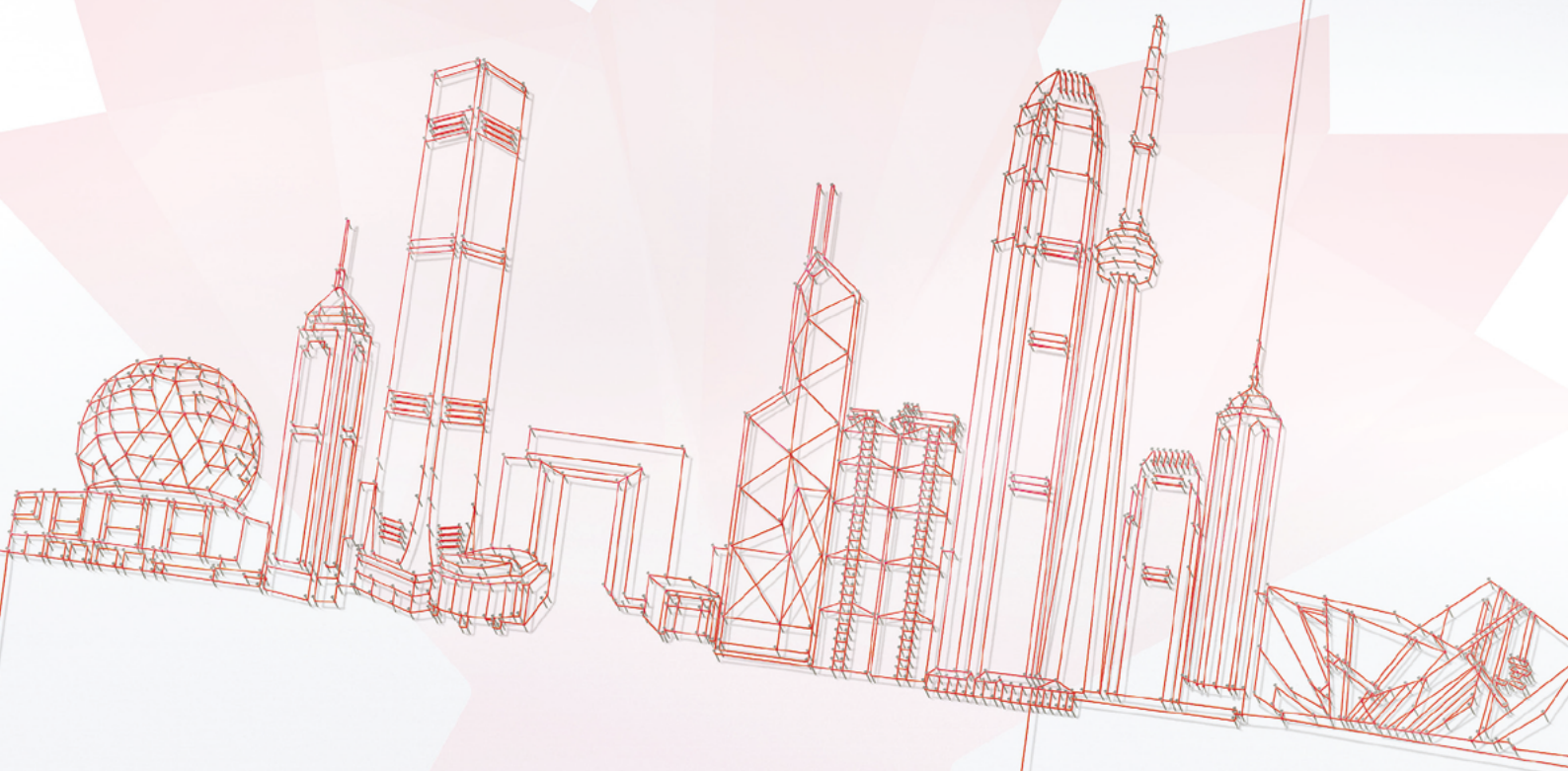


Canadian Case Study Booklet

Companies assisted or supported by InvestHK



InvestHK

The Government of the Hong Kong
Special Administrative Region



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

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

Content

This booklet showcases some of the Canadian companies that InvestHK has assisted or supported to setup or expand in the city in recent years. These businesses range from FinTech, Creative Industries, Innovation and Technology, and more. We hope you enjoy reading their stories.

