

# InvestHK

## Client Profiles

### Australia

#### FESource

**FESource** provides consumer electronics product development and sourcing services to overseas based customers. By providing a comprehensive service that incorporates European design with quality manufacturing, FESource makes sourcing easier for retail and wholesale customers and proves that quality design does not necessarily translate to expensive product costs.

FESource chose Hong Kong as the location to commence operations as the city is a gateway to international business. The Hong Kong office facilitates communication between FESource and Chinese manufacturers, European design

houses and FESource's overseas customer base. The company has overseas-based sales agents that service the UK, European, Australian and New Zealand markets to provide local sales support. The Hong Kong head office will grow over the next five years to support a team of designers, accounts, sales and administration staff.

*Consumer Electronics*  
[www.fesource.com.hk](http://www.fesource.com.hk)



**Helping Hand Group (HHG)** is Australia's leading fundraising auction company, conducting over 500 events per year in over 15 countries. Since 1997, it has raised over HK\$500 million for leading charities, community groups, schools, and sporting clubs. The Hong Kong office was established in 2006 to target the huge market opportunity for its services at fundraising events throughout Asia.

HHG provides a holistic fundraising service, managing the auction side of an event from start to finish, including staffing, design, professional auctioneers, payment collection, and delivery. As an alternative to a traditional silent auction,

HHG developed Ballot Bidding® in 2010 and has seen fantastic results. HHG does not charge for its services or take any commission as all profits go directly to the charity. HHG supplies a wide range of auction items, for example, holidays, art, memorabilia, and experiences (such as massages and cookery classes).

*Fundraising Auction Services*  
[www.helpinghandgroup.com](http://www.helpinghandgroup.com)



Novotech decided to invest in Hong Kong because of its advanced infrastructure and importance in the region as a location for high quality clinical research. In order to better serve the increasing level of interest from its worldwide clients in Asia Pacific, Novotech set up its Hong Kong operations, **Novotech Clinical Research (Hong Kong) Ltd.** on 1 August 2013, with an initial staff of four locally recruited clinical research professionals. Since then, it has successfully signed contracts for new clinical trials involving leading Hong Kong hospitals and investigators, and is planning on further expansion of its office in the near future.

Established in 1996 and headquartered in Sydney, Novotech focuses on the Asia-Pacific region, running clinical trials in all key regional markets including Mainland China, India, Australia, Taiwan, South Korea and Malaysia. Novotech also has worldwide reach through the company's network of strategic partners.

*Pharmaceutical and Clinical Development*  
[www.novotech-cro.com](http://www.novotech-cro.com)

### Canada



Founded in 2000, **Sectoral Asset Management** is an industry-leading specialist in managing global healthcare investment portfolios. Sectoral has one of the world's longest track records in managing biotech equities and is a sub-advisor to numerous healthcare and biotech funds offered by partners in Japan, Taiwan, Korea, Europe, US and Canada.

The firm maintains offices in Hong Kong, Montreal and Geneva and is an affiliate of State Street Global Advisors. Sectoral is currently managing approximately US \$2.8 billion in assets in healthcare

strategies. Sectoral opened a regional office in Hong Kong in 2013 as a base for its research team covering Asian healthcare stocks and its regional client service and marketing team focusing on institutions and family offices. The firm is planning to create up to five jobs in Hong Kong in the first year.

*Asset Management*  
[www.sectoral.com](http://www.sectoral.com)

### France



**Artisan Ltd** is a communication company specialised in creative concept development and audiovisual production. Originally established in 2004 in Paris and expanded to Hong Kong in 2011, its founder Eric Grinda brings over 25 years international experience as a producer/director with leading production houses and multinational advertising agencies (Lowe Lintas and McCann Erickson) essentially in TV commercials (Nike, Coca-Cola, IBM, Ford, Hanes, Prudential). Communications developed by Artisan Ltd

include print materials plus TV commercials, promotional films, corporate and music videos and feature length documentary films. Clients include UNESCO - 21st Century Business TV/USA, Mattioli Jewelry/Italy-CASBAA/Hong Kong, and Greenpeace.

