

InvestHK

Client Profiles

Australia



Brand Journey has recently established in Hong Kong offering brand development and marketing services to organisations. Whether it's a consumer, corporate or employer brand, it takes constant focus to building a preferred and renowned brand for its clients.

Brand Journey partners with clients to design or enhance the end-to-end customer experience for the brand. In supporting the development, testing and implementation of great customer experiences, the company can deliver solutions and clarity regarding brand strategy, defining a brand's target customer profile, creating effective brand messaging and developing engaging brand training tools and programmes.

Having lived and worked in Singapore, Thailand, Mainland China, Hong Kong, the UK, Australia and the US, Brand Journey's team members bring many years of global branding experience, and have worked for a number of luxury and lifestyle hotel brands and retail property groups.

Brand Development and Marketing Services
brandjourneypartner.com



UNIVERSITY
OF WOLLONGONG
AUSTRALIA

The University of Wollongong (UOW) is consistently ranked among the best modern universities in the world and is renowned for producing career-ready graduates who are in high demand across the globe. UOW delivers undergraduate and postgraduate degrees and tailored professional training in many offshore locations, fostering links in study, research and business.

As part of the commitment to extending students' experience worldwide, UOW assumed stewardship and governance of the Community College of City University (CCCU) in 2015. CCCU is a premier college in Hong Kong providing quality higher education to over 6,500 students.

The vision is that CCCU will evolve into an internationally accredited degree-offering

institution, increasing articulation opportunities for CCCU students and strengthening UOW's already existing 15-year ties to Hong Kong.

CCCU will leverage on UOW's professional resources and international expertise to design and develop new associate and bachelor degree programmes catering for Hong Kong's economic needs.

Higher Education
uow.edu.au/index.html
cityu.edu.hk/cccu/home.html



Valenta Asia Limited specialises in financial and legal services outsourcing and offshoring. It enables hundreds of businesses in Australia, New Zealand, Canada, UK, United States and the Asia Pacific to grow through effective staffing solutions. It also ensures that they have the best resources to help relieve bottlenecks, improve expertise and deliver cost-effective and efficient employment solutions.

Its clients range from independent businesses to multi-national organisations. It also holds the ISO 9001 & 27001 Certificate in Quality and Information Security, ensuring that the data provided by its clients are securely managed.

The large number of expatriates and businesses servicing this population in the Asia region makes Hong Kong an attractive base for Valenta. Hong Kong is also well-placed geographically for the company to extend services to other major financial hubs in Singapore, the US and the UK.

Financial Services Outsourcing
valentabpo.com

2 CLIENT PROFILES

Austria



With around 6,500 employees, more than 500 years of industry experience, 150 company-owned locations and a revenue of 1.28 billion Euro in 2015, **Gebrüder Weiss**, an Austria based company, ranks among the leading transport and logistics companies in Europe.

In addition to its core business of overland transport, air and sea freight and logistics, the company also operates a number of highly specialised industry solutions and subsidiaries under the umbrella of Gebrüder Weiss Holding AG including logistics consultancy, TMS transport management, rail cargo and GWP parcel services.

The Hong Kong branch operates as the regional office for the Pearl River Delta region and is currently expanding into Shenzhen, Guangzhou and Zhanjiang. Gebrüder Weiss Hong Kong is aiming to offer flexible and state-of-the-art logistics services to the customers, together with its extensive global network.

Logistics and Supply Chain Management
gw-world.com

Belgium



REVATISS.A is a spinoff of the University of Liege, established in Belgium in 2013 which aims to provide a global service in regenerative medicine based on the combination of growth factors, scaffolds and regenerative stem cells.

Hong Kong is carefully selected to be the hub for Asia-Pacific region for its convenient location in the region, easy access to Mainland China, efficiency in administration as well as its support to eco-friendly movement.

The company has developed and patented a procedure to collect, produce and store mammalian autologous muscle-derived mesenchymal stem cells (MdMSC) for immediate therapeutic use or later use (through bio-banking). It plans to build a GMP complying lab in Hong Kong to cater the increasing needs of alternative medicine.

Bio-technology
revatis.com

Canada



WanderSnap is Asia's Airbnb for photography where travellers can book local snappers to capture selfie-free holiday moments. Since having soft launched six months ago by a HK-based team, WanderSnap currently serves travellers across 40 destinations, four photography types, and countless moments.