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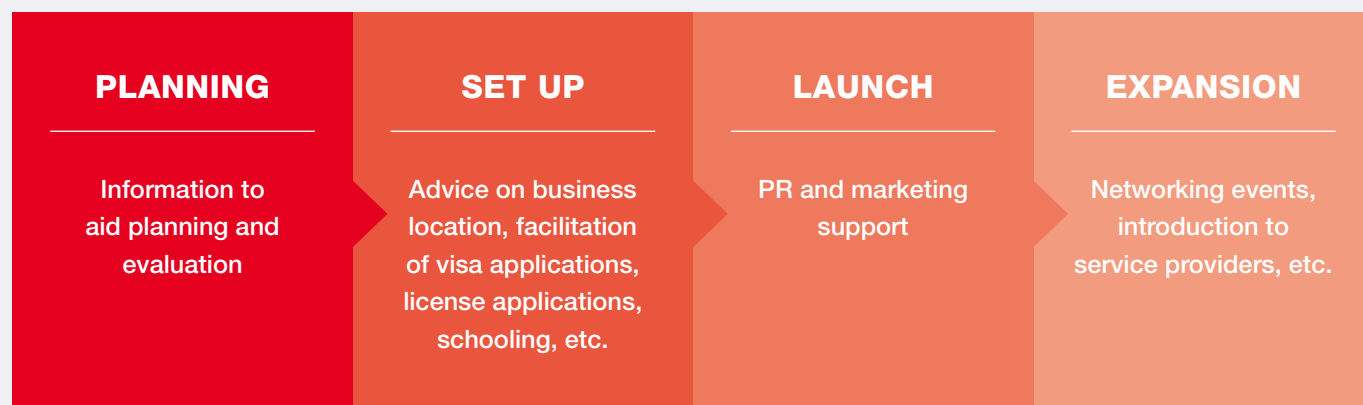
17 InvestHK office in Canada

About InvestHK

Invest Hong Kong (InvestHK) is the Hong Kong Special Administrative Region (HKSAR) Government department responsible for attracting Foreign Direct Investment. Its mission is to confirm and strengthen Hong Kong as Asia's leading international business and financial centre by attracting economically and strategically important overseas and Mainland companies to invest in Hong Kong.

InvestHK has industry specialists in Hong Kong's priority sectors: Business and Professional Services, Consumer Products, Creative Industries, Financial Services, Financial Technology, Innovation and Technology, Tourism and Hospitality, and Transport and Industrial plus an overseas network of staff and representatives based in 32 key business cities worldwide covering its target markets. The Department's staff based in Hong Kong and overseas work seamlessly to support the successful set up and expansion of clients' businesses in Hong Kong.

You can access InvestHK's free, customised and confidential services in any stage of your business:



investhk.gov.hk

Tel: (852) 3107 1000

Email: enq@investhk.gov.hk

About the Canadian Chamber of Commerce in Hong Kong (CanChamHK)

Founded in 1977, the Canadian Chamber of Commerce in Hong Kong is a proactive, non-government body that provides an extensive networking platform for members with business interests in Canada, Hong Kong, Mainland China, and the broader Asia-Pacific region.

With around 1,200 members, CanChamHK is one of the largest Canadian business organisations outside of Canada, one of the leading and most active international chambers in Hong Kong, and an influential business group in Asia-Pacific.

Open to Canadian and non-Canadian members, our Chamber represents businesses of every size from across the widest spectrum of industries. Our members include senior executives of multinational corporations, small and medium-sized companies, as well as government officials, business professionals, educational professionals, young leaders and entrepreneurs.

Our mission is to connect members with one another and with other members of the business network in Hong Kong and Greater China in order to expand their opportunities so that their businesses and careers thrive.

To sign up or learn about the benefits of a CanChamHK membership, please click **HERE**.

cancham.org

Tel: (852) 2110 8700

Email: canada@cancham.org

Driving Digital Transformation Success

Canadian digital consultancy sets to expand in Hong Kong with high demand for tech transformation across all industries.

Since 2007, digital consultancy firm Appnovation has helped hundreds of businesses advance and keep up the pace in the rapidly changing digital landscape. Housing a team of experts from a diverse background including digital agencies, consulting and IT, and experiences ranging from in-house development, experience design, delivering management to change management and technology consulting, the company's strength lies in its unique insights in solving clients' business problems and



We see plenty of overseas companies coming into the GBA, selecting Hong Kong as a base and looking to partner with companies that already have local presence and market knowledge.

Yvette Yanne
General Manager, APAC
Appnovation

objectives with immersive user experience, powered by the right technology solutions.

The Vancouver-based company set up its regional headquarters in Hong Kong in 2015 to leverage on the city as the financial and business hub of Asia. "Hong Kong is an obvious choice for our APAC headquarters. It offers us opportunities to grow our business and develop long-term relationships with a variety of clients, including MNCs, regional conglomerates and local companies," said Yvette Yanne, General Manager, APAC.

"With the city's and the region's embrace in digital technologies and experiences, whether this is eCommerce, Internet of Things (IoT), wearables, mobile apps, omnichannel, mobile payment, AI or smart home devices, the city offers tremendous opportunities for us to help businesses enable their digital strategies and initiatives," she added, "this demand is driving our continuous growth and expansion."

Ample tech talent supply

Yanne also saw the market demand for full service digital consultancies, such as Appnovation, who has a local team on the ground to meet client's unique requirements in a nimble way. In Hong Kong, the

company has already worked with a number of clients on various projects, including website development, digital strategy, user experience research, Agile enablement and change management.

