

# InvestHK

# Client Profiles

## Australia

shirlaws  
Love Enterprise

The Shirlaws Group is a portfolio of companies who advise private enterprise on how to grow, fund and exit their business. Through a combination of training, consulting, coaching, mentoring and facilitation, it provides CEOs and business owners with vital foundations for sustainable growth and an opportunity to achieve their vision. Since 1999, Shirlaws has worked with thousands of clients, covering 10 territories and currently has a global team of over 120 people.

The Shirlaws Group has expanded into Asia with the setup of **Shirlaws Asia** in Hong Kong. Its consultants come from multiple sectors, ranging

from corporates to global brands, through to SME's and entrepreneurs. By bringing its hybrid model of business coaching and advisory frameworks to emerging private enterprises, the Group aims to work with CEOs and senior management teams across all industry sectors to help them identify hidden blocks that prevent them from reaching their full potential.

*Business Coaching and Consulting*  
[shirlawsgroup.com](http://shirlawsgroup.com)

## Cayman Islands

TTB Partners

**TTB Partners Ltd** ("TTB") is a boutique advisory and investment company set up by TT Bond Partners, incorporated in the Cayman Islands, specialising in cross border deal flow principally supporting Asian capital seeking western assets and investment products. TTB leverages its unique network of global relationships to provide highly tailored, bespoke M&A advisory, fund and capital raising services to its close network of partners to facilitate the flow of capital from East to West. Hong Kong, with its strong ties to Mainland China and the West, is a natural and optimal location to capitalise on that

opportunity. Its team includes highly experienced professionals with over 60 years of experience in financial and advisory services, whilst leveraging a global network of Investor Partners to source proprietary deal flow.

*Financial Services*  
[ttbpartners.com](http://ttbpartners.com)

## Chile



**7Colores** is the retail business unit of Chilean Grape Group (former Empresas Lourdes), one of the biggest wine groups in Chile. The company focuses on innovation and create value products.

Recently the company has launched an iconic brand of wines with unprecedented blends that have a strong oenological concept. Also, after more than four years of research the company launched WINEBEER, a patent pending product which combines elements of wine making, beer making and sparkling wine, becoming the only company in the world able to manufacture WINEBEER, which uses 100% natural ingredients and is low calories and gluten free.

At the same time, the company has launched Frutos Rojos, a functional non-alcoholic juice made of six super fruits from Chile. One glass contains 60% more antioxidants than a glass of Cabernet Sauvignon and same as WINEBEER is 100% natural.

*Wine Producer*  
[7coloreschilewine.cl](http://7coloreschilewine.cl)  
[winebeer.cl](http://winebeer.cl)

## Germany



**DBK Technology Ltd.**, a member of the DBK Group with headquarters in Germany, was established in Hong Kong in 1994. It serves as the regional head office for its Asian operations, which comprise facilities in Hong Kong, Guangzhou, Shanghai and Chongqing. It specialises in designing, manufacturing and selling thermal management solutions to global industries with a strong Hong Kong-based research, development and manufacturing capability. The company has been steadily upgrading the level of automation at all its manufacturing plants. Its products are being

used in a wide variety of applications in energy generation, telecommunication, transportation, and other industries.

Hong Kong's motivated work force and its business-oriented environment and administration, contributes to the company's success. DBK's products manufactured in Hong Kong have fulfilled the origin's requirement of CEPA, and are exporting to Mainland China at zero import tariffs.

*Electrical Components and Control Technology*  
[dbk-cn.com](http://dbk-cn.com)

## Greece



**Levant Foods** is a food business focusing on sourcing, importing, marketing and distributing of premium food products from the East Mediterranean. The company is headquartered in Hong Kong, so as to accommodate businesses in Hong Kong and Macao. It serves both wholesaling customers and end-users such as hotels, restaurants and caterers. It also works with distributors in other regions to introduce the brand to its respective markets.