Hong Kong is home to WanderSnap because of the attraction of western-minded development and business talents to scale for Mainland China and South East Asia relevancy; the ease of legal and taxation infrastructure; more than 60 percent of the world's population reside within five hours radius from Hong Kong; frequency and comfort amongst

the locals with regional travel and photography on social media; great community of top-notch Instagram talents in Hong Kong; maturity of NGO ecosystem to find reliable and efficient partners to work with to scale out the company's impact programme and the support by universities for gifted and professional interns and access to capital.

Photography and Travel Platform
WanderSnap.co

France



Dayuse.com is a platform for daytime hotel booking, putting hotels in touch with local customers, travellers and business people in need of a temporary office. The website currently operates in 20 countries with over 4,000 hotels across the globe and growing rapidly since January 2016 after receiving a \$17 million in Series A funding from leading venture capitalists, Idinvest Partners and Partech Ventures. As Hong Kong is a key strategic location to enter Asia Pacific markets, Dayuse.com starts their Hong

Kong office in February 2017. Its local team will be creating and developing a portfolio of hotel partners in Hong Kong and Australia before opening new markets in Mainland China and others.

Online Hotel Booking
dayuse.com



Food Savior connects consumers with restaurants offering last minute deals and special offers in a bid to stop perfectly good food being thrown away. The site operates in real time so eateries can highlight their surplus stock at each service, and customers can collect at a time that is convenient for both. Using this online platform, consumers get great meals at great value, restaurants make extra money with a second chance to sell, and the planet benefits from reduced waste.

Hong Kong throws away 3,600 tons of food every day which equals to the weight of six Airbus 380 aeroplanes or 200 double decker buses. This ends up rotting in landfill and polluting the sky. Food Savior provides both foodies and chefs an incentive to do something about that as part of their daily routine.

Online Food Platform
foodsavior.hk



INCO was founded six years ago in France. It aims to shape a new economy that will create jobs and economic opportunities for all through its impact investing, acceleration and training activities. As the first global network of incubators for green and social startups, the Impact Network gathers a community of over 500 entrepreneurs across 19 countries.

In May 2016, INCO started an incubation programme called "SoInSoGood" in partnership with the Hong Kong Science and Technology Parks, funded by the Jockey Club Charities Trust. "SoInSoGood" harnesses the power of technology to

co-create game changing solutions to Hong Kong's most pressing economic, social and environmental challenges.

INCO also aspires to leverage Hong Kong's thriving ecosystem to attract foreign entrepreneurs and create global connections between social innovators.

Social and Environmental Startup Incubation
inco.co.com



Lookdiary is an online booking tool for beauty parlours in Hong Kong. It was founded in 2015 by Simon Gomez de Kset, former Head of Account Management for Groupon EMEA, Fung Ho and Edouard Nomico, co-founders of Dood Limited and experts in digital businesses. By combining an appointment management software with an online booking system, Lookdiary aims to create an efficient tool to gather a complete network of

trusted merchants and increase brand awareness among public. Lookdiary currently has two full-time employees and many part-time contractors to support the operation.

Software as a Service for Beauty Parlours
lookdiary.com.hk

Japan



C&Higo Dining Co Ltd manages and operates the high-end Japanese restaurant Kappo Ro Ann in Hong Kong with major investment from Higo Bank, a regional bank in Kumamoto Prefecture. It works closely with the Kumamoto Prefecture government to promote local food and culture in the city.

Located on the 28th floor of iSQUARE in Tsim Sha Tsui, the restaurant offers hotpot dishes, sushi and sashimi made with fresh ingredients imported from Kumamoto prefecture with the backdrop

of a panoramic harbour view. The interior design resembles the image of Kumamoto Castle. There is a corner in the restaurant dedicated to the Kumamoto prefecture's products and information.

Restaurant
discoverjp.info/roann.



EXCITING JAPAN

Launched in Hong Kong in November 2016, **Exciting Japan Square** is established with the investment of Masuya Group in Japan. It was developed to introduce authentic Japanese food and culture to Hong Kong.