According to Yanne, the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) development has attracted a lot of interest from the tech industry as well as talents. "We see plenty of overseas companies coming into the GBA, selecting Hong Kong as a base and looking to partner with companies that already have local presence and market knowledge," she said.

She added that Hong Kong has a diverse talent pool with a mix of local and overseas professionals. While the city has always attracted overseas talent thanks to its position as Asia's business hub, the local talent pool has also become stronger in the past few years.

Appnovation's next step is to expand its Hong Kong office in order to strengthen the value they offer. "We are already very strong with delivery and technology solutions. We are now adding more expertise in strategy and experience design, while continue to grow our technology teams, as well as client service and business development teams," Yanne concluded.



Appnovation

- Offers six service areas including digital strategy, experience design, development & engineering, data & analytics, corporate agility & readiness and managed services & support
- With worldwide offices in 15 locations in the US, Europe and APAC

 appnovation.com

Original date of publication: April 2020

Ensure **Peace of Mind Online**

Bowtie Life Insurance Company is Hong Kong's first virtual insurance provider offering the government-backed Volunteer Health Insurance Scheme.



Insurance providing security and peace of mind should be a given, yet it is often considered a luxury. Bowtie Life Insurance Company's mission is to provide accessible, simple and affordable medical insurance to Hong Kong. In December 2018, Insurance Authority approved Bowtie's virtual insurance license, and Bowtie became the city's first virtual insurer. By offering its own insurance products directly to consumers, it cuts out the middleman's commission while utilising technology to make private healthcare a feasible option.

Wide coverage with transparent costs

"Volunteer Health Insurance Scheme (VHIS) is Hong Kong's first government-backed health insurance scheme, and it is our first and main product," said Fred Ngan, Bowtie's Co-Founder and Co-CEO. "VHIS' price transparency and broad coverage was a great fit to our mission of enabling health protection to Hong Kong citizens."



Our birth coincided with the city's push for the FinTech industry, which created a favourable business environment that we leveraged on to pioneer the movement in the field of insurtech. ”

Fred Ngan
Co-Founder & Co-CEO
Bowtie Life Insurance Company

We differentiate ourselves through the use of modern technology, which enables us to offer health protection in a simple and direct manner. We have since launched other products such as BowtieGo, our latest outpatient offering, cancer and accidental medical reimbursement plans to supplement our core VHIS product."

As a virtual insurance startup, its team is lean for low operational costs – which are then passed onto consumers in the form of competitively priced premiums. "Our birth coincided with the city's push for the FinTech industry, which created a favourable business environment that we leveraged on to pioneer the movement in the field of insurtech," stated Ngan. "Hong Kong is an international financial centre with an extremely competitive market. As it attracts and nurtures some of the world's top talent, we can draw upon a diverse talent pool of insurance industry pioneers as well as energetic technology, design and marketing individuals."

Close interactions with customers

Bowtie's business model is most popular amongst younger people in their mid-30's, though many of them purchase Bowtie products for their parents and children. "One fifth of our customers are from the financial services industry, which indicates that our products are endorsed by professionals and are more value-driven than other products on the market," Ngan observed. "Despite our digital roots, we strongly believe in the significance of having close connections with our customers. I call them weekly to make sure communication channels remain direct and open, and their feedback is received with high regard so we can constantly improve."

Ngan appreciates InvestHK's support of international and local startups. "Its website is very useful for investors, especially those who would like to start a business in Hong Kong but want to know more about the corporate landscape," he noted. "InvestHK has provided opportunities for local startups and SMEs to speak about their businesses. These stories are inspiring and encouraging to the community, which is helpful in breeding more of our kind. I believe that the city is uniquely situated at the crossroads for people from all over the world. It is a land of opportunities for those willing to work towards their dreams."

Bowtie Life Insurance Company

- Backed by established Canadian insurance company Sun Life and other international investors, Bowtie was approved by Insurance Authority in late 2018 to become Hong Kong's first virtual insurance company
- Starting with a core team of 30 people, Bowtie has since doubled in size to 60 staff members

 [bowtie.com.hk](https://www.bowtie.com.hk)

Original date of publication: April 2020

B+H Architects Brings CHIL to Asia through Hong Kong



The Hong Kong design scene is just so vibrant and exciting. The energy and work ethic in Hong Kong are most remarkable. It is such a breath of fresh air.



Lian Miew Ching
Design Director, Asia
CHIL Interior Design

The Canadian design firm hopes to meet growing demand from the hospitality sector in the region with a dedicated team based in Hong Kong.

Award-winning full-service design firm from Canada, B+H Architects, opened its office in Hong Kong in 2013, and has recently introduced its hospitality interior design brand, CHIL Interior Design, to Hong Kong to take things to the next stage.

Originally founded in 1974, CHIL has a studio in Vancouver that has served many notable hotel clients. Catherine Siu, Executive Director, Asia of B+H Architects (Hong Kong, hoped to mirror the success story in this part of the world, with Hong Kong continuing to be B+H's regional headquarters.

