

July 2018

Argentina



Scalabl defines itself as a People Capital, as its focus is to transform the world and develop one entrepreneur at a time, holding a different view of the startup ecosystem by prioritising knowledge, methodology application and community with networking over seed investment.

Scalabl works with global top-notch professionals, intrapreneurs and prospective or experienced entrepreneurs to build great companies by creating Scalabl(e), repeatable, profitable and sustainable business models. The company combines consultancy with its Startup Academy Programme and Incubation or Acceleration Programme.

Founded in Argentina, Scalabl has helped to create over 100 companies. Apart from its current operations in Argentina and Mexico, Scalabl is expanding this year to Hong Kong, India, Emirates, Chile, UK and Singapore. It started its first Startup Academy Programme in Hong Kong sponsored by De'Longhi Kenwood Group in May.

Scalabl believes in collaboration over competition and looks forward to working together to impact the startup environment in Hong Kong in a positive way.

Entrepreneurship, Intrapreneurship, Innovation Consultancy scalabl.hk

Australia



nextLiFi is an Australian based technology company with its retail subsidiary **LiFiC Ltd** situated out of Hong Kong. The company is developing and marketing a new wireless technology called LiFi that may rival and compliment WiFi in the future. The technology is faster, safer and more secured than its predecessor WiFi and sends data via LED light, infrared radiation or laser. The new wireless technology that operates from the light

spectrum is set to become an integral part of smart city infrastructure and the way in which consumers will access the internet, solving speed issues as well as bandwidth crunch.

Wireless Communications Technology nextlifi.com

Austria



Springboard Group is a fully integrated marketing agency based in Hong Kong. Its team has a passion for telling the stories of the brands, people, products and services of great organisations, from startups to corporations. The company offers advice tailored to customers' exact needs, bridging traditional and millennial thinking to drive new and innovative approaches backed up by sound evidence and analytics. From strategy and execution to design and messaging to branding, as well as to websites and digital, Springboard's

experience is multi-faceted. The company has driven the strategies for international corporates, startups, NGOs and government organisations.

Springboard provides clients with a 360-degree perspective on the different strategies and tactics they can use to get the right people paying attention to them at an affordable budget.

Marketing Consulting springboard.group

Belgium





amfori believes in a world where all trades deliver social, environmental and economic benefits to everyone, namely "Trade with Purpose". As the leading global business association for open and sustainable trade, amfori brings over 2,200 retailers, importers, brands and national associations together, representing a combined turnover of more than 1.6 trillion Euros.

The association offers its members a practical framework and world-class tools that enable them to manage the social and environmental performance of their supply chains and anticipate trends. It also advocates for progressive

policy and collaborate with high-level stakeholders to achieve common aims.

Its work enables organisations to enhance human prosperity, responsible use of natural resources and drive open trade globally. These are major challenges across the world which require a collaborative effort to tackle. While its members can't solve them on their own, collaborating together can make influence and drive positive change at scale.

Trade Association www.amfori.org

Founded in 2014 in Hong Kong, **The Artist Craft Brewer** is a premium innovative Belgian beer company, focusing on customer experience, innovation, technology and great craft beers.

In March 2018, The Artist House, a new remarkable and premium space, landed in Causeway Bay. It's a brand new luxury bar and cafe with 3,500 sq. ft., welcoming likeminded craftsmen and women looking for a casual environment to enjoy great craft beer, cocktails and coffee. Its key features include a hydroponic farm,

an educational micro-brewery wall to tailor make own infused beer, an edible perfume bar to pair unique fragrances with craft beers, a 360VR tour of the brewery in Belgium and the chance to personalise own beer bottles with pictures, and so on.

In addition to all the exciting workshops and stations, The Artist House is available for private events or gatherings rental

Food & Beverages mrtheartist.com

Brazil



Earth and Barrow is a specialist supplier of organic-certified, nature farmed chicken. The company championed the traditional farming values of nature farming, guaranteeing the highest levels of animal husbandry, as well as impeccable food safety standards and product quality. Earth and Barrow's responsible, certified humane and sustainable approach helps Hong Kong retailers meet the ever-growing demand for authentic, nutritional and pure food products.

Distinct from most chicken sold worldwide, Earth and Barrow birds

represent the antithesis of mass production and is reared exclusively to order. Unlike most other chicken available, the birds are entirely additive-, hormone- and medication-free, and enjoy an organic, meat-free diet throughout their lives.

The company is now introducing Nature Farmed beef cuts, as well as value added products including organic certified chicken and beef burgers, organic beef meatballs and prepared roast chicken.

Imported Food earthandbarrow.com

Canada



Founded in 2017 in Hong Kong, **JAHMU** strives to integrate plant-based nutrition back into people's modern lifestyle with a belief "food is thy medicine, and medicine is thy food". JAHMU is a line of handcrafted, plant-based tonics inspired by the principle of Jamu, an Indonesian concept of body, mind and spirit that are in harmony and balance.

JAHMU's goal is to promote longevity and optimal wellness for the mind and body by offering widespread and sustainable access to herbal tonics of the highest quality. Each tonic serves to rejuvenate and restore all systems of the body, overall good health and balance through its healing compound ingredients. They fortify and nourish, promoting resilience, vigour and wellbeing. JAHMU believes plant-based tonics are the medicine of human.

Beverages

jahmutonic.com

France

1969
CREATIVE & DIGITAL

△TL\S

AXA Venture Partners



Headquartered in France, **Agence 1969** ("1969") is an award-winning digital communications agency for its creativity and efficiency. Composed of 20 experienced employees in strategy, consulting, creation and production monitoring, 1969 has been present in Europe for seven years and in Hong Kong since March 2018 with an office aiming to develop the activities in Asia.

1969 has a clear ambition: keep the agility and flexibility of a human-scale structure, while insuring a quality of thinking, along with deliverables of what network agencies can do. The company

serves a wide variety of industries including luxury, premium kitchen appliances, telecoms, hotels, food and beverages, etc.

In Asia, the scope of 1969 Hong Kong includes strategy, brand content creation and production. As 1969 did in Europe, its ambition in Hong Kong and APAC is to become one of the references for a new digital marketing approach - the "Digital Storymaking".

