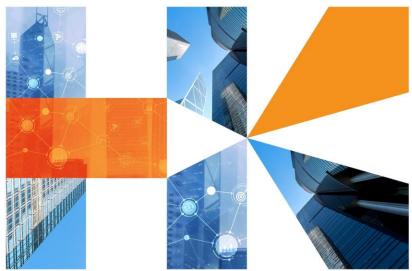


## Hong Kong: Your Ideal Business Partner

Gianluca Mirante, Direttore Italia, Cipro, Grecia e Malta

Milano, 15 febbraio 2024



## Superconnector between Mainland China and the World





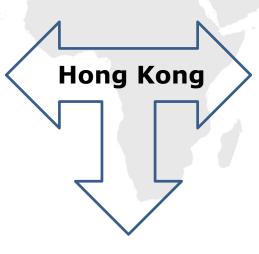




Photo: Shutterstock

### **Rest of the world**



## Guangdong-Hong Kong-Macao Greater Bay Area (GBA)



### **Advantages: Traditional Sectors**

- 1. International Financial Centre
- 2. Logistics, Maritime and Aviation Hub
- 3. Regional Trade

4. Infrastructure and Real Estate

5. Professional

Services



## Logistics, Maritime and Aviation Hub

# World's busiest air cargo hub and one of the busiest ports



## **Regional Trading Hub**

10th largest trading economy in 2022

10th largest exporter of merchandise in 2022

Important entrepôt for Mainland China



### **Advantages: New Sectors**





### Hong Kong Trade Development Council





## Introduction

- Hong Kong statutory body established in 1966
- Promotes, assists and develops Hong Kong's trade
- Promotes Hong Kong as a two-way global business and investment and hub



Connect Hong Kong SMEs with businesses around the world



Facilitate Mainland Chinese outbound investment in mature and emerging markets



Help international companies expand into Mainland China, including GBA, and RCEP



Promote int'l cooperation in various sectors, like trade, I&T, sustainability, healthcare and IP



### HKTDC AROUND THE WORLD 香港貿發局全球網絡

### 50 offices, including 13 in Mainland China

Mexico City 墨西哥城
Santiago 聖地牙哥

· Sao Paulo 聖保羅



### **International Conferences**











Asian Logistics, Maritime and Aviation Conference 亞洲物流航運及空運會議











System mission organized in partnership with Confindustria







#### Vincenzo ERCOLE SALAZAR SARSFIELD Head of International Business Development for the Italian Infrastructure Industry...

ANCE and CHINCA meeting today to strenghten business cooperations in foreign markets in Asia. Africa and Europe



Marica Nobile Institutional & International Relations Manager, Trevi Group

Yesterday, in #ANCE, we had the chance to meet Xiuming XIN, CHINCA (http://www.chinca.org/EN) Vice Chairman, to present Trevi Group #ground #engineering services and #technologies to the main Chinese Internati ....see more





#### Massimo Bagnasco likes this



CEO Fincantieri China

....

Fincantieri extends the cooperation with CSSC to all the segments of the merchant shipbuilding. Signed today in Beijing the agreement at the presence of the Italian

> EO of #CDP #Palermo, the CEO of #Fincantieri #Bono, the .ei Fanpei and the Italian Ambassador #Sequi





Italy Hong Kong Business Association & Genoa Municipality and Seaport Delegation







UBRICHE Spediporto Dove lo butto Obiettivo Incontro

Le associazioni di Genova24 - Spediporto

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🗭 Commenta 🔒 Stampa 🖪 Invianotizia

#### Hong Kong, delegazione genovese al Belt and Road summit. Spediporto: "Presentato progetti ambiziosi"

Insieme al Comune di Genova, alla Associazione Italiana Hong Kong, al Consolato Generale e alla HKTDC

di Redazione - 11 Settembre 2019 - 12:24

INCONTRO INTERNAZIONALE

Più informazioni su 🗣 logistica 🗣 spediporto 🂡 genova



ORIO.20 Parking - Parcheggio aeroporto Bergamo

 Genova. Spediporto insieme al Comune di Genova, alla Associazione Italiana Hong Kong, al Consolato Generale, alla HKTDC è presente alla edizione 2019 di Belt and Road Summit. Il governo di Hong Kong e gli operatori economici Asiatici guardano con grande interesse all'Europa e all'Italia. Dopo secoli in cui la storia del mondo è stata scritta da mani occidentali oggi la penna passa nelle mani dell'Oriente e dell'Asia dove c'è una lucidissima idea di futuro e di evoluzione che manca al vecchio continente.