According to Siu, a lot of global hotel operators have regional offices, if not regional headquarters, here in Hong Kong. And within a three hours' flight path, the firm can cover the whole region. Hong Kong has a well-developed legal system and, most importantly, it attracts a lot of talent.

To facilitate the studio's growth in Hong Kong, CHIL has recently recruited Lian Miew Ching from Singapore as Design Director, Asia of the brand.

"CHIL has got the best of both worlds. It is essentially a boutique interior design

company, but with the benefit of the network of support and expertise from a large established organisation," Lian said.

"The Hong Kong design scene is just so vibrant and exciting. The energy and work ethic in Hong Kong are most remarkable. It is such a breath of fresh air."

B+H is also experienced in the design of retail and corporate spaces, alongside healthcare and architectural projects. The varied range of expertise enables the company to tackle mixed-use developments consisting of hotels, offices and retail spaces at the same time.

B+H has studios in four North American cities, one in the Middle East, and five others in the rest of Asia. CHIL is supported by the Vancouver and Hong Kong offices, with projects divided roughly along geographical lines. But Lian stressed that the staff members on two sides work closely together.

"Having Asian experience helps us a lot with our Asian clients because we understand implicitly what their points of reference are, and it helps us work with our talented designers in Vancouver to bridge that cultural gap," she said.

The Hong Kong office of B+H is staffed with multilingual project managers capable of serving English-, Cantonese- and Putonghua-speaking clients. The company has also recently won a hospitality project in Seoul, Korea.

CHIL Interior Design

- A hospitality design brand under B+H Architects
- Founded in 1974 and recently introduced to Hong Kong
- Supported by hospitality designers in the Hong Kong and Vancouver offices

 childesign.com

Original date of publication: April 2017

From Traditional to Artificial Intelligence Enabled Insurance Specialist



Intact capitalises on Hong Kong's talented data scientists and software developers to meet evolving consumer needs.

For more than two centuries, Intact Financial Corporation has offered peace of mind to Canadians with insurance products to protect homes, cars and businesses. While the industry is adopting innovative ways to enhance consumer experiences, Intact never loses sight that insurance is about people instead of things, and its purpose to help businesses and society prosper during good times and be resilient during bad times.

Technology changing traditional businesses

"Technology is changing how we live and do business, and one of the most powerful tools emerging today is data," said Karim Hirji, SVP & Managing Director at Intact Ventures. "Our goal is to be recognised as the best insurance artificial intelligence (AI) shop in the world. This will help us to continue to grow, expand our business, outperform the industry and be a destination for top talent. We are fortunate to have Canada as our home base, which continues to be an AI development leader. Machine learning and AI help us better segment the risk that we underwrite, better detect fraud and help continually improve the customer experience. Opening a location in Hong Kong was an important step, enabling us to tap into a new talent pipeline and be exposed to new ways of thinking."

Intact set up its office at the Hong Kong Science and Technology Park and appreciates the synergy of being situated with like-minded companies. "Hong Kong offers access to top talent and proximity to world class research in Mainland China," explained Hirji. "Hong Kong has four out of the top 100 universities globally and top AI companies based here. The region provides an alternate source for AI talent and introduces diversity of thought into our lab by bringing talented people who have been exposed to different work experiences and



The region provides an alternate source for AI talent and introduces diversity of thought into our lab by bringing talented people who have been exposed to different work experiences and trained in different education systems into our ecosystem.

Karim Hirji
SVP & Managing Director
Intact Ventures

trained in different education systems into our ecosystem." Intact's team has grown to 25 AI experts including data scientists and AI software developers in less than a year and intends to open a second location in December 2020.

Greater Bay Area opportunities

"Over the next two years, I will focus on growing our team in Hong Kong to deliver cutting edge solutions to shape the future of insurance," revealed Hirji. "We are looking closely at the Guangdong-Hong Kong-Macao Greater Bay Area development and are well-aware of the opportunity that a region with 70 million people may present us in the medium term. InvestHK was instrumental in helping us when we were exploring Hong Kong as a potential location

for our office. After a few meetings with Toronto's InvestHK office, they connected us with their Hong Kong colleagues and key players to help us kick start the process."

Growing up in Vancouver, Hirji and his wife felt right at home after moving to Hong Kong in October 2019: "We appreciate the collective mindset here of taking care of one another that we have seen throughout the pandemic and how this city has been able to persevere. The amount of help and advice we have received from people locally is very much appreciated. We are enjoying the warm weather, the proximity to outdoor activities and fantastic food in the city."

Intact Financial Corporation

- Intact is Canada's largest provider of property and casualty insurance and a leading provider of specialty insurance in North America.
- The company has approximately 16,000 employees who serve more than five million personal, business and public sector clients through offices in Canada and the U.S.
- Situated at Hong Kong Science and Technology Park, Intact opened its Hong Kong office in February 2020 and has grown to a team of 25 people specialising in data science and artificial intelligence for the insurance industry

 [intactfc.com](https://www.intactfc.com)

Original date of publication: November 2020

Hong Kong is the **Perfect Platform** to Launch AI Business

Seeing a growing uptake of AI in business in Hong Kong and the region, data science startup offers technology consultation and self-sustaining data solutions for enterprises.