Advertising & Digital Communications agence 1969.com

ATLAS Live Tracking solves the problem of mass participation races worldwide. ATLAS empowers race organisers such as Ironman and Hong Kong Marathon to generate greater revenues through increased spectator engagement. The ATLAS platform incorporates hardware, software and data analytics, to deliver real-time data to fans and spectators. ATLAS has developed its own proprietary hardware based on an IoT

protocol, and its business model builds value through direct partnerships with race organisers. The company chose Hong Kong because of the ecosystem available for the development of its technology, as well as the support offered by incubation programmes such as Hong Kong Cyberport.

Sports Tech atlaslivetracking.com

AXA Venture Partners, formerly known as AXA Strategic Ventures, marks its expansion into Asia with the opening of its Hong Kong representative office.

AXA Venture Partners ("AVP") is the venture capital fund backed by AXA, the leading global insurer and asset manager. AVP manages US\$450M, of which US\$275M for direct investments and US\$175M for the Fund of Funds activity. Investments range from seed investment to growth equity, covering ticket sizes from US\$300K to US\$20M. AVP invests in enterprise software, FinTech, InsurTech, consumer technologies and digital

health, as well as other technologies relevant to insurance and asset management.

Beyond capital, AVP offers companies global reach and expertise of its team. AVP acts as a conduit for high quality companies that can benefit from access to AXA's global network, expertise, brand and scale. With offices in San Francisco, New York, London, Paris and now Hong Kong, AVP invests globally.

Venture Capital Fund axavp.com

French International School is opening a new purpose-built campus in Tseung Kwan O in September 2018. Located only 5 minutes from the MTR, this state-of-the-art campus has been designed to encourage language exchange in Primary School where classrooms for International and French students of the same year will be located around a shared central space. This will allow teachers and students to collaborate in English and French on a daily basis as they deliver the English and French National Curricula respectively.

In addition to a gymnasium, swimming

pool and auditorium, dedicated spaces have been allocated for a Native and an Educational Garden for students to learn about plants and other sustainable projects.

The Tseung Kwan O campus can cater for 950 students and is an exciting addition to the school's existing Chai Wan, Happy Valley and Jardine's Lookout sites. It will house International and French stream primary as well as French stream collège classes.

Education fis.edu.hk/en









HONG KONG A LA CARTE is a Hong Kong-based travel agency founded and managed by two French ladies, Alexandra Malandain and Stephanie Frossard. Hong Kong is a great and complete tourist destination and the essence of the company is to provide bespoke city tours that open the doors to the city's most unusual places and its countless hidden treasures. HONG KONG A LA CARTE understands that it isn't always easy for visitors to gain access to the places which they really want to be

or to discover the sights that they really want to see. That's why HONG KONG A LA CARTE works closely with every client to ensure the perfect itineraries are delivered and every expectation has been exceeded.

Both Stephanie and Alexandra are accredited guides, in both French and English with the Hong Kong Travel Industry Council.

Inbound Travel Agent hkalacarte.com

Luxe Surveyor is based in Hong Kong with its founder from France. A crossroads in Asia, Hong Kong is a fantastic playground for luxury shopping and services, a top destination for tourism, with an international community.

Luxe Surveyor Ltd is a 'phygital' facilitator in a co-creation circle between luxury brands and their consumers.

Luxe Observer, a unique online community by Lux Surveyor, connecting brands and their clients, provides a website and iOS & Android applications where individuals can share opinion, advice, tips, being local and global. It is available in English, French and Simplified Chinese, offering information about 150 global luxury brands and their 8,000 stores.

With the community feedback, a second product offers digital services to help global luxury brands monitor and improve their standalone boutiques services.

AI - Luxury Industry www.luxeobserver.com

Dedicated to the development of International creative brands' image through art, **M Creative Culture** is an agency that specialises in management consultancy in the cultural and luxury markets in Asia Pacific. It has established its activities in the fields of branding, marketing, sponsoring, advertising and event management. It focuses on helping international companies to develop their brands and images in Asia Pacific through art, and supporting Asia Pacific companies to highlight their artistic activities worldwide. Its services include cultural implementation

in Asia Pacific, assisting with brands' innovation, new branding and marketing communications services, and strategic and creative direction.

A unique agency in the region to place visual arts, especially photography, in the heart of its development, M Creative Culture benefits from its founder, Marine Mérindol's ten years' experience in brand building, business development, and marketing communications.

Creative Consulting and Management mcreativeculture.com

Pinel et Pinel is a French luxury brand that produces contemporary trunks and high-end leather goods, aiming to give a sense of unusual, offbeat and uniqueness to customers. The brand reinterprets the codes of luxury goods with a casual impertinence, giving life to its trunks and accessories through an inspired mix of high-tech, design, colours and refined materials.

All of its products are made to order and handmade in the Parisian factory studio. Exceptional creations, a tradition for achieving the highest quality and finished that always push the boundaries. Every stitch is a little gem of expertise and ingenuity, from the design stage to the finished prototype, each model takes up to 1,300 hours to complete. The gesture and detail is without compromise but simply perfection.

Given the known of the Asian's interest in Pinel et Pinel's products, the company is encouraged to set up a boutique and showroom in Hong Kong.

Luxury Leather Trunks and Accessories pineletpinel.com



Thank God It's Monday! (TGI Monday!) believes that happy employees make successful companies and its mission is to inspire employees and managers to take the lead in their own or their team's happiness at work.

Based on Positive Psychology principles applied to the workplace, TGI Monday! offers consulting services to support management and HR teams with good practices, happiness at work programmes and employee experience initiatives, such as creative workshops as a part of emotional well-being weeks, on-boarding

programmes, leadership seminars, team building or 'lunch & learn'.

TGI Monday! was incepted in 2017 by three happy women willing to join forces to make happiness at work with the new rule and not the exception. Since then, the company has already rolled out several workshops and consulting missions for Estee Lauder, Palo IT, Societe Generale, TPS China, FCCIHK, CBA, Natixis, DFS, Van Cleef and Arpels and Hermès among others.

Consulting and Training tgimonday.org

Vestiaire Collective

Vestiaire Collective is a leading global marketplace for premium and luxury pre-owned fashion. The online platform is unique due to its carefully curated catalogue of 900,000 desirable items, expertly checked for 100 percent quality and authenticity.

