

Canada

Success Stories

Reaching Your Goal in Hong Kong



InvestHK

The Government of the Hong Kong
Special Administrative Region



Foreign Affairs, Trade and
Development Canada

Affaires étrangères, Commerce
et Développement Canada



**The Canadian
Chamber of Commerce**
in Hong Kong

La Chambre de Commerce Canadienne à Hong Kong
香港加拿大商會

Building Bridges between Canada and Asia

McMillan is a Canadian law firm in Hong Kong and has a deep understanding of bridging cultures and the dynamics of merger and acquisition deals involving Canada and Asia. It assisted Century Iron Mines, which maintains an office in Hong Kong, with its funding arrangements involving WISCO (Wuhan Steel) and earlier with its listing on the Toronto Stock Exchange.

"Hong Kong has a legal system second to none. We focus on using the city as a jumping off point for investment into Canada, using the Hong Kong-Canada tax treaty and leveraging off the connections between Hong Kong and Mainland China to facilitate inbound work," Stephen Wortley, Partner and Chair of Hong Kong office, McMillan, said.

These connections involve both relationships and the growing financial connectivity between Hong Kong and Shanghai, including through the Shanghai-Hong Kong Stock Connect, a trading portal between the stock exchanges of the two cities.

"Canadian businesses are awakening to the opportunities to partner with Mainland businesses. We are routinely assisting Ontario-based businesses on how to structure Sino foreign joint ventures or to even consider listing on the Hong Kong Stock Exchange," Wortley added.

McMillan's office in Hong Kong focuses on outbound investment into Canada, and the sectors it covers are

diverse, including natural resources, power, agriculture, automotive, aviation, entertainment and technology. Two partners and three other staff members are stationed in Hong Kong and the firm is actively looking for a senior merger and acquisition (M&A) lawyer and an associate.

With Chinese speaking professionals, McMillan, the only Canadian national law firm with an office in Hong Kong, is well-versed in Chinese legal matters and current issues facing Mainland companies. "The success of our Hong Kong office has allowed us to plan for expansion, as well as to consider other associations and ventures in Mainland China. Our experience in Hong Kong has been extremely positive as we have become an integral part of the business community locally and in the Mainland," Wortley said.

He finds the Canadian business community in Hong Kong very supportive; he noted that the Canadian Trade Commission and the Canadian Chamber of Commerce in Hong Kong continually go out of their way to support Canadian businesses. With the increase in trade between Hong Kong and Canada, he sees a much more diverse Canadian business community and a very robust investment banking scene, all of which are positive for McMillan's business.

Wortley feels privileged living in Hong Kong. "When it came to establishing an office, the choice of Hong Kong was easy and we were supported by InvestHK in the establishment of our office, including the facilitation of visas. There are two very distinct sides of Hong Kong – the business side focused in the central business district with a multitude of opportunities, and the other side that you really only come to appreciate when you live here and that includes the phenomenal country parks at Central's back door," he enthused.

www.mcmillan.ca

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“ We have found InvestHK to be very helpful, efficient and responsive to our needs. Its staff are pro-business and experienced in assisting foreign companies to set up offices in Hong Kong. ”

Craig Richmond, President & CEO
Vancouver Airport Authority

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Stephen Wortley, Partner and Chair of Hong Kong office
McMillan



InvestHK's Office in Canada

The InvestHK team in Canada helps companies from all sectors and of all sizes, from large multinationals to startups, to set up and expand in Hong Kong.

Toronto

Hong Kong Economic and Trade Office (Toronto)
174 St. George Street, Toronto, Ontario, M5R 2M7, Canada

Shirley Wong

Principal Consultant, Canada

Tel: 1-416-324-8150

Email: shirley_wong@hketotoronto.gov.hk



Ivan Cheung

Investment Promotion Associate, Canada

Tel: 1-416-924-5544 ext. 212

Email: ivan_cheung@hketotoronto.gov.hk



25/F, Fairmont House, 8 Cotton Tree Drive,
Central, Hong Kong
Tel: (852) 3107 1000
Email: enq@investhk.gov.hk

www.investhk.gov.hk

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