Artificial Intelligence (AI) and automation are driving the future of innovation. Many companies are keen to use and incorporate AI into their business, but it may not be easy to start. ThinkCol, a data science consultancy founded by two young entrepreneurs, offers data solutions for companies and enables them to leverage AI technology to reach business success.

Blending their expertise of computer science and finance, the co-founders of ThinkCol saw a huge opportunity to bring AI into Hong Kong's businesses. "Many Hong Kong major corporations recognise the importance of AI and plan to apply the technology in their business," explained Kane Wu, co-founder, "the role of data science becomes more and more critical, while the demand for data specialists is also increasing."

With the vision of making AI accessible to everyone, ThinkCol provides not only professional training and consultations, but also a self-service platform that helps businesses to develop their own AI products regardless of company size and technical knowhow, offering a wide



range of support including data analysis, project management and technology development. In two years' time, the team of twelve has successfully completed projects with some of the world's leading corporations, local statutory bodies and major institutions.

Sam Ho, Co-founder, thinks that Hong Kong offers a deep talent pool and unique opportunities. "The diverse culture of Hong Kong gives the city a key advantage in attracting talent from all over the world," Ho said, "as a gateway to Mainland China, Hong Kong also opens up a lot of opportunities for professionals who are eyeing this enormous market."

After launching a few successful projects in Hong Kong, ThinkCol has received a lot of enquiries from potential customers around the world. As a result, the company is planning to expand its team to North America.

The co-founders also hope to build a vibrant technology ecosystem in Hong Kong, which will encourage newcomers and enterprises to create more innovative AI applications, and eventually increase the city's capacity for new technology. As such, Ho and Wu founded the Hong Kong Data Science Society, a non-profit organisation that promotes data science, as well as provides relevant training and competition opportunities in Hong Kong and worldwide.

Ho shared some tips for those who would like to launch a startup in the technology industry. "Don't put a ceiling on yourself. If you feel you can't compete with the sizable and established companies because of the scale, you will limit your potential and creativity. So, be confident!"

Wu also added newcomers should contact InvestHK to get assistance. "The assistance provided by InvestHK has been very helpful. The publicity support allows our potential customers to get to know us and funding information for startups really helps a lot for our future development," he concluded.

“The diverse culture of Hong Kong gives the city a key advantage in attracting talent from all over the world. As a gateway to Mainland China, Hong Kong opens up a lot of opportunities for professionals who are eyeing this enormous market.”

Sam Ho
Co-founder
ThinkCol

ThinkCol

- Founded in 2018
- Staffed with 12 members specialising in consultation, business development, visual design and technology development
- With Hong Kong as headquarters, the company plans to expand to North America later this year

 www.thinkcol.com

Original date of publication: August 2018



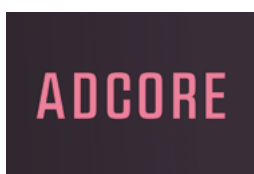
Founded in 2017, **A Kissing Tree** promotes healthy lifestyles in Asia through improved nutrition, easy access to high quality food at reasonable price points, and a sustainable food chain from suppliers to consumers.

The company sources the world's best berries from farmers in Southern Serbia, and conducts B2B and B2C sales within Hong Kong. A Kissing Tree also wholesales other high quality fresh, dry and freeze-dried fruit.

The company aims to expand in Hong Kong's vibrant food and beverage scene with a focus on bakeries, restaurants and health food retailers.

Food and Beverage

akissingtree.com



Adcore (TSXV: ADCO) is one of the leading providers of digital advertising technologies.

Adcore's suite of solutions empowers digital advertisers with automated solutions to enhance and scale their search engine marketing (SEM). The technologies are designed for in-house marketing professionals, freelancers and advertising agencies to scale their SEM activity and maximise ROI.

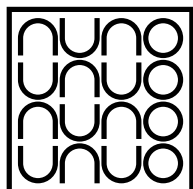
By combining extensive industry knowledge and experience with its proprietary AI algorithms, Adcore offers a unique SEM platform. In addition to being listed numerous times on Deloitte's Fast 50 Technology list, Adcore is a certified Google Premier Partner and Microsoft Partner.

The company has offices in Canada, Israel, Australia and serves thousands of clients worldwide, including digital marketing agencies, eCommerce businesses, travel, financial technology and gaming companies.

Adcore has just opened its regional headquarters in Hong Kong, focusing on the Chinese market.

Advertising Technologies and Services

adcore.com



ATELIER NUNO is an architectural studio focused on providing tailor-made designs to retail, restaurant and hospitality sectors suited to the core of their brands.