The company's sourcing approach focuses on three themes which represent opportunities

and strengths in its respective sourcing markets: Healthy Mediterranean, Food Service Solutions and Halal.

Levant Foods also provides marketing and sales support to its distribution partners, as well as to the end-users, such as chefs, restaurant managers and supermarket buyers. It also custom-sources any product from its sourcing area on behalf of third parties.

*Food Import and Distribution*  
[www.levantltd.com](http://www.levantltd.com)

## India



Established in 2015, **OkSir** is an on-demand real-time online based marketplace that seamlessly connects customers to service professionals through the OkSir mobile app, which offers more than 300 services with over 50,000 registered vendors globally.

Founder and CEO Arun Kapoor extended the platform reach across five cities in India in two years' time and then bringing to Hong Kong this year, making it headquarters in Asia with a clear mission to boost employment for skilled freelancers, improve quality of life, and enhance the city's image as an international hub for technology and innovation.

Since its soft launch in Hong Kong in August, the app has provided hundreds of jobs to freelancers. Today, over 6,000 vendors use the app to offer a diverse of tasks, ranging from housekeeping, pest control, elderly care, and more. The app is unique because it matches the jobs and vendors by their specified working locations with standard pricing and in real-time.

*On-demand Services Marketplace*  
[oksir.com](http://oksir.com)

## Italy



GIVIITALIA S.R.L. (Italy) is a well-known party products company in Italy and Europe since 1989. **Givi Italia International Ltd.** was founded in 2015 as GIVIITALIA S.R.L. with an objective to use Hong Kong as a base for International business, and manage sales and marketing for its brand Givi Italia. Currently the company mainly targets Asia Pacific and Mainland China markets.

GIVIITALIA S.R.L. is a well-established company which has over 25 years' experience on beautiful,

traditional yet modern designs on all party products, tablewares and decorations. The company has already built up a warehouse in Hong Kong and planning to build another one in Mainland China so as to support the increasing demand and take the advantage of "Free on Board" (FOB) shipment from the Mainland to all over the world.

*Import & Export Firm*  
[giviitalia.com.hk](http://giviitalia.com.hk)



Newly established in Hong Kong, **Maimex International Ltd** is a subsidiary of Maimex Srl, a freight forwarder company founded in 1977. With over 40 years' experience, Maimex Srl has evolved into an international-leading firm, offering various comprehensive services, such as consolidation, door-to-door services, GOH (garment-on-hanger), urgent samples, customs clearance and deliveries to and from any destination worldwide.

In Hong Kong, the company aims to develop new networks in the Asia Pacific region and extend

the coverage of Maimex's affordable, easy-to-use, quality freight services. Its team is equipped to tailor services and solutions in accordance with customers' needs. The air freight services and express shipping and cargo solution are designed to optimise timing and reduce delivery time. Maimex is planning to set up new offices in Shanghai and Guangzhou by 2019.

*Logistics and Supply Chain Management*  
[www.maimex.it](http://www.maimex.it)



**Padus Consulting (HK) Limited** is the sales agent of Caffè Borbone in the Asia Pacific Region. Caffè Borbone is a coffee brand from Naples, Italy. It was established 20 years ago and the coffee family passes on the production and the brand to the next generations. Caffè Borbone roasts high quality coffee beans and manufactures coffee pods and coffee capsules. The company also has its own

coffee machine and is expanding its distribution network in Europe, Asia, Africa, North and South America.

*Coffee and Coffee Machine Trading*  
[padus.hk](http://padus.hk)

## Japan



TAISHO PHARMACEUTICAL (H.K.) LTD.

**Taisho Pharmaceutical (H.K.) Co., Ltd.** merges with Hoe Pharmaceutical (H.K.) Ltd. in October, 2017, both are subsidiaries of Taisho Pharmaceutical Co. which has over 100 years history in Japan.