Launched in Paris in 2009, Vestiaire Collective's website has over six million fashion savvy members across 48 countries worldwide, with offices in Paris, London, New York, Milan, Berlin and newly opened in Hong Kong. Around 30,000 new items are submitted by its community of sellers every week, which enables buyers to hunt amongst over 3,200 coveted and must-have fashion pieces a day, ensuring that Vestiaire Collective is the go-to site for an exciting unique shopping experience.

Fashion Digital Platform vestiairecollective.com

Germany



Sycra Technologies is an Internet of Things (IoT) company focused on smart lighting technology. Sycra aims to become a global leader in lighting control systems and IoT services utilising the many opportunities available and through participation in Hong Kong's Smart City and Sustainable Development initiatives. As a world-class international city, Hong Kong offers a great foundation for IoT companies because of its great diversity of people and resources, creating a special mix ideal for technology

companies that require dynamic teams and environments to grow.

Sycra headquarters will be located in the Hong Kong Science and Technology Park (HKSTP), which will house a team of engineers working on the core smart technology that will bring innovation and sustainable technologies to life and bring along a green future.

Internet of Things (IoT) & Smart Lighting sycratech.com/smart

Based in Hong Kong, $\boldsymbol{Wholistic}$

Coachsulting Ltd applies a unique hybrid model of coaching and consulting resulting in sustainable improvement in employee engagement to deliver business strategies and growth.

Within the next five years, 60 percent of Millennials will be based in Asia, but 65 percent of Chinese Millennials are disengaged and expected to leave their companies. High turnover rate results in increased hiring costs, but decreased morale and productivity.

Wholistic Coachsulting offers individual coaching, workshops and consulting services, supporting Millennials and

organisation leaders to create inclusive and engaged multi-generational workforces.

The company is the only one in Asia led by a Millennial Leadership Coach who is certified by the International Coaching Federation, and has 14 years of leadership experience in finance, figital transformation and operations at a Fortune 50 company.

The expansion plans include Singapore and Shanghai, and hiring of Hong Kong Millennial talents.

Coaching, Training and Education; Management Consulting wholistic-cc.com



India



Reboot.ai is Hong Kong's premiere AI and machine learning solutions provider, helping individuals and companies alike transform data into business strategy.

Reboot's clients include some of the Hong Kong's largest international companies. Its founding partners bring more than a decade long combined track record with enterprise data solutions, including overseeing algorithmic trading for the world's largest hedge fund, transforming business analytics for startups, and producing a blockchain and AI-powered borderless payments prototype which took first runner up in an invite-only Bank of China competition.

Reboot specialises in AI project implementation, from agile development of custom algorithmic solutions, to deployment on cloud services, to integration with legacy databases and reporting systems, and to custom employee training. Reboot builds AI solutions which create competitive advantages.

Artificial Intelligence reportai

Ireland



Waypoint Leasing is one of the world's largest independent helicopter lessors, helping operators modernise, grow and manage their helicopter fleets.

With its extensive helicopter operating experience, the company has a first-hand understanding of operators' needs for high quality aircraft, innovative financing solutions, exceptional asset management systems and strong, long-term relationships with service providers.

Waypoint opened its Hong Kong office in January 2018 due to the proximity to Mainland China, Hong Kong's mature and established leasing industry, and a favourable regulatory framework.

With its first two deals closed in Mainland China, one to a utility helicopter operator in Shenzhen and another with an emergency medical service operator in Shanghai, the creation of its Tianjin leasing platform and a strong pipeline of promising opportunities across Asia, the new Hong Kong office is strategically important for Waypoint.

Helicopter Leasing waypointleasing.com

Italy



CLOUDPN Limited is one of the cloud solution - DaaS (Desktop-as-a-Service) providers in Hong Kong since November 2017, with the infrastructure located in Cyberport Hong Kong.

Its R&D teams specialise in cloud infrastructure design, software development and application. CLOUDPN has a vision to provide easy-to-use, fast, cost effective and reliable Cloud computing solutions and latest information technologies to assist its clients to enhance competency of enterprises. The company also assists customers to go for a completely wireless

workspace to reduce implement action and IT support operation cost by CLOUDPN™ DaaS and VoIP Solutions.

CLOUDPN Limited is a Microsoft SPLA partner, which means it can offer software services based on Microsoft technology to users.

Cloud Solution and Computing Services cloudpn.com



Established in Italy in 2006, **Eu.promotions** is an international group working with retailers to enhance customer shopping experience, accelerate sales and grow their most valuable customers. The company provides tactical marketing solutions that increase behavioural loyalty to retailers all over Europe.

Headquartered in Milan, the company coordinates six different legal entities in Europe with regional offices in London (Henley-on-Thames), Amsterdam, Riga, Budapest, Saint Petersburg and Hong Kong. The Hong Kong office is the commercial and operative arm in Asia, where Eu.promotions executed its main productions since 2009. Due to the expansion and reach of its clients'

activities, Eu.promotions is setting up a regional office here in 2018. Reporting to the marketing and product development central office in Milan, the Hong Kong office is responsible for building partnership with suppliers, sourcing new factories and supporting the product development team in Italy on technical issues and quality control.

Consumer Products www.eupromotions.com



Piquadro is an Italian brand of tech-design accessories for business travellers.

Design, functionality and technological innovation are the core values of the brand, which are expressed through superb Italian craftsmanship, leather of the finest quality and a meticulous attention to detail.

In every collection, Piquadro proposes a wide range of bags, luggage and small leather accessories where the originality and elegance of the Italian style are combined with practicality and reliability, all at the service of work, travel and the intense pace of modern life.

Piquadro exclusively uses the finest Italian leathers with techno-fabrics of the latest generation in both classic and unusual colours. The brand is distributed all over the world and among major locations such as Rome, Milan, Venice, Florence, London, New York, Barcelona, Moscow, Prague, Taipei, and has recently launched a store at Times Square in Hong Kong.

Leather Accessories piquadro.com

Japan



Founded in Japan, **Pocket Change** is an all-in-one solution for travellers to convert their leftover bills and coins into digital benefits. While Hong Kong has over 64 million global travellers' traffic yearly, it becomes the first choice of place for the company to set up a base, before considering expanding to Singapore. Hong Kong Airport and MTR Airport Express Stations are the main locations in its expansion plan.

