asking if a HQ official could reach out to their contact to provide advice directly.

SEATL-Kerr and CG are just boarding a plane now and will be off-line for the next 5 hours. Most grateful if someone on this d-list could provide the name of an official who would be available to assist BC on an urgent basis.

Adding oBFM as I understand CG Lee reached out to Ailish on a separate track.
Adding oNGM for awareness.

Many thanks, and apologies for the evening disruption.

MP

613-220-4160

Schmidt, Leah Madelaine -ROPAC -TD

From: Shelton, Joelle (IC) <joelle.shelton@canada.ca>
Sent: December-10-18 4:45 PM
Subject: ISED Pacific Region Hot Clips – December 10, 2018

ISED PACIFIC REGION HOT CLIPS

BC GOVERNMENT

- [B.C. trade mission trip to China derailed in wake of Huawei executive's arrest](#)

NATURAL RESOURCES

- [Alaska Native tribes seek help from human rights commission](#)
- [Canada Promotes Indigenous Participation in Yukon Forestry Sector](#)

DIGITAL INDUSTRIES

- [New data 'powerhouse' at SFU to combat drug-resistant superbugs](#)

ARTIFICIAL INTELLIGENCE

- [Taloflow Launches Real-Time AI Cloud Resource Management Software for AWS](#)

TOURISM

- [BC FERRIES CAPITAL BUDGET, INCLUDES CROFTON TERMINAL](#)
- [Still reason for optimism despite historically low November snowfall](#)
- [Victoria Symphony orchestra to move venues over 'exorbitant' rent increase](#)

ACADEMIA

- [Huawei's UBC partnership unchanged by company executive's arrest](#)

BC GOVERNMENT

B.C. trade mission trip to China derailed in wake of Huawei executive's arrest
([CBC](#), 09Dec18)

The detention of an executive of Chinese electronics giant Huawei in Canada is already having repercussions in Canadian-Chinese trade relations. Bruce Ralston, British Columbia's minister of jobs, trade and technology, on Sunday issued a statement saying the province has rescheduled the upcoming China meetings of B.C.'s current Forestry Asia Trade Mission. He said the China leg of the mission, set to take place after talks in Japan wrap on Tuesday, has been suspended "due to the international judicial process underway" relating to a senior official at Huawei Technologies Co. Ralston said B.C. "values its strong trade relationship with China, one based on mutual respect and close economic and cultural ties that have been established over many decades," and his government will try to reschedule the talks "at the earliest convenient moment."

NATURAL RESOURCES

Alaska Native tribes seek help from human rights commission
([NationalPost](#), 07Dec18)

Fifteen tribal nations in southeast Alaska have petitioned an international commission for human rights for help in influencing the Canadian government to take action against six mines in British Columbia.

The Southeast Alaska Indigenous Transboundary Commission filed the petition Wednesday, seeking support in obtaining relief from mine violations, the Juneau Empire reported. The petition sent to the Washington, D.C.-based Inter-American Commission on Human Rights claims the mines are likely to pollute rivers, threatening fish populations essential to maintaining life in the tribes. They claim that failing to prevent pollution in Alaska watersheds could constitute a violation of indigenous people's rights. The petition also claims Canada did not consult with or seek consent from the tribes during the permitting and approval process of the mines.

Canada Promotes Indigenous Participation in Yukon Forestry Sector
([NewsWire](#), 07Dec18)

Transforming how we make and use energy presents tremendous economic opportunities for Canada and will result in investments, good jobs for Canadians and a cleaner planet for future generations. The Honourable Larry Bagnell, Member of Parliament for Yukon, on behalf of the Honourable Amarjeet Sohi, Canada's Minister of Natural Resources, today announced a multi-year investment of \$1,432,000 for a forestry initiative in Yukon that will result in greener heating solutions, job creation and boost the local economy. This investment will continue the Government of Canada's work with the Government of Yukon to support biomass projects in Indigenous communities by helping them determine their bioenergy solutions.

