

**Investment and Trade Mission to China a Success on all Counts**  
*Mission marks beginning of a long-term relationship*

More than 130 representatives from private sector companies, universities and colleges, agricultural organizations and medical research institutions joined Premier McGuinty and Economic Development and Trade Minister Joseph Cordiano in Beijing, Shanghai, Nanjing and Hong Kong from November 6 -15, 2005.

"I was proud to lead this mission," Premier McGuinty said, "and our hosts were impressed with the quality and the expertise of Ontario companies and organizations who made up our delegation."

The mission had three primary goals: to raise Ontario's profile as a reliable producer of the kinds of goods and services that China needs most; to promote Ontario as a destination for investment and tourism; and to advocate on behalf of Ontario firms seeking business opportunities in China.

"Ontario is in a unique position to use its advantages of a diverse, well-educated and highly skilled workforce to compete in the global economy," Minister Cordiano explained. "This trade mission was a great opportunity for us to tell Ontario's story, which will translate into jobs and investment here at home."

On the mission, delegates from 100 organizations visited four cities over 10 days and signed more than 30 agreements with Chinese partners. "The mission was truly a success on all counts," said Robin Garrett, Assistant Deputy Minister, Investment and Trade Division at the Ministry of Economic Development and Trade.

Ceremonies in each city at which delegates signed agreements with their Chinese partners and then posed for a group photo with the Premier and the Minister, were a highlight for participants.

"The mission enabled the University of Waterloo to extend exchange agreements with three universities in Nanjing, lay the foundation to create a Sino-Canada College in Nanjing and kick off a \$1m scholarship campaign to send Chinese and Hong Kong students to UW," explained Dr. David Johnston, President & Vice Chancellor of the university. "It was enormously helpful to the University of Waterloo."

The Investment and Trade Division worked closely with the Canadian Embassy in Beijing, the Canadian Consulates General in Shanghai and Hong Kong and Ontario's own Senior Economic Officer in Shanghai to organize the mission, which included meetings with high-level Chinese officials, networking events, "toolkit" sessions on doing business in China and opportunities for Ontario and Chinese organizations to showcase their products, services and capabilities.

Ontario government officials who traveled to China quickly came to see the mission as the catalyst for future business opportunities.

“This mission was just the beginning,” said Garrett. “The successes we’ve had to date are just a hint of what’s possible. While we were in China, we realized the true depth of opportunity there and we came home with a strengthened resolve to foster that relationship by developing an ongoing strategy to strengthen Ontario’s commercial ties with China.”

Companies interested in doing business in China can contact Phillip Wong, Area Director, China, toll-free at 1-877-468-7233 or by email at [phillip.wong@edt.gov.on.ca](mailto:phillip.wong@edt.gov.on.ca).