Incorporation of 3D printing, CNC technology and laser cutting, Pocket Change uses Japan-originated

technology that has the best precision on differentiating various currencies, proceeding up to 15 major currencies at one time. Pocket Change aims at making the best of the leftover coins and let them flow back to the economic system, which improves market liquidity.

Foreign Exchange and Digital Token pocket-change.jp

Luxembourg



construction and operation of scalable data centres and cable landing stations. Headquartered in Luxembourg and founded in 2012, the company has developed innovative technical solutions that can be deployed anywhere in less than 16 weeks. ETIX Everywhere builds turnkey projects for large cooperates, but also develops its own colocation data centre network to provide housing services. The company has now eight data centres, another five are under construction. Over ten centres are ready

to be built in Europe, Africa, Middle East and Asia.

ETIX Everywhere has recently opened a new regional office in Hong Kong to expand its interconnected network of edge data centres and enter the Asian market. Major hub of data centres in APAC, Hong Kong is also an ideal location to expand the company's outreach in the region.

Data Centre etixeverywhere.com

Mainland China



Atom Capital (Hong Kong) Limited is

established in Hong Kong, mainly of its geographical location and being an Asian Financial Hub with sound and robust legal and regulatory systems, creating much confidence for the company's highnet-worth and institutional clients.

The company's administration and operation, as well as investment teams are stationed in its Hong Kong office.

Atom Capital's products include hedge funds, private equity funds, its flagship

Forex Fund "The Quark Series" and in the near future, Internet-based financial services.

Hong Kong will be the company's stronghold with expansion plans into North Asia, in particularly Shenzhen, Beijing and Shanghai.

Asset Management atomgp.com



Founded in 2015, Fluent International Science and Technology Service Limited

specialises in the application of new technologies and angel investments. The company has offices in Beijing, Jiangsu, Guangdong and Macao, and provides services related to digital innovation, artificial intelligence, big data, industrial robots and new energy vehicles. It uses core technologies and entrepreneurial teams to develop industry-specific solutions.

After qualifying for the Quality Migrant Admission Scheme, the company's founder established the company's headquarters in Hong Kong. The company hopes to help Guangdong's industries apply the cutting-edge research conducted at Hong Kong's universities and research institutes.

Science and Technology Services fluentservice.com



SainStore was founded in January 2011. The company is headquartered in Dongguan and provides global eCommerce services to Chinese manufacturers. It is a partner of Amazon Web Services, Google China and Shopify and is the only accredited Shopify Plus Partner in Mainland China. SainStore helps companies to create brand website and coordinate a range of marketing campaigns. It also helps to increase the value of Chinese brands and develop a brand and shopping experience tailored to customers in overseas markets.

Following the company's rapid

expansion in Mainland China, SainStore recently established **SainStore (HK) Limited**, which is responsible for the company's global finance and logistics services. The Hong Kong-based company will support SainStore's agency services for cross-border eCommerce companies and provide a one-stop service to help manufacturer clients to improve eCommerce operations, overcome management and technical challenges and expand into the overseas.

eCommerce Technology sainstore.com



Virscend Education Company Ltd is the largest provider of private educational services in Southwest China. It manages a number of pre-school institutions, primary and secondary schools, as well as universities. The company has more than 18 years of experience in the education sector and has established a solid reputation in the region. Listed on the Hong Kong Stock Exchange on 15 January 2016, Virscend has established its Hong Kong headquarters in Central. It hopes to use Hong Kong, Asia's financial

centre, to establish partnerships with the world's leading education institutions, explore and master advanced educational methodology and expand the company's range of services.

Education Services

www.virscendeducation.com



Founded in 1995 in Guangzhou, Wisepower is certified as an Authorized Economic Operator by the customs authority in Mainland China. The company was among the first batch of key logistics enterprises selected by the National Development and Reform Commission to participate in the pilot scheme of logistics information platforms and serves as Vice President of the China Customs Brokers Association, the Guangdong International Freight Forwarders Association and the Guangdong Cross-Border eCommerce Industry Association. The company's wholly-owned subsidiary in Hong Kong, Wisepower (Hong Kong) Supply

Chain Company Limited, specialises in cross-border eCommerce and air freight forwarding and operates a 9,200 square metre warehouse. It provides B2C direct delivery for cross-border eCommerce partners and cooperates closely with dozens of airlines. In 2018, Wisepower plans to increase its investment in Hong Kong to expand its Hong Kong-based logistics services.

Logistics wtdchina.com

New Zealand



Liverton Technology Group is a New Zealand technology company with offices in Australia, New Zealand and United States. The company is committed to expand its presence in Asia, and has recently set up its Asia headquarters in Hong Kong. As one of the New Zealand Trade and Enterprise F700 top export growth companies, Liverton offers four types of solutions including security, automation, ISP/Networking and iDR 3G/4G Mobile Wi-Fi. With a dedicated team of talented software developers and technologists, the company develops cutting edge solutions to help its client solving business pain-points.

Liverton is rapidly growing in Asia, particularly with its automation

solutions servicing the well-known hospitality brands in the region. For example, Liverton designed, developed and deployed innovative self-service check-in/out kiosks at Sands properties in Macao, which enhanced guest experience and operational efficiency. The company is also a certified partner with major international system providers e.g. Oracle and IBM.

IT Services liverton.com

Peru



The Ministry of Foreign Trade & Tourism

of Peru announced the opening of a trade office in Hong Kong during Asia Fruit Logistica 2017 and named Erick Aponte as its Trade Commissioner. Aponte launched and operated the Trade Commission of Peru in Miami for six years prior to relocating to Hong Kong. The Hong Kong office was added to the existing network of offices in Asia, including Beijing, Shanghai, Japan, Indonesia, South Korea and Taiwan, to continue to develop and strengthen the economic and commercial ties between Peru and the region.

The Trade Commission of Peru was officially opened in mid-February at the Hopewell Centre in Wan Chai and is home to the Trade Commissioner and two Hong Kong-based market specialists to help Asia companies to understand the sourcing, tourism and investment opportunities in Peru. The office is looking to recruit more team members in the near future.