*Audiovisual Communication Concept and Production*  
[www.artisanltd.com.hk](http://www.artisanltd.com.hk)



Bache-Gabrielsen is a cognac house founded by Thomas Bache-Gabrielsen from Holmestrand in 1905. Several generations later, the business is still owned and run by the Bache-Gabrielsen family. It is now being run by Thomas Bache-Gabrielsen's great-grandson Hervé Bache-Gabrielsen, who recently took over the day-to-day management from his father, Christian Bache-Gabrielsen.

The company established a representative office, **Dupuy & BG Asia Ltd**, in Hong Kong in 2013. Bache-Gabrielsen decided to set up its Asian branch in Hong Kong for various reasons. First, it is easy to set up a company here. It is also the perfect location for the company to reach 95 percent of its

Asian customers within three hours' flight time. Hong Kong has many events around the wine and spirit sector which makes it very convenient to meet potential business partners. The Hong Kong office will be used as a commercial agency for its brands in Asia. From Hong Kong, the company is building a network of importers and distributors for its cognacs in various countries such as China, Singapore, Vietnam, etc.

*Cognac Production*  
[www.bache-gabrielsen.com](http://www.bache-gabrielsen.com)



**Orfi Capital Ltd** is an asset management company specialised in investments in Asian high-yielding assets. Orfi Capital chose to be based in Hong Kong, one of the world's leading financial centres, to be close to many of its investments in Asia. Orfi Capital was granted a license to carry type 9 (asset management) and type 4 (advising on securities) activities by the Securities and Futures Commission and started to operate in October.

Orfi Capital's first fund, a Luxembourg SICAV, will focus on Asian credit, rely on fundamental credit analysis as well as market know-how and hedge most interest rate risk. Orfi Capital intends to develop its asset management activities and open other funds from its Hong Kong base.

*Investment Management*  
[www.orficapital.com](http://www.orficapital.com)

## REWIND

**Rewind Ltd** is a short film production company established in May 2013. Its founder is Berengere Lefeuvre, a French videographer who has lived in Tokyo for four years. She looks after all stages of film production, from shooting, editing to post-production.

Rewind is a video production company, whose mission is to create quality audiovisual content with high artistic value for events and reports. It has

produced events and corporate videos for famous luxury brands (Chanel, Van Cleef & Arpels, Cartier etc). Whatever the business sector or the purpose of the video, it takes care of the production process from planning to post-production.

*Film Production*

[www.rewindfilm.squarespace.com](http://www.rewindfilm.squarespace.com)

## Italy



**Panino Giusto** opened its first store in Milan in 1979 offering high quality gourmet food and was known as the best panini in town. Not only does Panino Giusto bring its Italian pedigree, it also serves freshly made food. Panino Giusto has launched five restaurants in Japan and in early 2013, it opened its first store in London and now its first store at IFC Shopping mall in Hong Kong, bringing authentic Italian panini, desserts, espresso and wine to customers. Today, the iconic Milanese brand has 28 restaurants in major cities of fashion and design.

The newly opened Panino Giusto is a unique Italian restaurant emphasising a completely open kitchen with sleek green, red and white accents. Diners can

appreciate the panini masters at work at the marble panini bar slicing the various meats with imported Berkel slicers and using special panini presses imported from Milan. Cenare al fresco is a favorite pastime for Italians and restaurant patrons will enjoy the charming panoramic harbour view at the same time.

*Restaurant*

[paninogiusto.hk](http://paninogiusto.hk)

## Japan



AISHONANZUKA

With eight years of experience in the Japanese art world, **Aishonanzuka** is a combined gallery made up of two Japanese galleries, Aisho Miura Arts and Nanzuka, which have participated in major art fairs such as Armory Show, Art Basel HK / Miami / Basel and Frieze. Aishonanzuka tries to introduce and find artists who came out of the post-war art scene, and works from young artists who will open up the art scene in the future. It represents artists with striking originality, such as Tanaami

Keiichi and Hajime Sorayama, young artists Shuhei Yamada and Yoshihiro Kikuchi, and also powerful international artists Dirk Skereber and Oliver Payne. It has also been actively communicating with other industries, such as fashion, music and design.

*Contemporary Art Gallery*

[www.aishonanzuka.com](http://www.aishonanzuka.com)



Established in 1989, **KNIT-AOKI** is specialised in providing high-quality knitwear alteration and remodelling services to world renowned fashion brands such as Chanel, Hermes and Louis Vuitton in Japan. The company is also involved in the manufacturing and retailing of high-end tailor-made clothing for men and women and operates a retail store at the Imperial Hotel Plaza in Tokyo.