DIGITAL INDUSTRIES

New data 'powerhouse' at SFU to combat drug-resistant superbugs
([VancouverSun](#), 09Dec18)

The university officially opened the new Canadian Statistical Sciences Institute, or Canssi, headquarters at the Burnaby campus on Friday. The Canssi headquarters, at SFU's Big Data Hub, is described by university staff as a "statistical and data science powerhouse" for researchers studying everything from climate change to healthcare, and even the growing field of sports analytics. So far, Canssi has been operating as a virtual institute, but the new headquarters at SFU will allow the researchers to work together in person to study the data and find solutions. It will also be used by researchers studying the emerging threat of drug-resistant infectious diseases. SFU researcher Leonid Chindelevitch, a computer science professor and Canssi research team leader, says drug-resistant diseases, or superbugs, pose a very serious threat to humans around the world. Bacteria are a major source of infections, and some are developing drug resistance, a phenomenon by which bacteria, when exposed to a drug over time, are able to adapt and find ways to bypass the drug so that it no longer kills them, he said.

ARTIFICIAL INTELLIGENCE

Taloflow Launches Real-Time AI Cloud Resource Management Software for AWS
([MarketsInsider](#), 06Dec18)

Victory Square Technologies Inc. today announced that its portfolio company, Taloflow – an Amazon Web Services Advanced Technology Partner – has launched Tim, the Taloflow Instance Manager. Tim is an AI autopilot for cloud resource management that saves companies up to 40% on Amazon Web Services ("AWS"). Tim is a breakthrough software since more than 35% of public cloud spending is wasted on poor resource provisioning and obtuse pricing mechanics. This is huge waste given that public cloud services spending is expected to hit \$277 billion in 2021 (International Data Corporation "IDC"). The unique application of AI manifested in Tim improves upon the human-led monitoring of resources by learning from the entire engineering team's input over time and adopting a precise understanding of the impact on the performance of cloud-based workloads and services. "We're proud of the Taloflow Instance Manager and all of us at Victory Square are thrilled with the strong market reception that Tim has received," said Shafin Diamond Tejani, CEO of Victory Square Technologies.

TOURISM

BC FERRIES CAPITAL BUDGET, INCLUDES CROFTON TERMINAL

([CowichanValleyNow](#), 09Dec18)

BC Ferries capital budget is three point nine billion dollars and some of that money is earmarked for the Crofton ferry terminal. The money in the capital budget will be spent in the next 12 years and Deborah Marshall with BC Ferries said terminal development plans are in the works. "That's a long-term vision for strategies and actions that we have to take in order to improve terminals and maintain them," said Marshall. "It's a visioning exercise, we will be coming out and consulting with our customers about it." While any construction project at the Crofton terminal wouldn't be completed until around 2022, Marshall said planning and engagement is starting early.

Still reason for optimism despite historically low November snowfall

([PiqueNews](#), 07Dec18)

While Whistler Blackcomb continues to double down on snowmaking to open new terrain, the resort is off to a slow start. November saw just 88 centimetres of snow—that's compared to a 10-year November average of 254 cm. Adding to people's anxiety is the fact that it is expected to be an El Niño year, a weather system that typically results in wetter and warmer conditions. According to a Nov. 23 update from the U.S. government's National Oceanic and Atmospheric Administration, there is around an 80 per cent probability of seeing an El Niño system this winter, and a 55-to-60-per-cent probability of it extending through spring. It may then come as a relief to some to hear that CBC meteorologist Johanna Wagstaffe is still predicting a decent season—at least above mid-station of the Whistler Village Gondola. "Mid-station is actually a really good marker of (the expected) snow level," explained Wagstaffe.

Victoria Symphony orchestra to move venues over 'exorbitant' rent increase

([CBC](#), 06Dec18)

The Victoria Symphony orchestra says it's being forced out of the venue where it has performed for 78 years due to an exorbitant increase in rent. Starting in September, the symphony will relocate half of its season's shows from the Royal Theatre in downtown Victoria to the Farquhar Auditorium at the University of Victoria. The symphony says the Royal Theatre — a 1,416-seat venue that opened in 1913 and is the region's largest theatre — plans to more than double its rent. "No compelling rationale has been given for these extraordinary rate increases," the symphony said in a statement. The symphony, which presents more than 60 concerts each year, says recent changes made by the theatre's board have also curtailed its access to booking dates, making it impossible to schedule its full lineup.