Focusing on empowering clients' brand, the company captures minds through storytelling and imagine spaces from small to large scale through innovative architectural techniques suited to every project's ambitions.

ATELIER NUNO's doctrine to a project's success is by holding strongly onto architects' core values. Stress on the importance of being engaged in every step of the project, ensuring the stories are meticulously crafted and the designs executed with excellence.

Interior Design Services

ateliernuno.hk



Licensed in Hong Kong, **AvantFaire Investment Management Limited** provides securities advice and asset management services for investors. Focusing on impact investment, the company invests in both traditional and innovative businesses that deliver positive social impact as well as financial return by making direct private equity investments and managing funds of impact investment funds.

Through deep collaboration with its advisors and business partners, the company is dedicated to bringing impact investment products to professional investors in Hong Kong, and bridging them to investment allocations in ASEAN, Europe and North America.

Impact investment is an emerging asset class in Asia. To close the gap between the availability of impact investment products and the increasing demand from professional investors, the company also engages local and overseas social enterprises and startup communities to nurture impact investment opportunities, while remains innovative in co-investment strategies with its partners.

Asset Management

avantfaireim.com

Avidbots



B N

Québec 

Avidbots designs and manufactures autonomous connected robots to expand human potential. Its ground-breaking product is Neo, a commercial floor-scrubbing robot widely deployed by the world's leading facilities including international airports, major transit hubs, warehouses, industrial manufacturing sites, retail malls, healthcare facilities, universities, technology parks and other commercial properties worldwide.

The company is backed by leading global venture capital firms including True Ventures, Next47, GGV Capital and Golden Ventures. Avidbots is headquartered in Kitchener, with offices in Silicon Valley, Hong Kong and Colombia.

Robotics Development

avidbots.com

Beyond Compare Limited opens a new page in the "shared economy" trend by becoming Hong Kong's first co-working inspired kitchen "Cook Beyond". With relatively high rent operating and startup cost, Hong Kong is the perfect environment to highlight Cook Beyond's competencies in helping food businesses become more sustainable. Cook Beyond opened its first location in San Po Kong in September 2018. It is divided into two main streams, a 2,500 sq ft "food factory" licensed commercial kitchen and a 3,500 sq ft multi-purpose event space.

The licensed commercial kitchen is equipped with essential commercial grade kitchen equipment, work stations, refrigeration and storage space, with the aim of making it simpler and more affordable for anyone to turn their passion for food into sustainable business.

Co-working Kitchen

cookbeyond.co

Building Narrative is an interior and architectural design consultancy. The company is proud to contribute to Hong Kong design culture through a growing portfolio of local projects, mostly for home-grown start-ups, including Klook Travel Technologies headquarters and Basao Tea flagship store. In the coming years, the company plans to expand with an operations office in Guangzhou to capture more projects in the Greater Bay Area and beyond.

Architecture and Interior Design

buildingnarrative.com

The mission of setting up the **Bureau d'immigration du Québec** (BIQ), Québec Immigration Office, in Hong Kong is to seek clientele in the Asia-Pacific region who best meet Québec's needs and attract candidates to choose Québec as a preferred immigration destination. Its main mandates are to provide information on immigration procedures, labour market and daily life to persons interested in settling in Québec, and accompany immigration applicants from abroad throughout their immigration process. Also, it supports the realisation of international recruitment activities aimed at meeting employers' needs for temporary skilled workforce in certain targeted labour market sectors, as well as collaborating in attracting foreign students to Québec.

Government Immigration Service

unbelavenir.gouv.qc.ca/en



Chain of Demand Limited's proprietary artificial intelligence (AI) algorithms leverages big data to predict market demand for brands and retailers, empowering them to minimise inventory risk and maximise margins.

Headquartered in Hong Kong, the company provides all services from Hong Kong, and all its products are built locally. From engineers, data scientists to marketing specialists, the Hong Kong team is able to leverage technologies created in both the East and the West.

In the near future, the company plans to expand its Hong Kong team with the support and help from local investors and government entities.

AI and Big Data Analytics

chainofdemand.co



eCup is an all-in-one digital platform for coffee. The company has launched the service in Hong Kong since 2018. Its mission is to digitalise the entire coffee ordering journey and at the same time promote coffee culture in different age groups.

In eCup, user can explore cafés nearby and navigate menu of individual café. Ordering and digital payments are supported, and its digital stamps feature designed specifically for coffee lovers. From café owners' perspective, eCup is an O2O platform which not just simply for increment of customer base and sales, reducing staff workload on payments, but also assist them with the unique CRM features on customer engagement such as VIP, gift and push notification service.

Up to end 2018, eCup has around 40 partnered cafés, which is around 15 percent market share of individual café in Hong Kong.

Digital Coffee Platform

ecup.hk



Located in Sai Ying Pun, the new **Fairchild Kindergarten** is now open, offering programmes for children aged 2 to 6 years (up to K3). This is Fairchild's second educational venue, with its successful early learning centre, Fairchild Junior Academy in Tin Hau, already celebrating its first anniversary.