Governmental Trade, Tourism and Investment Promotion mincetur.gob.pe

Russia



Emertech is a company engaged in the development and implementation of solutions based on the blockchain technology. The company develops its own technologies such as highefficiency and low-cost anti-counterfeit solution for physical and digital products, authentication solution for digital document, and also implements network security solutions (EMCSSH, EMCSSL), technology to reduce cost and increase the quality of telephone calls (Enumer) and others.

Emertech considers Hong Kong as a wide, crucial and technology-friendly market, it is also home to lots of representative offices of companies from around the world. The proximity of Hong Kong to Mainland China is also important because it is the largest market for the main product, the anti-counterfeiting service

Anti-counterfeit Solution emertech.hk

Singapore



JA prides itself as the "Insurance DealMaker" for clients in the jewellery, pawn broking, luxury goods and money services industries. Established in Singapore since 1999, JA has carved a significant market share in Singapore and Malaysia. In line with its vision to be truly global, it has chosen Hong Kong as its springboard for expansion.

With the clear, open and pro-business guidelines set up by the Hong Kong government, JA believes that Hong Kong offers a transparent and conducive environment for business to compete, grow and flourish. The company has

planned multiple phases of expansion in Hong Kong, including introducing its proprietary InsurTech solution that is a first in the market online platform to better insure jewellers.

Starting with an initial investment of HK \$3M, JA is confident of the prospects for InsurTech and will raise capital to fuel this phase of its business in Hong Kong.

Jewellers, Money and Personal Valuables Insurance Solutions ja-assure.com



Founded in 2014, **Keyteo Consulting** is a company specialised in organisation and information system management that works with its clients as they outsource their projects in innovation. Keyteo provides consultants to accompany the IT projects delivery of its clients.

The company accounts for more than 170 consultants worldwide in seven cities across Brussels, Geneva, Luxembourg, Paris, Lyon in Europe and Singapore in Asia. Keyteo aims at creating over 80 jobs in the next three years in Hong Kong and

expanding in the APAC Region, such as Tokyo, Shanghai, etc.

In Hong Kong, the company has been delivering Big Data, Cybersecurity and Digital Transformation Projects for its clients to keep up with the latest digital trends and gain competitive advantages.

IT Consulting/Staff Augmentation keyteo.com



Micepad is an award-winning digital content and audience engagement app that creates a more engaging and productive experience in conferences and meetings.

Companies use Micepad as a productivity tool to drive ideation, increase discussion for internal events, such as strategy rollouts and employee training. Micepad is also used for external events to educate customers about products and services as well as drive brand engagement.

As part of the APAC expansion plan, Micepad has chosen to establish a regional sales and marketing office in Hong Kong, as it is at the heart of Asia and has major international brands with regional headquarters and important key decision makers.

Headquartered in Singapore, Micepad also has offices in Hong Kong, Taiwan and Malaysia.

Event Technology micepadapp.com



With the rising trend of online ordering in Hong Kong, F&B owners need to make their brand visible in the online space. Coupled with a bustling F&B scene and a market that's receptive to technology, **Oddle**'s solution would be a perfect match to the needs of F&B brands in Hong Kong.

Oddle is the leading white-labelled, eCommerce platform that makes online ordering available to every F&B owner. Oddle helps restaurants grow their delivery and takeaway sales by bringing their best offline customers online.

The company aims to establish its brand as the business partner of choice for F&B owners, by investing towards the

full scope of its brand's services in Hong Kong which includes customer success, marketing and logistics support.

With offices in Singapore, Malaysia and Taiwan, Oddle aims to continue this meteoric growth by investing in its Hong Kong team and achieving a 150 percent growth in sales in 2018.

Online Ordering Solution oddle.me



ZACD Group Ltd is an asset manager specialising in the real estate sector, providing a comprehensive suite of integrated services across the real estate value chain. The company is principally engaged in the investment management services, project consultancy and management services, property management and tenancy management services and financial advisory services. ZACD aims to create strong synergies among its business segments with the ability to combine and leverage its experience, market knowledge and resources from the comprehensive suite of services the company offers.

ZACD Group is listed on the Growth Enterprise Market of Hong Kong Stock Exchange (8313:HKG.HS), and currently with a total Assets Under Management (AUM) of over SG\$300 million in real estate investments across Asia Pacific.

Integrated Asset Manager zacdgroup.com

South Korea



주홍콩한국문화원 駐香港韓國文化院

Korean Cultural Center in Hong Kong



Korean Cultural Center in Hong Kong, under the Ministry of Culture, Sports and Tourism, is the 32nd Korean Cultural Center around the globe. Situated at the heart of Asia, Hong Kong has manifested its pivotal position as a conduit of exchange between the cultures of Asia and rest of the world.

With the opening of the Centre, it has gained a crucial foothold to further advance the promotion of Korean culture in Hong Kong. The Centre has provided opportunities for the public to embrace the Korean culture, such as organising

K-food cooking classes, K-beauty classes, Korean language classes and hosting the annual Korean culture mega-festival named Festive Korea. The Centre will continue to serve as a platform of discovery and sharing for everyone interested in Korean culture.

Government Organisation

hk.korean-culture.org facebook.com/kcchongkong

Established in 1998, **Seoul Auction** is a leading auction house in South Korea presenting sales opportunities for various works of art in South Korea and Hong Kong. In February 2018, the company started its first private sales gallery, SA+, which opened in celebration of the 10th anniversary of its operations in Hong Kong.

As a modern and contemporary art gallery, SA+ functions as an international gateway for the auction house to

continue to reach out to the global audience. The gallery also serves as a venue for art related lectures and discussions as well for corporate events. Located on the 11th floor of H Queen's Central, a new art hub at the heart of the city, SA+ plays a major role in showcasing and promoting Korean and International art

Art Gallery seoulauction.com

Spain



Born in Barcelona in 1977, founder Josep Cortina studied industrial design at Eina School in Barcelona and spent a few years working as an engineer where he adopted rigor knowledge. He then resumed more studies in Interior Design and graduated in 2004. After spending a few years in a design studio where he developed his talent in technical and creative field, he founded his own studio Estudi Josep Cortina in 2008.

Estudi Josep Cortina aims to develop and promote a simple and personal design style that has taken root in young entrepreneurs, individuals and clients of consecrated companies.

At Estudi Josep Cortina Hong Kong, the brand offers clients a unique and innovative approach to design. The company is looking for a static aesthetics to disassociate itself from mass trends and achieve immovable results over time that maintains its essence and originality over the years.

