

Talking points for Sr. Vice President Mr. Shekhar Golchha for the HKTDC Business Seminar  
January 25, 2018  
1800 hrs  
Hotel Radisson, Lazimpat

- Let me welcome our distinguished guests from the HKTDC and our members who are here to participate in this important business seminar.
- FNCCI is very happy and feel grateful to organize this Seminar in joint collaboration with the HKTDC. We believe this event will help in enhancing trade relations between Nepal and Hong Kong, one of the leading trade partners of Nepal.
- Before I came here, I was going through the trade data published by the TEPC and it shows that in 2016 Nepal imported goods worth 20 million US Dollar from Hong Kong while at the same time it exported about 2 million US Dollar only. Despite the potential it has, I believe it is not that encouraging. And, I am happy that we are organizing this event today.
- Nepal is looking for its trade diversification and market diversification as we are facing a huge trade deficit every year. In this regard, Hong Kong Trade Development Council (HKTDC), as you all know, is the very prominent organization in Hong Kong whose objective is to promote trade could help us. It organizes more than 300 trade fairs in Hong Kong in a year and it would be a great opportunity for us, if we could participate in those trade fairs and showcase our products and services. We request the visiting representatives from HKTDC to facilitate for our participation in those trade fairs.
- Though we don't have a direct working relation with the HKTDC, as of now, we do share the common platform and collaborate in the Asian Trade Promotion Forum (ATPF) established by Japan External Trade Relation Office (JETRO). Taking this opportunity, we would like to propose our interest to form an official linkage with HKTDC and work in internationalizing Nepalese SMEs.
- We see that there is a lot of potential for Nepalese exportable goods and services in Hong Kong. Recently one of our commodity members organized a trade show in Hong Kong in collaboration with the Non-Nepalese Residents Association and they were very enthusiastic about the responses they received in Hong Kong. We seek support from the HKTDC in organizing such trade shows and promote Nepal in Hong Kong.
- Likewise, we would also like to assure the distinguished guests from the HKTDC of our support and collaboration in Nepal.
- I think, today's program will provide an opportunity for our members to know more about HKTDC and its program. We have received an overwhelming response from our members but due to the space constraints we could not facilitate all of them. Nevertheless, we believe the participants here will inform about this opportunity to their colleagues as well.
- Meanwhile, we, as the apex body of private sector would certainly inform about the HKTDC to our members. And, would further like to request them to kindly share about their programs and other activities regularly.
- I would also like to extend our heartfelt gratitude to our Commerce Secretary Mr. Chandra Kumar Ghimire, who, despite his hectic schedule, attends this seminar. He has been working day and night to promote our trade and helping Nepalese private sector to grow. We do look forward to hear his deliberations and guidelines.
- Finally, I would once again welcome all the distinguished guests and my colleagues and friends from the private sector and wish for the success of this Seminar. Thank you.

PRESS Note.

**Hong Kong Trade Development Council (HKTDC) and Federation of Nepalese Chambers of Commerce and Industry (FNCCI) hold a seminar for Nepal's Businesses and Entrepreneurs**

**Kathmandu, 25 January, 2018**– Hong Kong Trade Development Council (HKTDC) and the Federation of Nepalese Chambers of Commerce and Industry (FNCCI) held a business seminar on “**Explore Business Opportunities through Hong Kong**” in the city today at the Radisson Hotel Kathmandu. The event raised awareness among local entrepreneurs and business people about Hong Kong being an excellent platform to expand their business globally.

Present for this seminar was Mr. Chandra Kumar Ghimire, Secretary, Ministry of Commerce, Government of Nepal, who appreciated the services provided by the HKTDC to entrepreneurs looking to expand globally.

Addressing to the seminar, MR. Shekhar Golchha, Senior Vice President of FNCCI focused to narrow down Nepal's trade deficit with Hong Kong by increasing trade relation between both countries, in this regards Mr. Golchha Proposed to form an official linkage with HKTDC and work in internalizing Nepalese SMEs.

The seminar outlined ways and means Nepali companies can take their business to the international markets via Hong Kong. As Asia's business hub located at the southern tip of Chinese mainland, Hong Kong is home to a large number of overseas companies to operate their regional business. Built on a strong legal system and world-class financial infrastructure, Hong Kong is the ideal partner for Nepali companies to explore partnership opportunities ranging from international trading, sourcing, and manufacturing to fund-raising.

The seminar also informed Nepali entrepreneurs how to take advantage of the array of business services provided by HKTDC. HKTDC will impart value additions such as providing marketing opportunities, business matching services, market intelligence and SME development programmes that help Nepal's businesses take the next step towards international business opportunities.

It gave an overview of the 'Belt and Road Initiative' which will provide connectivity via infrastructure, industrial co-operation, financial integration etc. along the Belt and Road countries and hence strongly connect these countries from East to West

The seminar saw Mr. Peter Wong - HKTDC Regional Director, South East Asia & South Asia; Mr. Sunny Chau, HKTDC Director, Thailand & South Asia and Mr. Rajesh Bhagat, Consultant, South Asia, HKTDC, share insights on international trade opportunities and the practical assistance that HKTDC can offer to assist Nepali businessmen. HKTDC can add value by providing marketing opportunities, market intelligence and SME development programs that help Nepali businesses grasp international business opportunities.

The Nepal - Hong Kong bilateral trade has huge potential. Total bilateral trade between the two countries was US\$ 119 million (Jan-Jul 2017), a rise of 57.7% over 2016. Major imports from Hong Kong include electronics, watches, cosmetics and readymade garments while major exports from Nepal are woollen products, pashmina, carpets, handicrafts, mountain herbs (Yarchagumba), etc. This is a clear indication of the strong growing trade ties between the two economies.

**About the HKTDC**

Established in 1966, the Hong Kong Trade Development Council (HKTDC) is a statutory body dedicated to creating opportunities for Hong Kong's businesses. With more than 46 offices globally, including 13 on the Chinese mainland, the HKTDC promotes Hong Kong as a platform for doing business with China, Asia and the world. With 50 years of experience, the HKTDC organizes international exhibitions, conferences and business missions to provide companies, particularly SMEs, with business opportunities on the mainland and in international markets, while providing business insights and information via trade publications, research reports and digital channels including the media room.

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