Established in Hong Kong in 2014, Fairchild Canadian Academy (FCA) is committed to providing great learning opportunities in natural environments that promote a child's innate instinct to play, enquire and learn. FCA's early years' enquiry-based programmes are based on established Canadian and British educational frameworks and the Reggio Emilia approach to learning. FCA has formal collaborations with leading universities and K-12 schools in Canada, including the University of British Columbia, Simon Fraser University, St George's and York House to incorporate unique, research-based learning activities for childhood development.

The opening of the Education Bureau-licensed kindergarten is another milestone in Fairchild's long-term ambition to develop a pre K-G12 through-train school system in Hong Kong.

Early Childhood Education

fairchild.academy



Forkast.News is a digital media platform covering blockchain technology at the intersection of business, economy, and politics.

The company aims to bridge the gap between the blockchain industry and the mainstream professional audience. Based in Asia, Forkast.News reaches a global audience, including top executives and CEOs across every industry, and is a resource for professionals who seek greater understanding in emerging technology that will shape the future.

The Forkast.News editorial team is made up of both veteran award-winning journalists and blockchain industry experts from various verticals including legal, finance, trading, technology, developers, coders, business, economy, and more.

Media

forkast.news



As a global leading payments specialist, **Geoswift** provides value-added, one-stop cross-border payment solutions in and out of Mainland China. Founded in 2010, the company expanded its business from Canada to Hong Kong.

The company is widely-recognised for proprietary technology and infrastructure, comprehensive knowledge of global and local regulations and controls, strong banking networks for direct and secure payment transfers across regions and global operations services. Its end-to-end IT, banking, compliance and operations approach connect rest of the world to Mainland China and help international clients navigating the complexity and uniqueness of the Mainland Chinese market.

Focusing on eCommerce, education and travel sectors, the company combines its specific set of products and services including cross-border collections, settlements, remittances, virtual accounts and prepaid cards solutions to ensure frictionless cross-border fund flows in and out of Mainland China.

Cross-border Payments

geoswift.com



imSure is an insurtech startup founded by actuary, technical experts, insurance consultants, product specialist in 2017. Since most customers are not familiar with the principles of insurance products, it is difficult for them to find suitable products. imSure wants to change this with technology, so that customers can distinguish their own protection needs by learning about insurance products.

imSure has developed the most comprehensive free intelligent insurance comparison platform, allowing people to easily compare insurance products offered by different insurers and find the best insurance plan for themselves.

InsurTech

imsure.life/en



Kernel Business Services Limited was operated by Canadian entrepreneur Kitty Lau who launched the Hong Kong operation in 2016 to provide professional corporate services to clients worldwide. The company decided to launch its operation in Hong Kong because of its geographic proximity to the Mainland China and ASEAN markets.

Its scope of services includes company formation, company secretarial services, virtual offices, assistance on bank account opening, documents legalisation, accounting and tax filing.

Kernel has a well-established professional network that is capable to provide immigration solution, work visa, corporate financing, Pre-IPO consultation and trademark registration services.

Company Secretarial Services

kernelbiz.com



Established in 2011, **Korah** was founded with trusted IT professionals and has delivered a broad spectrum of projects for major Canadian telecommunications, insurance, government and financial companies. Its staff are highly experienced in process automation, business intelligence, technology integration, and custom application development. Korah works closely with customers and ensures every end solution that it produces is uniquely tailored to individual needs.

With the company's vast experience in Information Technology and Systems Integration, its self-developed AI Chatbot, ccRobot, was launched in Canada in 2016. Unlike traditional chatbot, ccRobot provides a highly adaptable solution to organisations for ever-changing business environment. With this DIY chatbot building platform, organisations can jump-start their chatbots faster and easier with much lower risk and investment.

Korah has expanded to Hong Kong in 2017, to enhance the delivery of ccRobot and reach of existing IT and AI portfolio services in the Asia Pacific region.

AI Technology

korahlimited.com



Founded by Canadian Domingo Lamarre, **LAMARRE LTD** is a Hong Kong-based creative video production company. Before creating the company, Lamarre was a Senior Video Director at EF's creative studio in Hong Kong, working with Michael Gorabchev, Russian popstar Palegaya, HuGe and the Chinese Olympic Swimming Team in big cities like Moscow, Tokyo, Shanghai, Sydney and London, etc.

The company offers clients a range of services for video advertising and is capable of managing projects from concept to completion. LAMARRE's products and services are new alternative solutions for companies and ad agencies which are looking for creative talent.

LAMARRE sees an enormous potential in Hong Kong for creativity with a tremendous pool of visual artists that could revolutionise the local industry. Together with a high demand for creative, high quality and visual advertisement, LAMARRE's goal is to establish itself as Hong Kong's "go-to" for video production.

