

Share China's Growth via Hong Kong Financial Markets Japanese Firms Encouraged to "Think Global, Think Hong Kong"

Tokyo, 24 October 2018 – Hong Kong is a world-renowned international financial centre with close ties to the Chinese mainland. Businesses seeking funds to back potential projects or investment instruments to capture the rapid growth of the mainland economy will find in Hong Kong a wide range of solutions and products that fulfill their finance and investment needs. Hong Kong's leading financial services will be spotlighted at the "**Think Global, Think Hong Kong**" promotion event, organised by the Hong Kong Trade Development Council (HKTDC) in Tokyo, Japan, on 1 Nov. It will feature a main symposium and various thematic sessions, with about 70 speakers from Hong Kong and Japan.

Hong Kong: Gateway to China

This year marks the 40th anniversary of the mainland's reform and opening-up. In the past four decades, China's economic growth has brought enormous opportunities for domestic and foreign corporations, not least Japanese ones. Hong Kong has played an instrumental role in connecting the mainland and the world in this reform and opening-up process. Today, the city remains the preeminent gateway and springboard for two-way investment flows between the mainland and the rest of the world.

To examine these developments, the HKTDC and the Hong Kong Monetary Authority (HKMA) are jointly organising a thematic session "Be Part of the China Growth Story: What's Next and Where the Opportunities Are" at "Think Global, Think Hong Kong". The session, chaired by **Norman Chan**, Chief Executive of HKMA, will discuss how Japanese companies can collaborate with Hong Kong's stock exchange, bankers and financial advisers to succeed in global business.

Top Fund-raising Market

It has been a busy year so far for Hong Kong's initial public offering (IPO) market. In the first three quarters of 2018, 166 companies listed on the Hong Kong Stock Exchange, raising more than US\$31 billion. Analysts expect Hong Kong to top the fundraising tables league for 2018. The Hong Kong Exchanges and Clearing (HKEX) launched a new listing regime in April. The rule revisions include allowing weighted voting-right structures for "new economy" companies, and introducing pre-revenue biotechnology firms. The listing reform allows Hong Kong to capitalise on the opportunities emerging technology companies offer and accelerate development of the new-economy sector. In the longer term, the changes will enable the injection of new knowledge on emerging and innovative businesses into the investor community, including business models and technologies.

At the session, **James Fok, Head of Group Strategy of Hong Kong Exchanges and Clearing Limited**, will introduce the latest developments in Hong Kong's stock market, and explain how Japanese enterprises can raise funds in Hong Kong.

All-round Banking Services

Over 70 of the world's top 100 banks have offices in Hong Kong. Banks in Hong Kong offer a wide range of services and the city is a global offshore renminbi hub. Clients can enjoy a full range of renminbi services in Hong Kong, from trade financing, other kinds of loans and advances, treasury management services and cross-currency swaps to insurance products. Companies with mainland business connections can reduce foreign-exchange risks and simplify processes by settling trade in renminbi through Hong Kong. Banks in Hong Kong also have strong connections with international financial markets and offer one-stop banking solutions for multinational companies. The Belt and Road Initiative advocated by the mainland creates tremendous opportunities in infrastructure, and infrastructure financing is a core service that banks in Hong Kong can provide to Japanese investors. **Gao Yingxin, Vice Chairman and Chief Executive of Bank of China (Hong Kong) Limited and Helen Wong, Group General Manager, HSBC Group and Chief Executive, Greater China, The Hongkong and Shanghai Banking Corporation Limited** will examine how Hong Kong banks can support Japanese companies expanding into overseas markets, particularly the mainland.

Meanwhile, **Masahiko Oshima, Senior Managing Executive Officer and Head of International Business of Sumitomo Mitsui Financial Group and Senior Managing Executive Officer and Head of International Banking of Sumitomo Mitsui Banking Corporation**, will share his experience as a Japanese banker overseeing Hong Kong business operations.

Professional Financial Advisory

Apart from commercial banks, many financial institutions operate in Hong Kong, including investment banks, fund managers, private equity firms, securities houses and consultancy firms. The city's financial professionals can discover the fundamental value of projects through due diligence, strategically packaging projects to make them bankable and attractive as well as designing win-win financial arrangements for investors and project owners. The Qualified Foreign Institutional Investors (QFII) scheme has opened up mainland capital markets to overseas investors. Hong Kong is a perfect place for financial institutions to manage their investments under QFII with its free capital flow and information as well as its connectivity to the mainland. **Raymund Chao, Chairman, Asia Pacific and Greater China of PwC**, will provide practical tips on how Japanese companies can use Hong Kong's financial platform to support their business and investment.

Explore Opportunities in Various Sectors

Other thematic sessions at "Think Global, Think Hong Kong" will cover a range of topics including expanding to the mainland and Association of Southeast Asian Nations (ASEAN) markets, legal services, technology and living, smart city, healthy ageing as well as design and creative industries. More than 2,500 business leaders and government officials from Japan and Hong Kong are expected to participate in the event, with over 200 one-to-one meetings set up for Hong Kong and Japanese firms. The HKTDC will lead several business missions from Hong Kong to Japan, covering finance and investment, design and creative industries, technology, professional services and the food industry, with over 200 delegates expected. "Think Global, Think Hong Kong" is supported by more than 130 organisations in Hong Kong and Japan and is the key business-related event of Hong Kong Week in Tokyo (29 Oct-11 Nov).

"Think Global, Think Hong Kong"

Date: 1 Nov 2018 (Thursday)

Time: 8:30am-4:15pm

Location: Hotel New Otani Tokyo (www.newotani.co.jp/en/tokyo/access)

Free admission (simultaneous interpretation provided)

Website: www.thinkglobalthinkhk.com

HKTDC English website: www.hktdc.com

HKTDC Japanese website: www.hktdc.com/japan

Hong Kong Week website: www.hongkongweek2018.com/

For more information about Hong Kong, please visit: www.brandhk.gov.hk



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About the HKTDC

Established in 1966, the Hong Kong Trade Development Council (HKTDC) is a statutory body dedicated to creating opportunities for Hong Kong's businesses. With 50 [offices](#) globally, including 13 on the Chinese mainland, the HKTDC promotes Hong Kong as a platform for doing business with China, Asia and the world. With more than 50 years of experience, the HKTDC organises [international exhibitions](#), [conferences](#) and [business missions](#) to provide companies, particularly SMEs, with business opportunities on the mainland and in international markets, while providing business insights and information via [trade publications](#), [research reports](#) and [digital channels](#) including the [media room](#). For more information, please visit: www.hktdc.com/aboutus.

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