Design Consultancy josepcortina.com



Goods from Spain focuses on trading of high quality goods from Spain to Asia.

Its business objective is to develop, promote and grow those high quality products of strategic brands which are created by talented companies from Spain.

Goods from Spain aspires to become a platform to focus on promoting the quality of the goods manufactured or designed in Spain. The company has provided strong visibility on the media for those brands under its management throughout several countries in Asia.

The company has diversified categories in multiple channels from directly in retail, and wholesale distributors for strategic brands. Latest project also covers eCommerce with platforms like Wechat.

Goods Trading nanos.hk

Switzerland



Balluun is a leading B2B social eCommerce provider. It partners with marketplace operators worldwide to run industry-specific digital marketplace, connecting brands and resellers with digital technologies developed in Silicon Valley.

Ballunn's partnership model allows operators to build a competitive advantage with a low-cost investment and a high revenue share opportunity. The company empowers business-to-business (B2B) communities, commerce and services worldwide by providing patented and established technologies, open and scalable cloud solution, as well as efficient marketing, sales and customer success services.

Balluun chose Hong Kong as its first regional office in Asia because of the city's unique business positioning location and talent pool. Located in the heart of Asia and home to Asia's brightest business executives, Balluun connects to more exciting partnership opportunities, making B2B social commerce marketplaces more accessible in Asia.

B2B Social eCommerce balluun.com

HAUSER & WIRTH

Hauser & Wirth is a leading international gallery founded in Zurich in 1992 by Iwan and Manuela Wirth and Ursula Hauser. A family business with a global outlook, it has expanded over the past 26 years to include spaces in Zurich, London, Somerset, New York, Los Angeles, Hong Kong and Gstaad.

Hauser & Wirth represents over 70 artists and estates who have been instrumental in shaping its identity over the past quarter century, and who are the inspiration for Hauser & Wirth's diverse range of activities that engage with art, education, conservation and sustainability. In 2018, Hauser & Wirth opened its Hong Kong outpost, a first

permanent gallery space in Asia in the newly-developed H Queen's complex. The exhibitions at Hauser & Wirth Hong Kong span the breadth of the gallery's programme from major 20th century modern masters to leading figures in contemporary art.

Art Gallery

www.hauserwirth.com.hk

■ Taiwan

AmazingTalker

Amazing Talker is a Taiwanese startup that provides an online language learning platform for multiple languages. Students can use the platform to interact with native speakers and immerse themselves in a native environment.

Amazing Talker was founded in January 2016. In the first month after it was founded, the company organised over 200 language classes and received over 1,000 applications from teachers across

the globe. Amazing Talker uses strict recruitment criteria and aims to provide a premium service for language learners.

Online Language Learning Platform tw.amazingtalker.com







Blossoming juice has a number of stores in Taiwan and uses a combination of online and in-store marketing strategies.

In 2018 the company opened its first store in Hong Kong, and it plans to open additional stores in the near future to serve Taiwan's popular soft drinks to Hong Kong customers.

Soft Drinks Chain Store facebook.com/BLOSSOMINGJUICE



Founded in early 2014 in Taipei, eCloudvalley Technology provides consultancy services and technical support for Amazon Web Services (AWS). Core services include AWS cloud infrastructure such as cloud storage, disaster recovery, cloud server hosting, server monitoring, DevOps, big data, serverless and container solutions and AWS training. The company also provides consultancy services to help clients assess the security of cloud environments, detect architecture vulnerabilities, optimise system efficiency and reduce IT maintenance costs.

eCloudvalley Technology entered the Hong Kong market in 2016 and also has a presence in other markets, including Mainland China and the Philippines. It is the first AWS Premier Consulting Partner in the Greater China region and has received over 130 AWS licenses. The company has provided services to more than 400 clients and 50 system integrators.

Cloud Consultancy ecloudvalley.com



Originated from Taiwan, **iDGate** is one of the leading FinTech companies with top-notch cybersecurity technology, protecting identity for online and mobile transactions with the patented 2FA soft token solution, authentication mechanisms that meet the highest security standard of banking industry. Since 2014, the company has accumulated customer base of nine financial institutes and two cloud-based authentication service providers with over two million smartphones registered, securing 800,000 active users per month.

iDGate's core technology, Push Notification of the 2FA is designed to incorporate biometric authentication, both face and finger print recognitions in authenticating users, protecting them against fraud while enjoying the internet experience, especially for the banking services.

Leveraging the success with major banks, including HKMA-licensed banks, the company is expanding rapidly to select Hong Kong, because of the wellestablished banking system and the growth of online transactions, along with the potential from upcoming launch of Faster Payment System.

IT Security id-gate.com

Thailand



Brothers Ton Kunchat and Tum Mardsua are practitioners of the Thai martial arts, Muaythai, and belong to the elite group of certified World Muaythai Council professionals. They were invited to join a world class Mixed Martial Arts (MMA) gym in Hong Kong six years ago, where they gained a stable following from fitness enthusiasts and aspiring athletes.

In 2018, they took on a new adventure and founded **Brothers Muaythai**, a boutique fitness studio conveniently located in Central. The studio boasts

of new facilities, showers and an intimate setting. Classes run twice a day and private sessions are available for booking. Together, they boast an impressive number of fights of over 250 around the world, harnessing numerous awards, belts and championship. Tum is the current undefeated I-One champion for seven years and first ever Challenger Champion in AXN's Challenger TV show.

Muaythai Fitness Studio brothersmuaythai.com

■ The Netherlands



Whiskies & More is a beverage distribution company focusing on premium spirits. It aims at introducing non-mainstream but high quality whiskies, cognac, rums and other products. Whiskies & More represents independently-owned companies, which are passionate about their products and became its mission to bring that passion to Hong Kong and Macao.

Established in late 2016 by a Dutch whisky lover, the business has been

steadily increasing both in number of brands traded and its footprint in Hong Kong and Macao. With its newly launched online shop, Timeless & Tasty, its products are now also available to retail customers.

Food & Beverages whiskiesandmore.com timelessandtasty.com

■ United Arab Emirates



Established in 2008, LuLu Financial Group is a global financial services and payments solution enterprise that serves banking institutions, business houses, local and international corporations as well as individuals. Headquartered in Abu Dhabi, the Group operates more than 180 branches across Oman, Kuwait, Qatar, Bahrain, India, Bangladesh, the Philippines, Seychelles and Hong Kong.