Taisho Group aims to contribute to the society by creating and offering superior pharmaceuticals and healthcare products. In order to secure its competitive advantages in the marketplace and to further grow its business, Taisho restructures its

business recently with an aim to serve its customers better and continue to contribute to the society in Hong Kong.

*Pharmaceutical*  
[www.taisho-holdings.co.jp](http://www.taisho-holdings.co.jp)

## Mainland China



MorriSofa

**Morris Holdings Limited** is one of the leading sofa manufacturers in Mainland China. The Group exports fabric and leather sofas of excellent quality to overseas markets such as the United States, United Kingdom, Australia, etc. as one of its major businesses. This year, the company launched its new retail brand MorriSofa, aiming to explore the furniture retail markets in Hong Kong and Mainland China. The first flagship store of MorriSofa in Asia Pacific is located at Wanchai, Hong Kong.

The contemporary stylish design of MorriSofa products is led by well-known Italian architect Giovanni Cagnato. The company has also developed multi-functional sofas with smart home

features such as reclining seats, Bluetooth audio system and wireless smartphone chargers, etc.

MorriSofa will open its next China flagship store in Xuhui District, Shanghai in November to further expand its global sales network in the upholstered sofa and furniture markets.

*Sofa and Furniture Manufacturing, Export and Retail*  
[morrisofa.com.hk](http://morrisofa.com.hk)

## Singapore



Singapore-based boutique communications agency **Rice Communications** has opened an office in Hong Kong as the company realises an increasing need of agency counseling and campaign execution in North Asia.

The company has recently appointed an Account Director, Phoebe Sou, to lead the new office. She has over ten years of experience in strategic communications, PR, corporate reputation and stakeholder engagement across Greater China and New Zealand. Sou is joined by Senior Account Manager, Joel Lah, who has relocated to Hong Kong after four years with Rice in Singapore.

The boutique firm was set up in 2009, operates a single P&L across the agency's offices in Singapore, Myanmar and Hong Kong with 36 employees in total, giving its clients flexibility on how regional campaigns are structured and managed. The Hong Kong office is working with clients across different sectors, such as the technology (Digital Realty and Internet Society), lifestyle, travel and hospitality.

*PR and Marketing Communications*  
[ricecomms.com](http://ricecomms.com)



**The New Luncher** started in 2016 in Singapore as the founder realised the lack of healthy and tasty meals at school for children. Catherine Lesselin, a French mother of two, invented the concept and decided to expand to Hong Kong in 2017.

As there's a high concern of food among the parents community, The New Luncher aims to cook and deliver healthy and tasty lunch boxes every day to schools. Its Michelin starred chef, Emmanuel

Stroobant is leading the kitchen and designing the daily menus, including western, Asian and vegetarian, with no MSG, colouring, additives, processed or fried food. They select and prepare food with high quality fresh ingredients from trusted partners, aiming to change kids' nutrition at school.

*Healthy Lunch Boxes Delivery Service*  
[thenewluncher.hk](http://thenewluncher.hk)

## Slovenia



**Iskra d.d.** is a globally recognised provider of intelligent industrial solutions and cutting-edge electro-technical products. It is the largest Slovenian company in the fields of process automation, communications and security systems for power distribution, transmission, powerline communications and solutions for energy sector. With 70 years of experience and tradition, extensive knowledge base and global market coverage, the company provides solutions for the most demanding projects.

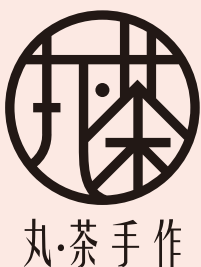
Iskra is able to help its clients to improve existing applications and introduce new technologies in the

sector of energy management system and reactive energy compensation, smart city solutions with special attention to traffic optimisation, as well as high quality electro-technical components.

Global companies that are served by Iskra d.d. include Alstom Grid, Bauknecht, B/S/H, Eaton, Electrolux, Hager, LG Electronics, Miele, Renault, Siemens, Whirlpool, etc.

