



## Hong Kong Trade Development Council

The Trade Development Council (HKTDC) is the statutory organisation promoting Hong Kong's external trade in goods and services. Our mission is to grow Hong Kong's business in international trade and increase the critical mass of international firms using Hong Kong's trade platform.

We create opportunities for Hong Kong-based businesses and their international partners, most of which are small and medium-sized enterprises (SMEs). We facilitate them through marketing activities, business matching, market intelligence and SME development programmes. Many of our services are free.

### **HKTDC provides three marketplaces:**

- physical marketplace, the Hong Kong Convention and Exhibition Centre, where we organise many of Asia's leading trade fairs
- A cyber marketplace, through our Internet portal, [tdctrade.com](http://tdctrade.com)
- An ideas marketplace, where SMEs from around the world network and energise each other at our international conferences

### **We offer practical services and business promotion activities, including:**

- **Business Matching** to connect Hong Kong firms with international partners and international firms with Hong Kong partners
- International **trade fairs** in Hong Kong that attract growing numbers of buyers including those from the Chinese mainland and have many international pavilions
- **Sourcing guides**, mailed direct to Hong Kong's customers around the world and available online at [hkenterprise.com](http://hkenterprise.com)
- **Market intelligence**, especially for China, on [tdctrade.com](http://tdctrade.com)
- **Networking opportunities** among entrepreneurs from around the world including those who belong to Hong Kong Business Associations

We promote a positive image of Hong Kong as a platform and partner for international businesses. HKTDC supports bilateral committees with Hong Kong's major economic partners and a global network of Hong Kong Business Associations. We also produce Hong Kong Trader, an e-newsletter highlighting Hong Kong business opportunities to more than 300,000 recipients around the world each month.

### **HKTDC - Fast Facts**

- Established by ordinance in 1966
- Over 40 offices around the world
- Organises more than 300 events around the world annually
- Handles some five million trade enquiries in a year
- Has a database of 100,000 Hong Kong manufacturers, suppliers, traders, buyers and service providers; 140,000 mainland contacts and 380,000 from overseas.
- Organises 19 international trade shows at the Hong Kong Convention and Exhibition Centre each year. In 2002/03, these attracted more than 14,000 exhibitors and 320,000 buyers. Nearly half of the latter were from overseas and the mainland
- Publishes 15 Hong Kong sourcing catalogues - distributed globally - plus [hkenterprise.com](http://hkenterprise.com), a one-window marketplace on [tdctrade.com](http://tdctrade.com)
- Produces more than 100 market and research reports annually
- Receives or assists about 500 inward trade missions each year

Website: [www.tdctrade.com](http://www.tdctrade.com)