The company has acquired overseas licenses of Japanese restaurants that are successful in Japan, and is currently operating five restaurants at V Point Building in Causeway Bay: HO, a Chanko Pot Dining restaurant; Sanpi Ryoron, a Kaiseki restaurant which is the first overseas restaurant of Japan's

well-known owner Chef Kasahara; Tsukiji Aozora Sandaime, an Edo-mae Sushi specialty restaurant which operates two restaurants in the Tokyo Central Fish Market in Tsukiji; Ginza Mitsukoshi, operated by Nagoya Isetan and it has other three restaurants in Okinawa; and BILL, a ramen Izakaya introducing unique concept of Japanese-style Chinese restaurant. Shinobi, the world's first ninja themed restaurant is preparing for its debut.

Restaurant
excitingjapan.hk



f-code (Hong Kong) Inc is a full-service digital marketing consultancy specialised in marketing technology. Headquartered in Tokyo, the company currently has client footprint across Japan, Hong Kong, Mainland China, Indonesia and Thailand.

f-code works with clients to understand their needs and achieve website enhancement. With over 10 years of experience in web and digital marketing in Japan, f-code is a marketing solution consultancy specialised in providing digital solutions with its self-developed marketing technology, namely

f-tra CTA, Push and EFO. More than 2,000 websites have implemented these tools to enhance user engagement and significantly improve conversion rate. From the initial analysing to holistic consulting, f-code offers a one-stop, full array of services to enhance the performance of your website.

Marketing Technology Consultancy
f-code.com.hk



Established in 2003 in Osaka, the **QUOLOFUNÉ** brand is run by the NAGASAKIDO Group, which was founded in 1919. QUOLOFUNÉ's signature Castella sponge cake was first introduced to Japan from Portugal in the 16th century and has been modified to suit Japanese taste, becoming a traditional Japanese confection in the process. The NAGASAKIDO Group currently runs three

shops in Shanghai and one shop each in Taiwan and Korea under the QUOLOFUNÉ brand. The company recently expanded to Hong Kong and opened their first outlet in Sogo Causeway Bay in April 2017.

Confectionery
quolofune.com



A subsidiary owned by Tokyo Rope Mfg. Co Ltd, **Tokyo Rope (H.K.) Co Ltd** is a sales office for wire ropes, elevator ropes and related products targeting overseas customers. Tokyo Rope Mfg. Co Ltd was established in 1887 as the first wire rope manufacturer in Asia, it leads the industry of wire ropes, steel cords, long bridges and many other fields.

Tokyo Rope's elevator ropes are being used worldwide, ranging from the ultra-high-speed elevators of renowned high-rise buildings to general elevators in public facilities, office buildings

and condominiums. Its products not only being used in Japan, but also across China, ASEAN, India, Middle East, Europe, etc.

Its elevator rope is manufactured in Tsuchiura, together with the overseas plant in Vietnam, they are supplying to worldwide customers. Utilising the advantages of Hong Kong as a business platform, the company is looking to expand its sales map towards the world.

Industrial Rope Manufacturer
www.tokyorope.co.jp

Mainland China



eimageglobal Hong Kong Ltd is a wholly owned subsidiary of Hangzhou Lianzhong Medical Science Co Ltd providing real-time, cloud-based solutions for medical imaging and healthcare records management and exchange.

The company's eimageglobal Telemedicine and Teleconsultation platform features highly secured medical imaging cloud storage and data sharing; a mobile diagnostic clinic for physicians and advanced communication tools for physician-patient consultations.

It provides a secure and easy to use interface to access, view, share or store DICOM and non-DICOM images as well as medical reports and records online.

These solutions help to save time and improve the delivery of care by securely accessing patient images and reports from a wide variety of computers and mobile devices, allowing physicians to collaborate with other healthcare providers and perform a clinical diagnosis anytime.

Telemedicine, Teleconsultation and Cloud Solutions for Medical Imaging and Diagnostic Reports, Data Storage, Sharing and Exchange
eimageglobal.com



Owning several retail stores in Hong Kong, **Gui Tea (H.K.) Chain Co Ltd** specialises in the sale of high-altitude premium tea from Guizhou province, including black tea, green tea, oolong tea, white tea and floral tea. Hong Kong has always been a large market for tea, and demand for natural, high-end teas is on the rise. Gui Tea produces its teas according to EU standards and has a reputation for selling premium, naturally-grown products.