*Electro Technical Products and Intelligent Industrial Solutions*  
[www.iskra.eu](http://www.iskra.eu)

## Taiwan



**Bubbletea Work** was established in Hong Kong in 2016. It was ranked as the number one most outstanding bubble tea brand in Hong Kong by Weekend Weekly magazine recently.

Integrating handmade pearls created with authentic methods and traditional recipe, without any preservatives, with rich tea and milk flavours. Bubbletea Work created this unique, authentic bubble tea with a southern Taiwan flare blended with the taste of Hong Kong memories.

Inherited the commitment to excellence, perfection of Taiwanese to the creation of bubble tea, and the

dedication to innovation and creativity, Bubbletea Work created a series of uniquely blended bubble teas, and the devotion and effort was finally recognised and rewarded by the love of many in Hong Kong.

Bubbletea Work is committed to introducing and bringing the unique, often under-appreciated culture of bubble tea to Hong Kong.

*Food and Beverage*



Founded in 2016, **CloudMile** is a cloud service provider that helps enterprises to use machine learning and big data analytics. Services include business model consulting, architecture planning, POC and after-sales technical support. The company serves clients in a wide range of industries, including finance, media, ad-tech, hi-tech products, manufacturing, EC, gaming and IoT.

CloudMile is a Google Cloud Premier Partner and employs a large team of technical specialists, including Google-certified cloud architects, data engineers and experienced machine learning experts. It is Asia's leading provider of AI-driven cloud services.

*Cloud Technology*  
[mile.cloud](http://mile.cloud)



**Hutong** is a high-end grilled meat restaurant chain that was founded in Taiwan 10 years ago. The restaurants are decorated in traditional Chinese style and serve high quality Japanese grilled meat cuisine. Guests can sit at the bar and watch dishes being prepared in the open-plan kitchen. The restaurant aims to provide guests with an innovative dining experience and exceptional service using the finest fresh ingredients.

Hutong's restaurants in Taiwan are very popular with Hong Kong tourists and are recommended

by many travel guides available in Hong Kong. In response, the company recently opened its first restaurant in Hong Kong, bringing its food and services closer to its customers. It plans to open another two restaurants in the city over the next three years.

*Food & Beverage*  
[hutong.com.tw](http://hutong.com.tw)

## The Netherlands



With roots in the Netherlands and Belgium, **Bleckmann** is a well-known fashion and lifestyle logistics company in Europe, assisting leading international fashion brands with their global fulfilment. The company is expanding globally, with new warehouses in the United Kingdom, United States and Hong Kong, a city that the company considers as the perfect gateway to Asia.

Bleckmann's Hong Kong fulfilment center currently employs 50 people and is one of the

cleanest, safest and most modern centers in the area. It is completely tailored to the needs of high-end fashion and lifestyle brands. Bleckmann is committed to fulfill clients' e-commerce, wholesale and retail orders throughout Asia and also taking care of returns, reconditioning and other value-added services such as labelling and relabelling.

*Supply Chain Management / Logistics*  
[bleckmann.com](http://bleckmann.com)

## United Kingdom



Stufish is a leading entertainment design, architecture, show creation and production company, with clients including U2, Madonna, Cirque du Soleil, Dalian Wanda, Wynn Resorts and many more.

**Stufish Asia** is a Hong Kong-based joint venture between Stufish and Activation Group, a regional leader in luxury brand events and communications, which has been created with a view to expand the capabilities of Stufish throughout the Asia Pacific region.

Stufish Asia will target property developers, entertainment producers, governments and institutions with a view to create original I.P for shows and attractions, manage and produce existing shows and attractions through its global network of producers, and undertake a range of creative and production services within the live entertainment industry.