In order to promote the Japanese technique of garment alteration and manufacturing for high fashion, and extend this professional service to the top fashion brands outside Japan, the company

has opened a sales office in Hong Kong, **KNIT-AOKI Hong Kong Co Ltd**, in August 2013. **KNIT-AOKI** believes that Hong Kong, as an international fashion hub in Asia, is an ideal location for it to expand overseas and achieve success outside Japan. Through providing support to the local fashion industry, **KNIT-AOKI** wishes to further strengthen the city's international fashion capital status in Asia.

*Knitwear Alteration and Manufacturing for High Fashion*

[www.knit-aoki-hk.com](http://www.knit-aoki-hk.com)

# Mainland China



亞洲聯合衛視  
It's a Bigger World

**Asian United Broadcasting Ltd (unb)** was founded in Hong Kong in October 2012 with an original equity capital of HK\$200 million. It gathers global media professionals in Hong Kong with the mission of "innovating television industry and sparking a new wave of all media". It would like to create a new era of global Chinese TV through integrating professional TV, internet and mobile networks, construct a highly interactive new media platform consisting of professional media, self-media, and provide live, fully-interactive and multicultural programmes.

UNB has 9,000 square feet for its headquarters at Skyline Tower at Kowloon Bay and a technologically advanced 18,000 square feet

broadcast centre at Shenzhen Bay San Xiang Hai Shang Centre. It plans to build a news and programme centre at major cities in Asia. Its main businesses include satellite television, new media industries, as well as cultural television investment. It also plans to gradually open news, travel, animation, film-TV channels.

*Satellite TV and New Media*

[www.unbvtv.com](http://www.unbvtv.com)

# Qatar



Doha Bank is one of the largest commercial banks in the State of Qatar. Incorporated in 1978, Doha Bank provides domestic and international banking services for individuals, commercial, corporate and institutional clients. Doha Bank has established overseas branches in Kuwait, Dubai and in Abu Dhabi (UAE), as well as representative offices in Japan, China, Singapore, South Korea, Australia, Turkey, UK, Canada, Germany and Sharjah (UAE). Currently, it is rated A2 by Moody's, A by Fitch and A- by S&P.

### **Doha Bank Hong Kong Representative Office**

commenced its operations on 15 July 2013, and will act as a liaison to facilitate trade and investment flows between the Middle East region and

Hong Kong. It will help facilitate Middle Eastern companies which are looking to establish their business or to invest in Hong Kong as well as companies which are operating in Hong Kong and looking to expand into the growing Middle East market.

*Banking*

[www.dohabank.com.qa](http://www.dohabank.com.qa)

# Switzerland



**Molecular Machines & Industries (MMI)** is a leading provider of microscope-based micromanipulation solutions for life and material sciences and healthcare. Together with offices in Germany, Switzerland, the US and a worldwide established distribution network, the company is in a strong global position to dominate in the field of single-cell-isolation and laser microdissection for all biomedical applications. After more than 15 years' experience in Asia Pacific, MMI is now opening its own office in Hong Kong. The new base will allow MMI to enhance business relationships with local and regional customers and provide more efficient support services.

The office will also serve as a distribution base for MMI's high-quality products throughout Asia. Hong Kong was chosen because of its central location, its highly developed research universities, and its direct access to the fast growing pharmaceutical market in Mainland China.

*Biomedical*

[www.molecular-machines.com](http://www.molecular-machines.com)

## Tajikistan



**GOnnect** is a tool for events and conferences to maximise return-on-investment (ROI) and value generation. It provides an all-in-one mobile solution encompassing personalised business matching, cutting-edge Intention Statement™, and pre and post-event data analytics. It helps attendees, speakers and sponsors network and find the most relevant business connections. It also helps increase engagement whilst generating decisive data for the organisers to comprehend and

improve their events. GOnnect has gone through the prestigious AcceleratorHK and was recently admitted to Hong Kong Science and Technology Parks Corporation's Incu-App Programme. The company is always looking for great talent and partnerships.

*Mobile Solutions*  
[www.gonnect.me](http://www.gonnect.me)

## United Kingdom



Founded in the UK in 1977, Corintech offers an extensive electronic product design and manufacturing service. **Corintech (HK) Ltd** first opened in 2005 in Kwun Tong and has expanded to nearly 20 local employees.