In addition to its retail stores, the company also sells its products online. In the coming years, Gui Tea plans to use Hong Kong as a regional base to learn about the latest trends in the international tea market and expand its presence in Southeast Asia.

Tea Planting, Processing, Selling and Trading
emerail.cn



Sichuan Energy Investment (Hong Kong) Holdings Ltd is a fully-owned subsidiary of Sichuan Energy Industry Investment Group Co Ltd.

Established in 2016 and with a registered capital of 10 million RMB in Hong Kong, the company's key focuses include international trade, investment and financing, financial services, logistics services, supply chain management, capital operation, introduction and exchange of overseas products and technologies etc.

To execute the Group's strategic direction for international cooperation as well as to enhance the services to support the "going-out" strategy, the company will focus on building three major platforms in Hong Kong, namely, import and export trade, investment and financing services and capital operation services.

International Trading, Investment and Financing
scei.hk

Russia



LT Render

LT Render Limited was founded in Hong Kong as a team of experts who provides high quality visualisation service to architectural and interior design companies.

The key feature of the company is introducing new disruptive technologies such as virtual and augmented reality into all stages of the design process.

Having big potential in continuously growing development market, LT Render got accepted in

Cyberport Incubation Programme. Among the various benefits offering by Cyberport to young companies in business development, LT Render is looking forward to finding and nurturing the local talents as 3D professionals. This will help the company to expand and bring the standards of the visualisation industry to a new level.

Computer Graphic Visualisation Service
ltrender.com

Singapore



Ematic offers a marketing platform allowing brands and eCommerce companies to turn email into a powerful channel for nurturing engagement and driving revenue. Using behavioral data, backed by self-optimising AI, the Ematic product suite delivers the right message at the right time to grow email databases, keep subscribers engaged, and drive conversions and revenues.

Headquartered in Singapore, the company recently expanded to Hong Kong, which will serve as a key staging ground for Asian expansion and work more closely with regional and pan-Asian clients. Ematic's

clients include some of Asia's best loved brands, eCommerce platforms, hospitality, travel and online travel agencies as well as news and media portals.

Email Marketing Technology
ematicolutions.com



Li Da Foods® is a Singapore-based food tech company that is committed to disrupting the food and beverage industry with innovation and technology. With its full-stack eCommerce and logistics infrastructure, the company aims to revolutionise the way people consume and access their meals. The company creates its own brands and works with other founders who have a passion about creating food brands, including AMGD.

The company has recently expanded in Hong Kong and set up a food factory to prepare meal orders.

Ordering is simple. Customers select their meals on AMGD's website and get their food delivered to their doorstep. AMGD has an eclectic menu that is accented by artisanal sauces and condiments. The menu features protein-packed meals with lots of greens, and superfoods such as nuts and fruits.

Food Tech
amgd.hk

South Korea



TmaxSoft is a global software innovator with 20 years of history focused on cloud, infrastructure and legacy modernisation, with solutions that offer enterprise Chief Information Officers viable alternatives to support their global IT powerhouses and drive competitive advantages. TmaxSoft's global headquarters is located in Chicago and Research and Development center is located in South Korea. Today TmaxSoft has over 1,000 employees in 20 strategic centres. TmaxSoft sees the business opportunity in Hong Kong as the city is an international financial centre with high concentration of global top companies.

TmaxSoft Hong Kong Company Limited, focusing on Sales and Marketing in Hong Kong and Macau markets with TmaxSoft's three main products: Tiberio (Enterprise Database Solutions), OpenFrame (Mainframe Modernization Solutions) and JEUS (Web Application Frameworks). The company provides services such as customer management, pre-sales consulting and customer success.

Software Publisher
tmaxsoft.com

Switzerland



Edgar is a retail concept offering the choice to purchase selected organic and natural food products in bulk. With a curated choice of products from around the world, Edgar offers a shopping experience which involves the consumer in the buying process and its positive impact on the environment by shopping in bulk.

Edgar offers an efficient green alternative to conventional shopping centered on the consumer and the impact of our actions on our environment.

Bulk, also called unpackaged products, offers many advantages compared to packaged products such as, the possibility to buy only the needed quantity;

reduce waste by discarding useless packaging from the production site; go zerowaste with the possibility to bring your own container; improve logistics and operations by efficient cargo loads; reduce carbon footprint through the whole process from production to consumer and reduce final price.