Digital Marketing and Multimedia-Video Production

lamarrestudio.com



Public speaking should be enjoyable by all parties, regardless of the occasion. **MC Melody** has over 13 years of experience as a presenter, emcee, public speaking coach and consultant, working with global icons and Asian brands in a variety of international professional events. With a strength in bringing character and life to events on stage, the company has expanded to providing tailored training and coaching for those who wish to better themselves in telling their stories or pitching their products, particularly for startups. With online events becoming a new trend, MC Melody also provides virtual speaking training, virtual event solutions and project management consultancy services.

With its passion of helping with anything related to public speaking, MC Melody believes that it is essential to add some human touch in public speaking so that voices can be heard and ideas remembered and shared.

Public Speaking Coach and Consultant

emceemelody.com



Mellow is a mobile app designed with an aim to develop children's financial responsibility and independence, targeting children aged 6 to 18 and their parents. The founders believe that money habits are formed in early childhood and children should learn to take control of their money early. Through connected parent-child apps facilitated by eWallets, it enables a child-driven learning process of saving regularly for goals, spending mindfully to understand necessity versus wants, and earning for rewards. Parents can guide children and stay notified with analytics, allowing children to learn early from small mistakes safely. Mellow is Alibaba JUMPSTARTER's Top 12 Hong Kong Startups in 2018, and FinTech Award awardee.

FinTech

mellowapp.io



Nutrilicious is a nutrition consultancy and communications company that aims to inspire and educate millions across Asia to eat their way to healthier and happier lives.

The company is made up of a team of trusted, qualified and passionate dietitians and nutritionists who deliver science-based nutrition information in fun and "digestible" ways. The team educates and motivates positive and sustainable diet and lifestyle changes across all audiences.

Nutrilicious is a B2B business that offers diversified services including food and health business consulting, workplace wellness, culinary guidance or innovation,

health events management, nutrition communications and branding, cooking classes or demo, brand spokespersonship and media representation.

Consulting and Communications

www.facebook.com/nutriliciousss



For many years, personalised packaging has only been accessible by large brands that have scale and in-house design capabilities. Founded by Vincent Choi and Wendy Chan in May 2018, **PackMojo** serves to solve this problem and make packaging accessible to anyone.

Through PackMojo online platform, users can create and order custom packaging in minutes. Customers can design 3D packaging online, get instant pricing and receive orders in just two weeks. The company works with pre-vetted packaging suppliers across Mainland China to provide high quality, affordable packaging available to clients.

Headquartered in Hong Kong, the world-class logistics accessibilities allow PackMojo to efficiently serve the clients' needs across the world.

Packaging

packmojo.com



SpiceBox Organics Limited was founded in Hong Kong by holistic health counsellor and nutritionist Punam Chopra in 2012, with an aim to raise social awareness in good dietary habits, organic lifestyle, and making better and conscious food choices. Believing in the benefits of a good selection of health foods as well as maintaining a sustainable plant-based lifestyle, SpiceBox Organics specialises in the sourcing and distribution of high quality food that is healthy, environmentally friendly and tasty.

Currently, SpiceBox Organics operates two markets and cafés in Mid-Levels and Kennedy Town, offering over 1,000 organic and natural products, freshly prepared grab-and-go meals, and full serviced café counters. It also has a fully operating website for local residents to place orders online. The company is planning a third store location and a revamped eCommerce platform is on its way.

Market and Café, Natural and Organic Foods

spiceboxorganics.com



Established in 1993, Sunnybrook Farm Estate Winery Inc. is a Canadian owned and operated beverage alcohol manufacturer based in Niagara-on-the-Lake, Ontario, a world renowned wine region. The company specialises in crafting premium beverage alcohol, including classic fruit wine, craft cider, grape wine, sparkling wine and blended beverage.

Sunnybrook believes in using only premium, fresh ingredients that best reflect Canadian craftsmanship. All its products go through rigorous testing administered by Liquor Control Board of Ontario. Sunnybrook is a long-standing member of Wine Council of Ontario and Ontario Craft Cider Association.

Sunnybrook Wine Canada (Asia Pacific) Ltd. was established in November 2017 in Hong Kong to better service the growing Asia Pacific market. The company is equipped to provide customers a wide range of bespoke solutions to best fit their needs.

Beverage Alcohol Manufacturer

sunnybrookwine.com



Wizpresso Limited is an AI-driven technology company that aims to improve and automate research, business processes, and risk management for financial institutions and businesses. With regional headquarters located in Hong Kong, Wizpresso services global investment banks, international law firms, as well as various local enterprises in the region.

The company's technology helps organise and extract insights from internal and external information.

It delivers value by providing market intelligence, content extraction, and workflow-oriented tools to help professionals increase efficiencies, predict performances, and manage risks. Its search platform provides global operational data and metrics to financial professionals to facilitate the investment evaluation process.

Founded in 2018, Wizpresso is an alumnus of Cyberport's Incubation Programme and is recognised as an outstanding alternative data platform by etnet's FinTech Awards 2019.

Financial Intelligence and Big Data

wizpresso.com

InvestHK 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.

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