Initially set up as a sourcing and quality control function for the UK contract electronics manufacturer (CEM), the company has gradually expanded to cope with significantly increased turnover. More business functions have also moved from the UK to Hong Kong, including actual product

design encompassing mechanical, firmware and software. This growth is expected to continue, especially as new products ideas need designing, sourcing and support services. Further expansion is planned as the business starts to pro-actively market its own range of WiFi-based sensors across Asia and this will require the addition of a sales and marketing team.

*Design of WiFi Sensors*  
[www.corintech.com.hk](http://www.corintech.com.hk)



**Guardian Life Management (GLM)** is the Hong Kong operation of Guardian Wealth Management, the international firm of financial advisers. GLM was established in February 2012 to provide tailored financial advice to Hong Kong's expat community. Products offered include life insurance, critical illness insurance, income protection, healthcare, estate planning, retirement and pensions solutions including QROPS and savings and investment advice.

Trust, transparency and best practice operations are the pillars that underpin the way GLM do

business. Hong Kong's position as one of the world's key financial hubs, its strategic location, accessible markets and endorsement for growth, suits the GLM business model and make it the perfect place to develop for the long-term. The operations success over the past year has led to the team growing from three at inception to a team of 12 today. The future looks bright with plans to double the size of the team and introduce a graduate recruitment scheme over the next 12 months.

*Financial Planning*  
[www.guardianlifemanagement.com.hk](http://www.guardianlifemanagement.com.hk)



Founded in the UK in 1977, Lascar offers an extensive electronic product design and manufacturing service. **Lascar Electronics (HK) Ltd** first opened in 2002 in Kwun Tong and has expanded to nearly 20 local employees.

Initially set up as a sourcing and quality control function for the UK Data Logger and Panel Meter manufacturer, the Hong Kong company has gradually expanded to cope with a significantly increased turnover. More business functions have gradually moved from the UK to Hong Kong,

including actual product design encompassing mechanical, firmware and software. This growth is expected to continue, especially as new product ideas need designing, sourcing and support services. Further expansion is planned as the business starts to proactively market its own range of GFX Data Loggers and PanelPilot displays across Asia, as this will require the addition of a sales and marketing team.

*Design of USB Data Loggers*  
[www.lascar.com.hk](http://www.lascar.com.hk)

## 6 CLIENT PROFILES



**Winebeast** was founded with the aim to share with Hong Kong's wine lovers its 35 years of experience in wine tasting and to make the art of wine loving an increasingly accessible pleasure. In proportion to everyone's budget, it brings to its clients a new choice of wines through its exclusive cuvées. Winebeast's wine range is composed of an extensive selection of Fine Wines and regional wines from France, Spain, Italy and the New World at affordable entry prices.

Wines from Winebeast are selected with sommeliers' passion and professionalism, to ensure reputable sources, pristine storage conditions, the

best fit to Asian tastes and exceptional guidance with food pairing – the epitome of pleasure, quality and service.

*Wine Trading and Distribution*  
[www.facebook.com/winebeast](http://www.facebook.com/winebeast)

## United States



**AudienceScience** is an enterprise digital marketing technology company dedicated to empowering global marketing organisations through its innovative SaaS solution, the AudienceScience Gateway. The AudienceScience Gateway enables marketers to manage audience data, connect data to streamlined campaign execution, and develop actionable customer insights – with one platform on a global scale. The world's largest brands work with AudienceScience to dramatically increase the efficiency of their digital media campaigns, while building more meaningful and relevant relationships with their customers. Its clients deliver ads on five continents with all the control and insight that can only come from one global platform.

With AudienceScience, ad campaigns are powered by international data centres, global service teams and 24/7 technical support. Whether in Asia, North America, Europe, Latin America or Australia, AudienceScience can streamline your digital advertising.

*Digital Marketing Technology*  
[www.audiencescience.com](http://www.audiencescience.com)

The Ken Blanchard Companies® is a global leader in workplace learning, productivity, and leadership effectiveness that is best known for its Situational Leadership® II programme – one of the most widely taught leadership models in the world. SLII® is embraced by Fortune 500 companies as well as mid- to small-size businesses, governments, and educational and non-profit organisations.