Retail and Wholesale Distribution of Natural and Organic Food and Products
edgar.hk



Mammut Sports Group AG is one of the leading climbing, hiking and outdoor equipment brands. Its products set standards in terms of quality and innovation and create new trends. Mammut Sports Group AG has opened its new regional office in Hong Kong on 1 January 2017. The regional office coordinates Mammut activities in the three fully-owned subsidiaries in Japan, Korea, China as well as the distribution markets in Hong Kong and Taiwan.

As Asia Pacific is the main growth and focus market for Mammut globally, its regional office is focusing

on activities such as wholesale expansion, retail and eCommerce, serving as a management hub to accelerate and develop business activities in all countries across the APAC region.

Wholesale, Retail and eCommerce Outdoor Sports
mammut.ch

Taiwan



Master World Limited brings Du Hsiao Yueh Restaurant to Hong Kong. Du Hsiao Yueh Restaurant was founded in 1895. The name of the restaurant, "Du Hsiao Yueh", was originated from the typhoon seasons that fishermen can't catch fish and have to endure the slack seasons. In order to make ends meet during the slack seasons, the founder of "Du Hsiao Yueh" started selling dan tzai noodles on the street. The business was so successful that

the street stall subsequently became a restaurant. Currently, "Du Hsiao Yueh" has stores in Beijing, Shanghai, Tianjin, Guangzhou and Macau.

Restaurant
noodle1895.com

United Kingdom



CAMPION College Consultancy offers one-to-one higher education guidance from its internationally-recognised Senior Advisor, Martin Campion. Having been educated at Durham and Cambridge universities, Martin Campion also has extensive experience of the American higher education scene and understands the aspirations of Hong Kong's students and their families in a global context. CAMPION has set up an office in Lee Garden One in Causeway Bay and offers half-year programmes that are sequential but can also stand alone. Consultation hours will also be available for more focused guidance on individual

aspects of this transition such as interview, college essay, personal statement and fee status advice. Untypical in this field, CAMPION emphasises student empowerment balanced with academic commitments. It also offers transparent pricing.

Education Consultancy
campionhk.com



**University of
Sunderland**
in Hong Kong

University of Sunderland opened its first Asia campus in Hong Kong in March 2017, providing undergraduate and postgraduate degrees with its "career ready" approach to Hong Kong. Its flagship programme, Sunderland Futures, helps Hong Kong students succeed in future career and stand out among other graduate jobseekers with proven success.

With the new Asia campus, students now have a three-campus (Sunderland, London and Hong Kong) offering for a broader educational experience. Students based in the Hong Kong campus can opt to study one to two semesters in the United Kingdom to broaden their learning experience.

This allows students to immerse themselves in the British culture, develop English language skills and enhance employment prospects with international experience and exposure, providing Asian students with competitive advantage in their respective local markets.

Higher Education
sunderland.edu.hk

United States



Back to School Brewing is a craft beer and brewing education company founded in Hong Kong in 2016. Its motto "Love. Learn. Brew." reiterates the company's aspiration to foster community through educational, beer and brewing related experiences through various kinds of activities, including tastings, classes, special events, and private events.

The company chose Hong Kong to set up its business due to the recent growth of the craft beer industry in the region as well as the demand

for educational opportunities by consumers. Its brewing courses and guided tastings expose customers to a wider variety of beers and a deeper understanding of brewing process, leading them to appreciate the expanding range of beers available in the city.

Craft Beer and Brewing
backtoschoolbrewing.com



Bio-Techne Corporation (NASDAQ: TECH) is a manufacturer of quality purified proteins which are sold to biomedical researchers and clinical research laboratories. Bio-Techne products assist scientific investigations into biological processes and the nature and progress of specific diseases. With thousands of products in its portfolio, Bio-Techne generated approximately \$500 million in net sales in fiscal 2016 and has approximately 1,650 employees worldwide.

Bio-Techne has grown rapidly since its establishment and it continues to look toward expanding its business in places where biotechnology research is

expected to grow significantly in the future, including Hong Kong, Singapore and other Southeast Asia countries. Located in Hong Kong Science & Technology Park, its regional office was established to support local customers and build collaborations with universities and companies in the region.

Bio-technology
bio-techne.com



InvestHK 投資推廣署
The Government of the Hong Kong
Special Administrative Region