ACADEMIA

Huawei's UBC partnership unchanged by company executive's arrest

([VancouverSun](#), 10Dec18)

The University of British Columbia has had a research relationship with Chinese telecom giant Huawei Technologies Co. since 2011 and the arrest of company's chief financial officer in Vancouver last week won't change that, the university said. UBC and Huawei cemented the latest version of their applied-research partnership in October 2017 when university president Santa Ono and Huawei Canadian executive Christian Chua signed a framework agreement worth up to \$3 million over three years. And UBC, on Thursday, said it "is not aware of any restrictions regarding working with Huawei and will continue with its partnership with Huawei," according to an emailed statement from UBC vice-president of research and innovation Gail Murphy.

*** Hot Clips is produced by Strategy and Innovation Policy Sector – Pacific Communications and is a daily news summary focusing on issues of relevance to Innovation, Science and Economic Development Canada in the Pacific Region. ***

Joelle Shelton

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Schmidt, Leah Madelaine -ROPAC -TD

From: Hansen, Christian -ROPAC -TD
Sent: December-10-18 7:00 PM
To: Rivest, Francois -OPC
Subject: Fwd: Weibo Global Life + Summit

FYI. We are tracking reactions from clients and partners. Who is leading in OPC on this file? Want to make sure we are looping in the right people.
Christian

----- Original message -----

From: "Tsui, David -ROPAC -TD" <David.Tsui@international.gc.ca>
Date: 2018-12-10 5:51 PM (GMT-08:00)
To: "Cerat, Alexandre -OPC" <Alexandre.Cerat@international.gc.ca>, "Hansen, Christian -ROPAC -TD" <Christian.Hansen@international.gc.ca>, "Hawkshaw, Fiona -ROPAC -TD" <Fiona.Hawkshaw@international.gc.ca>, "Klingbeil, Melanie -OPC" <Melanie.Klingbeil@international.gc.ca>
Subject: Weibo Global Life + Summit

Hi colleagues:

I just left this afternoon's Weibo event and wanted to provide a quick readout, mostly because of how Huawei has made an impact. Apologies just typing from a phone.

Organized by CAIFU Magazine, today's half-day summit kicks-off a week-long outreach campaign to increase familiarity and adoption of Weibo outside China. For this campaign, Weibo chose Canada and Vancouver.

Joan Elangovan from the Vancouver Economic Commission was the event's MC. Stockwell Day, former Minister of International Trade and CCBC Board Vice-Chair, was a presenter.

The most senior Weibo speaker was Jennie So, General Manager of Weibo International. Company officials provided a glimpse into the workings and metrics of the social media platform. Of interest:

- Approximately 500M users in China with about 600k registered in Canada.
- Accessed in over 190 countries/regions, mostly via mobile devices (93% of the time).
- Tourism is a standout search term for users interested in Canada. Others include: "Vancouver," "study in Canada," "Canadian health products," "Canada's real estate," "skiing," and "Canadian immigrant."
- Vast majority of Weibo users hold a university degree or higher and are aged 30 years or younger, which certainly seemed to make up the 120 in attendance.
- Weibo attempts to differentiate from WeChat for being a multi-media platform for self-created content (articles, videos, picture, text etc).

Concurrent Huawei legal proceedings in Vancouver cast a definitive shadow over the event. Although ROPAC/Tsui enjoys a good working relationship with CAIFU, the organizers were notably less willing to engage. Comments from speakers stayed on message, addressing potential opportunities for business and cultural exchange.

Under the surface, some adjustments have been made to the Weibo campaign. Summit organizers confirmed the following:

- Overall content edited to tone down positive messages on Canada.
- For example, the summit's official theme is adjusted from "Meeting Beautiful Canada" to "Meeting Canada."
- Many online events that were planned for the week-long engagement are cancelled (e.g., live streams). This is in response to negative online opinions on Canada that are present on the platform at present.
- Planned "Offline" (in-person) events will continue through the week. Organizers are relieved these are happening.

ROPAC will continue to monitor Weibo's activities this week. ROPAC/Tsui left an open invitation to meet with Weibo and discuss

any plans for Canada. So far, no uptake.

Possible follow-up with BC JTT for their views, who was also present.

Best,
David

**Pages 639 to / à 653
are withheld pursuant to section
sont retenues en vertu de l'article**

15(1) - International

**of the Access to Information Act
de la Loi sur l'accès à l'information**