*Live Entertainment*  
[stufish.com](http://stufish.com)



Luxury hospitality recruitment agency **The Change Group** has recently established in Hong Kong after seeing growing demand for skilled talent in Asia. Its dedicated Hong Kong division will source the very best talent in the global market and ensure clients receive the same tailored service across East Asia as they have become accustomed to in the UK and Europe.

The Change Group covers all areas of recruitment,

from back of house, front of house to support departments.

As the only dedicated luxury hospitality recruitment agency in Hong Kong, the company is excited to begin its journey in the region and share its expertise.

*Luxury Hospitality Recruitment*  
[thechange.com](http://thechange.com)



**Time Out Group**, listed on London's AIM stock exchange, is a leading global media and entertainment business that inspires and enables people to make the most of a city. Operating in 108 cities in 39 countries, it has a global monthly audience reach of 242 million. With a world-class digital platform and top-quality curated content around food, drink, music, theatre, art, travel and entertainment, Time Out connects consumers, brands and local businesses to the city. Now Time Out Market, the world's first food and cultural market based wholly on editorial curation, is

taking to the next stage, bringing the best of the city together under one roof. To strengthen its presence in Asia, Time Out Group took over direct management of Time Out Hong Kong from its previous licensing partner in 2017; to complement the popular website and the Time Out Hong Kong magazine was relaunched in September 2017.

*Media and Entertainment*  
[timeout.com/hong-kong](http://timeout.com/hong-kong)

## United States



Headquartered in New York, **Alton Aviation Consultancy** is an independent, boutique advisory firm founded by seasoned aviation and aerospace industry consulting executives. Alton advises aviation and aerospace companies across the entire value chain on topics related to strategy and business plan development, financial transaction support, and operational performance improvement. Clients include airlines, aircraft lessors, aerospace manufacturers, maintenance, repair, overhaul (MRO) and aftermarket service providers and the broader financial and investment community.

Alton chose Hong Kong as the headquarters for its activities across Asia-Pacific due to its strategic geographic position and the commitment of the Hong Kong government to continue the city's development as a centre for aircraft leasing. Leading participants in the aircraft leasing industry have relied on Alton for financial analysis, due diligence, market analysis, entrance/exit advisory, aircraft appraisals, remarketing and technical services.

*Management Consulting Services for the Aviation and Aerospace Industries*  
[altonaviation.com](http://altonaviation.com)



**Proficio** is a global Managed Security Services Provider (MSSP) that has evolved into a leader in Managed Detection and Response (MDR). Founded in 2010, Proficio offers the full range of cybersecurity services including managed detection and response, assessments and consulting, to fully and co-managed SOC-As-A-Service offerings. With security operation centers (SOCs) located in San Diego, Singapore and Barcelona, Proficio is able to provide its clients with 24/7 security monitoring, alerting and

automated response services. As a next-generation MSSP, Proficio's innovative approach to managed cybersecurity services help organisations to defend against advanced threats and achieve regulatory compliance.

*Managed Cybersecurity Services Provider*  
[proficio.com](http://proficio.com)



**ScoolSmart** is the world's first fully customised multilingual App and SIM card based student card, integrating faster communication amongst schools, parents, teachers and students. With features such as School and Bus Attendance, One touch Authorisation, Back-to-School E-commerce platform and an unique Payment Solution. ScoolSmart has complete data privacy stored within its operating jurisdiction. ScoolSmart was founded in Hong Kong and will launch its global roll out here, revolutionising the school ecosystem, making communication faster and smarter with cost savings. ScoolSmart is now undertaking a programme of R+D to include AR (Augmented

Reality), AI (Artificial Intelligence) and Blockchain to enhance system capabilities.

The App is being launched with an astute identification of the need for user friendly platform connecting up the currently fragmented and paper-based ecosystem of schools, parents, teachers, and students. The Hong Kong company is backed by the founder's capital, in addition to venture capital funding from Aquitaine Investment Advisors Ltd, and others.

*Software App Development and Technology*  
[scoolsmart.com](http://scoolsmart.com)



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