Branded as **LuLu Money** in Hong Kong, the group aims to facilitate secure and instant financial transactions through digitised state-of-the-art systems in the Asia Pacific region. It chose to set up

in Hong Kong because the Asia Pacific region is home to some of the most dynamic economies and Hong Kong is one of the most strategic markets. Its office here offers money transfer, retail currency and import and export of currencies services to clients.

LuLu Financial plans to move nearly 30 percent of its transactions on to the digital platform by 2020.

Financial Services and Payments Solution Enterprise

luluexchange.com

United Kingdom



AvenueThreeSixty launched in Hong Kong to provide hands-on service and personal approach when managing investors' UK properties portfolios. The team has extensive experience in the UK property market and utilises their close relationships with specialists in London and other major UK cities. With offices in both Hong Kong and London, they support investors across the full real estate spectrum, from purchasing to letting and management, and eventual resale.

Understanding that it is the small things which often make the difference between an average return and an excellent one is a key to success in the business. With a mission to empower clients to use UK property as an investment tool to achieve their financial ambitions and focus on providing a hassle free, unrivalled service, every element is uniquely tailored to providing for the needs of overseas real estate investors throughout Southeast Asia.

International Real Estate avenuethreesixty.com



Established in 1999 in London, **Bovill** is an independent, specialist financial services regulatory consultancy. After its opening in Singapore in 2015, the company started its Hong Kong operation in 2017. The company's sole activity is the provision of high-quality, technically-focused advice and consultancy services on all aspects of regulation. Bovill develops effective solutions to the complex problems of its clients, and do not offer commoditised advice or services.

To reflect the international nature of its clients, Bovill now has offices in the UK, Singapore, Chicago and Hong Kong with experts spanning all aspects of financial regulation. Its Hong Kong office has six

regulatory specialists who can help with SFC and HKMA licensing and advice, as well as providing advice on broader international regulatory and financial crime. Bovill combines local market knowledge with a global perspective to help clients thrive in today's complex regulatory environment.

Financial Services Regulatory Consultancy boyill.com

MASS BRANDED is a high-end streetwear brand for men who want to dress casually without dressing down. The company combines structured designs with a graphic sensibility to create pieces that enhance the male form to make its clients stand out.

Hong Kong is a great place for a small fashion startup like MASS BRANDED. As a producer of high-end streetwear, the city's fabric district provides access to a wide selection of top quality textiles from around the world. With its local sample-room, the company can have the pieces made and examine the output immediately which allows it to input,

amend or make changes on the spot right away. More importantly, Hong Kong still offers small scale but high quality manufacturing options, even though much of the production have moved to Mainland China over the years. Plus, there is a talent pool of professionals that offers excellent craftsmanship.

Menswear Apparel, eCommerce massbranded.com





McNamara Art Projects is an independent art consultancy and curatorial body. The company newly established a 3,500 square feet project space in Wong Chuk Hang, a platform committed to showcasing contemporary, emerging as well as established Western and Asian artists in Hong Kong.

The art programme for the project space will take the form of collaborations with significant Western and Asian galleries who do not have a physical presence in Hong Kong, by bringing a diverse range of art that would not otherwise be shown

in the city. The aim is to create deeper engagement between the people of Hong Kong and contemporary art. McNamara Art Projects also provides guidance in shaping public and private collections across Asia region, with a focus on Western modern and contemporary art.

Art Advisory mcnartprojects.com



Merton edX is a unique entrepreneurship academy for young students. Last year its founder successfully launched, through its sister company Merton Global Ventures, the Silicon Valley Entrepreneurship Workshops for secondary school students in Hong Kong in collaboration with BizSmart Global USA. Merton edX's mission is to "inspire youth" to help youngsters to realise their dreams by empowering them with a tool box of vital business skills. The company's message to students of today is that no matter what their strengths and interests are, whether mathematical, technological, visually creative or

socially driven, there is a vital role for them to play in the startup world.

Merton edX aspires to contribute to Hong Kong's knowledge based economy by inspiring entrepreneurship, one young leader at a time.

Entrepreneurship Academy mertonedx.com



Established in March 2018, **Phoenix Fine Wines & Vineyards Limited** was founded by Richard Sutton, the former Head of Asia for London merchants Corney & Barrow and Armit Wines. Sutton leads a small, experienced, multi-lingual team of fine wine experts based in Hong Kong, servicing private clients and trade accounts throughout Asia.

Phoenix offers wines for drinking in Hong Kong stocks, fine wines for longterm storage and investment in its bonded cellars in United Kingdom. It can arrange bi-monthly air shipments from UK to Hong Kong, with very competitive storage rates. Phoenix also offers complimentary advice on tax-free wine investment portfolios, and real estate investments in French wine properties.

Fine Wine Trading & Consultants for Châteaux and Vineyard Purchases phfwv.com



Founded in 2012 between London and New York, **Pixelcabin** ("Pixel") works with some of the world's most influential companies to engineer their eCommerce solutions, using the Shopify Plus platform. Pixel helps clients by developing bespoke apps with unique features, building integrations to connect with 3PL providers, and embedding with client teams to set up development best-practices and workflows.

The company recently developed an on-going engagement with a Fortune 500, which started with building a multiregion eCommerce platform for South American and European markets, and more recently has focused on developing a proprietary B2B platform for Dutch

market, allowing bar owners to order all of their trade supplies from multiple vendors on a single platform.

Pixel has also worked with startups in Hong Kong to develop their first product to market, and with non-profit organisations in the region to help refine their eCommerce user experience, and is looking to expand its Hong Kong and Asia client base.

eCommerce Software Consultancy and Engineering pixelcabin.io



fallout of the worst financial crisis in generations. Q5 believed that it could offer something different to help global businesses respond more effectively to the challenges confronting them, with benefits that lasted beyond the four quarters of the financial year into 'Q5'. Q5 provides expert analysis, creates

Q5 provides expert analysis, creates dramatic new strategies, overhauls struggling operations, and ensures right people were put in the right place. Q5 assures that each project brings change that really sticks.