 "Una grande occasione per presentare Genova e la Liguria agli investitori internazionali qui ad Hong Kong" commenta il Direttore Generale Giampaolo Botta. Alla presenza dei massimi rappresentanti della Camera di Commercio Italiana ad Hong Kong, del Console Generale, della Associazione Italiana ad Hong Kong e di un nutrito gruppo di investitori portati dalla società internazionale di consulenza Deloitte. "Abbiamo parlato, insieme ai rappresentanti del Comune di Genova, non solo di

### LIBERO 24x7

Milano Roma Napoli Firenze Genova Bari Palermo Bologna Torino Venezia Altre città 🔽 Cronaca Economia Politica Spettacoli e Cultura Sport Scienza e Tecnologia

### Hong Kong, delegazione genovese al Belt and Road summit. Spediporto: 'Presentato progetti ambiziosi'

Genova 24 🛛 🚺 1 11-9-2019

Il governo di Hong Kong e gli operatori economici Asiatici guardano **PROMOZIONE** Comune, Autorità portuale e operatori in missione li in cui la gi la penna

### Porto e Valpolcevera al centro degli eventi dello shipping mondiale

E Genova prova a portare sotto la Lanterna un appuntamento di respiro internazionale

#### **Diego Pistacchi**

È il momento cruciale per il futuro del porto e quindi per l'economia della regione. Per questo Genova sta facendo il no in questi giorni impegna-

tarsi al mondo e «offrire» le me settimane) in diversi approprie potenzialità. Forte anche dei nuovi record registradedicati allo shipping.

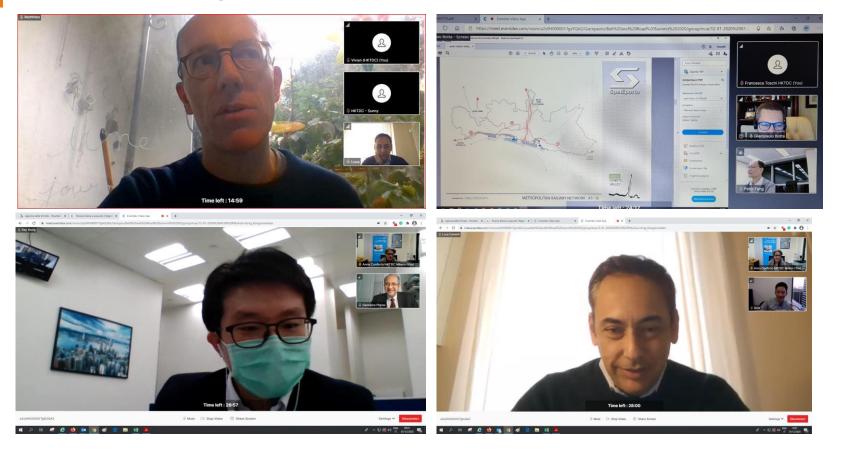
ti in banchina nonostante il Il novo impulso dato dal singrave handicap del ponte Morandi, gli addetti ai lavori sono in questi giorni impegnamico suddiviso in diversi am-







### **Business Matching Session**





### **Belt and Road Portal**

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#### **Market Assessment**

#### **Project Selection**

Understanding the political, legal, economic, social and environmental considerations that impact entry into new commercial markets

....



Infrastructure Outlook

Global Infrastructure Hub



**Doing Business** 

World Bank



Guide to Foreign Investment and...

China Ministry of Commerce



BRI Country Political and Economic Risk Profiles >

Hong Kong Export Credit Insurance Corporation



### https://beltandroad.hktdc.com/



Infrastructure Tool Kit Facilitating projects along

the Belt and Road 📀

### Information Portal – Hong Kong Means Business (HKMB)



### **Market Opportunities**

Keep track of the changes in a fast-developing region and seize resulting opportunities.

Topics: All Topics Finance Logistics Innotech Industry Commerce



Belt and Road Summit maps path to prosperity

Hong Kong will host the eighth Belt and Road Summit next week on 13-14 September, to

latest in global business, with a focus on GBA and RCEP, and I&T and sustainability

https://hkmb.hktdc.com/en



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#### Welcome to HKTDC Research



Analysis and News - Analysis

Hong Kong: The Premier Platform for Mainland Companies to Expand into the BRI and RCEP Markets business analysis and news, regulatory alerts, and market and industry profiles

### https://research.hktdc.com/en













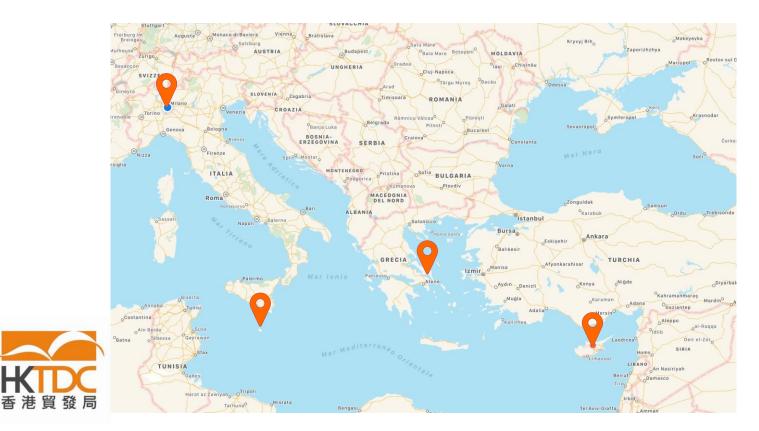
one-stop platform offering wide-ranging business support to help you tap GBA opportunities

> https://www.gogba.com/en/

**WeChat mini programme** provides access to business information, such as policies, subsidies, transport, tax, career information and more

### GoGBA





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