As a key Asia-Pacific business hub, Blanchard opened an office in Hong Kong, **Blanchard Training & Development Inc.**, to provide a greater range and quality of services to clients in the region. The Hong Kong office offers the full range of services available to global clients, including the world renowned SLII model, with a specific focus on supporting

the needs of Hong Kong based businesses. Along with the regional headquarters in Singapore and partners across the region, the Hong Kong office will service the needs of clients across Asia Pacific.

*Management Consulting and Training*  
[www.kenblanchard.com](http://www.kenblanchard.com)



*The Leadership Difference.®*





**Decision Resources Group** is a cohesive portfolio of companies that offers best-in-class, high-value information and insights on important sectors of the healthcare industry. Clients rely on this analysis and data to make informed decisions to enter new markets, plan pre-launch/launch activities and optimise brand performance.

With more than 30 years of experience in delivering customer-focused market intelligence solutions, Decision Resources Group is the market leader in biopharmaceutical business intelligence. Proprietary methodologies, rigorous qualitative/

quantitative analysis and extensive use of primary research ensure unparalleled insight and accuracy. Combined with specialised and clinical knowledge, global reach and excellent people, Decision Resources Group provides clients with a deep market understanding and unique service.

*Pharmaceuticals Market Intelligence*

[www.decisionresources.com](http://www.decisionresources.com)



The US-based Progressive Media Group set up Elite Traveler in New York in 2001. It is the only audited private jet publication in the world. With the increase in private jet orders in Asia, the group decided to set up an office in Central, Hong Kong, in January 2013. Currently, the Hong Kong office, **Elite Traveler Luxury Publishing**, has three staff with salespeople in Thailand and India. The

contributing editor and social media manager are stationed in Hong Kong.

*Luxury Publishing*

[www.elitetraveler.com](http://www.elitetraveler.com)



Fortis Riders was founded in 2000 in the US. The company focuses on providing car and driver services for the most discerning international travellers. In 2012, Fortis Riders set up its Hong Kong-based subsidiary **Fortis Riders Global Ltd.** to provide Fortis with an Asian office to service clients in the region, many of whom are in Hong Kong or Mainland China. Stephen Dick, Fortis Riders' Accounting Director, is the first employee in the Hong Kong office and Fortis is seeking to add more personnel soon. Partly because of the success of its Hong Kong office, Fortis Riders has been named to

Inc Magazine's list of fastest-growing companies in the US for the fifth consecutive year. Future plans for growth include apps for passengers that give them more control over every trip - regardless of their location.

*Chauffeured Transportation Management*

[www.fortisnet.com](http://www.fortisnet.com)



**Velvety** is a California wine company that focuses on producing and blending elegant and luxurious wine to perfection. It seeks to harvest the best grapes in world renowned appellations to ensure that its customers' palates will be awakened by the silky, rich, and bold taste of Velvety wines.

Velvety was conceptualised to be a smooth and elegant brand. The visionaries: Peter Mai, Peter Tan, and Christopher Tang observed swans swimming in a pond in Napa Valley of California. It did not occur to them at that moment, but subsequently they created Velvety based on those swans. When Velvety was translated into Chinese to bring

the brand into the Asian market, beginning with Hong Kong, the exact translation has two characters that mean "Swan". Hence, the logo which was supposed to resemble a "V" for Velvety, began to have a duality of meaning. The "V" was then transformed into a swan. Velvety's Hong Kong company is TMT Logistics Ltd.

*Import and Export of Wine*

[www.velvetyone.com](http://www.velvetyone.com)

## 8 CLIENT PROFILES

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**WGC** was founded simultaneously in Hong Kong and the US by Matthew Cartwright and Andrew Porter, two hedge fund professionals who wanted to improve the interactions between institutional investors and fund managers. Having found no satisfactory solution in the marketplace, they built it themselves with a high-calibre team of finance and software experts.

The result is investOrbit – the world’s first global investment process platform. Its secure online system brings confidence, sense, and transparency to the investment business, creating a landscape where capital is invested more intelligently for lasting results. Its workflow and communications

network is where institutional investors and fund managers centralise their relationships, search for each other, manage due diligence step-by-step, and coordinate file sharing and ongoing reporting. In short, WGC asks investment professionals to envision how their work would improve in a world where they have unlimited bandwidth. WGC is expanding in Hong Kong and developing systems for other industries.

*Information Technology*

[www.investorbit.com](http://www.investorbit.com)



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