Q5 was founded in London in 2009 as

companies around the world faced the

In addition to New York and Sydney, Q5 have set up its fourth office here in Hong Kong, a vibrant international business hub with a diverse range of multinational corporations and local enterprises. The company believes that this is the prime location to extend its reach, and hope to establish a stronger presence in the Asia Pacific region.

Management Consultancy q5partners.com



Shrewsbury International School Hong

Kong is a specialist British primary school. Opening in August 2018, it offers a wide range of provision for children aged between three and eleven years old, primarily for children from an international background. Shrewsbury was awarded a mountain-side site in Tseung Kwan O by the Education Bureau in 2015. Shrewsbury builds upon the reputation of its sister school in

Shropshire, which was founded by Royal Charter in 1552, and it is one of Britain's best reputed schools and among the original nine 'Great Schools' of Britain.

Education shrewsbury.hk



Plum is a company of epicureans curating critically-acclaimed meals from all over the city and bringing it to customers' doorsteps. Its mission is to make easy for people to discover and order the best food from around the city.

Plum's business model is unique in the Southeast Asian food-tech industry. Plum tastes every dish to ensure its quality before putting it on the menu. It charges no delivery fee and the prices are on par with, sometimes even lower than restaurants. Its business model

solves the poor unit economics limiting the growth of existing market players while delivering a superior customer experience.

Founded in Hong Kong in 2017, Plum has expanded to over 100 employees with operations in Singapore and Sydney four months after launch. After a successful seed-raising, Pre-A rounds and continuous growth, Plum will be doing a Series A investment round in July 2018.

Curated Lunch Ordering Platform plumfood.com

United States





Headquartered in the United States,

Carnival Corporation Hong Kong Limited

is providing cruise vacations operated by Princess Cruises and Cunard Line. Carnival selected Hong Kong for setting up its regional office so as to support the company's development in Asia Pacific, with ship deployments within the region.

Princess Cruises is one of the world's largest international premium cruise lines. It is also tour company operating a fleet of 17 modern ships renowned for their innovative design and wide array

of choices in dining, entertainment and services, all provided in an environment of exceptional customer service.

Cunard is a luxury British cruise line, renowned for creating unforgettable experiences around the world. Cunard has been a leading operator of passenger ships on the North Atlantic, since 1840, celebrating an incredible 175 years of operation in 2015.

Cruise Vacations princess.com

cunard.com



Cboe Global Markets is one of the world's largest exchange holding companies, offers trading across a diverse range of products in multiple asset classes and geographies, including options, futures, US and European equities, exchangetraded products (ETPs), global foreign exchange (FX) and multi-asset volatility products based on the Cboe Volatility Index (VIX Index).

Cboe's trading venues include the largest options exchange in the US and the largest stock exchange by value traded in Europe. In addition, the company is the

second-largest stock exchange operator in the US and a leading market globally for exchange-traded products trading.

Cboe has two offices in the APAC region, Singapore and Hong Kong, which serve as the company's APAC base. This expanded presence enables Cboe to better serve the needs of investors throughout the region.

Financial Services cboe.com



Operation Smile is an international medical charity dedicated to providing free medical treatments for children and young adults in developing countries who are born with cleft lip, cleft palate or other facial deformities.

The organisation works in rural areas through organising volunteer teams of doctors and nurses to provide surgical and medical care for underprivileged families. Since 1991, Operation Smile has provided nearly 30,000 free surgeries across Mainland China regaining smiles and self-confidence to lead healthy, normal lives. International standard medical training programmes have

enhanced the skills of hundreds of medical volunteers.

Every three minutes, a child is born with a cleft lip, cleft palate, or other facial deformity. Without proper treatment, children experience infections, hunger, and speech problems that lead to untold isolation as they grow up. Surgery could prevent this in as few as 45 minutes. Together, Operation Smile is creating a world with more amazing smiles.

Non-Governmental Organisation operationsmile.org



Peachstate Hobby Distribution Limited

("PHD") facilitates wholesale distribution of sports trading cards including NBA, MLB, NFL, and soccer. The company decided to come to Hong Kong to open a new branch due to the business-friendly nature of the city as well as the fast-paced opportunities it provides. This is the first

location for PHD to expand its business in the region and set up a warehouse and office space in Kowloon Bay.

Hobby and Trade phdgames.com



sQoolink is an edTech, big data and online social platform, connecting prospective students and parents with current students, alumni and school representatives for higher education and study abroad advice. The near-peer mentorship is simple and dynamic. Student can ask questions about academics, admissions, costs, or campus life for any schools or locations, and verified mentors will give advises based on their personal experience.

sQoolink chose to set up the regional headquarters in Hong Kong due to the large student population studying abroad every year. Together with the office in Singapore, sQoolink serves all prospective Asian students and parents by providing personalised answers to their questions through near-peer mentors. sQoolink is also looking to partner with international and local high schools, educational consultants and agents to bring its mobile app, website and related services to target students and parents.

EdTech sqoolink.com





The Cakery is a Hong Kong based bakery specialising in healthy baked products. By using natural, nutrient rich ingredients, The Cakery creates products that cater to today's health conscious consumers. The company has a wide selection of cupcakes, cakes, cookies and sandwiches which are gluten-free, with reduced fat and sugar, vegan, refined sugar-free, sugar-free and so on. Its first pop-up shop was opened at The Landmark in April 2016, followed by

the Pacific Place pop-up store in August 2016 and returned to The Landmark in November 2016. The first permanent shop of The Cakery was opened at Lee Gardens Two in February 2017, followed by the second shop opened at The Landmark in April 2017.

Bakery thecakery.com

unspun seeks to reverse climate change by one percent through 3D fit algorithm, additive 3D weaving mechanisms and localised production. The first product unspun addresses is denim jeans.

With the use of advanced algorithms, fitting denim jeans are produced based on customers' 3D body scans. Currently the products are created locally, but in late 2018 they will be automated through a 3D weaving machine invented by the company. The localisation of manufacturing would ultimately aid "re-industrialising" Hong Kong, and developing a diversified economy.

With technology developments originated in San Francisco, Hong Kong is unspun, inc's headquarters in Asia; with most of its business developments and investments carried out here. The company is supported by Hardware Accelerator HAX, recognised by H&M Foundation and incubated by the Mills Fabrica and Cyberport.

Apparel Manufacturing and Retail unspuntech.com