

# Doing business in Hong Kong



## Are you a member of a UK company wishing to export overseas?

## Interested in entering or expanding your activity in the Hong Kong market? Then this guide is for you!

The main objective of this **Doing Business Guide** is to provide you with basic knowledge about Hong Kong; an overview of its economy, business culture, potential opportunities and an introduction to other relevant issues. Novice exporters, in particular will find it a useful starting point.

Further assistance is available from the UKTI team in Hong Kong. Full contact details are available at the end of this guide.

### Important Information - Sanctions and Embargoes

Some countries may be subject to export restrictions due to sanctions and embargoes placed on them by the UN or EU. Exporting companies are responsible for checking that their goods can be exported and that they are using the correct licences.

Further information is available on the [Department for Business, Innovation & Skills \(BIS\)](#)

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## Content

Introduction	4
Preparing to Export to Hong Kong	9
How to do business in Hong Kong	10
Business Etiquette, Language and Culture	13
What are the challenges?	14
How to Invest in Hong Kong	15
Macao	16
Contacts	17
Resources/Useful Links	18

# Introduction

Hong Kong is an international city with a population of almost seven million. It is the world's 12<sup>th</sup> largest trading economy and one of Asia's leading financial and business centres. Its per capita Gross Domestic Product ranks 7<sup>th</sup> highest in the world. Hong Kong has been ranked as the world's freest economy in the Wall Street Journal and Heritage Foundation's Index of Economic Freedom for 15 consecutive years.

With one of the most open and business-friendly environments in the world, Hong Kong offers excellent opportunities for UK companies. Hong Kong is a major centre for British business in the region. In 2009, UK exports of goods to Hong Kong were valued at £3.51 billion, making Hong Kong the UK's 14<sup>th</sup> largest export market worldwide.

Not only is Hong Kong an attractive market in its own right and a springboard in to the Mainland China market, it is also an ideal base for regional operations. Hong Kong is situated in a central position in East Asia, with half the world's population within a 5 hour flying time.

## Strengths of the market

- An easy place to do business: strong rule of law; open, transparent Government and free flow of information
- English is one of the official languages and widely used in the business world
- Springboard to Mainland China and the wider Asia Pacific region
- Second biggest market in Asia Pacific for UK exports (as of November 2009)
- The world's most service oriented economy (services account for over 90% of GDP)
- The world's busiest airport for international cargoes and the world's third busiest container port

## Opportunities in Hong Kong

Opportunities exist for UK companies in many business sectors in Hong Kong, ranging from construction to consumer goods, education and training to advanced engineering. You can find further details of opportunities specific sector based opportunities on the UK Trade & Investment Hong Kong pages.

Under the Hong Kong Government's economic stimulus plan, public sector capital spend is estimated to reach £22 billion over the next six years. Infrastructure projects include the massive West Kowloon Cultural District (WKCD) project; a new cruise terminal and other developments at the former Kai Tak Airport site; and construction of a Hong Kong-Zhuhai-Macao Bridge. Building a greener city, improving the quality of urban space, harbour front enhancement and heritage adaptation are also high on the agenda. These projects offer solid opportunities not just to UK firms in the construction sector, but also to those in creative industries, leisure and tourism and environmental services.

## Hong Kong as a Springboard for Growth into Mainland China

Whilst the size and growth rate of the Mainland China market offers excellent opportunities for UK businesses looking to internationalise, approaching this market directly can be a daunting prospect. As a major services centre and gateway into China, Hong Kong is an attractive indirect route, offering the significant advantages of:

- Easy Access - the Closer Economic Partnership Agreement (CEPA) between China and Hong Kong gives Hong Kong preferential access to China's markets. UK can, in certain cases, take advantage of this.
- Similar Business Systems - With similar legal and international business support services, excellent communication infrastructure, and English as the business language, doing business in Hong Kong is very similar to doing business in the UK.
- Intellectual Property Protection - IPR laws in Hong Kong are based on UK law and their enforcement is more attractive for companies with high-value intellectual property.
- Proximity - The Pearl River Delta (PRD), one of the key economic regions of China often cited as "the workshop of the world", is easily accessible by excellent rail, road and air transport links.
- Knowledge - Hong Kong agents and distributors with their existing business links, extensive experience, common language and culture are excellent partners for UK firms wanting to access China.

### **Hong Kong as a Regional Hub**

Not only is Hong Kong an attractive market in its own right and a springboard into the Mainland market, it is also a business hub for the Asia Pacific region. Hong Kong is situated in a central position in East Asia, with half the world's population within a 5 hour flying time. Hong Kong offers a level playing field to business with an accountable government, well-established rule of law, robust protection of IPR, a well-regulated banking system and free flow of people, ideas and information. It has a familiar business environment in line with international business practices. All this makes Hong Kong an ideal base for international companies to establish their regional operations. As at 2 June 2008, there were 3,882 regional headquarters (RHQs) and regional offices (ROs) in Hong Kong representing their parent companies located outside Hong Kong, a 21% increase from five years previously. Approximately 119 British companies have regional headquarters in Hong Kong, while another 234 have regional offices.

### **Trade between the UK and Hong Kong**

In 2009, UK export of goods to Hong Kong were valued at £3.51 billion, a 1.2% increase on the previous year. Hong Kong was the UK's 14th largest export market in 2009, representing 1.5% of total UK exports. Hong Kong is the UK's second largest export market in Asia Pacific, behind Mainland China. Around 15% of UK exports to Hong Kong are re-exported to Mainland China.

The largest categories of UK exports to Hong Kong in 2009 were power generating machinery and equipment and miscellaneous manufactured articles. Other major exports include telecommunications and sound recording equipment, electrical machinery, appliances and parts, and non-ferrous metal.

Hong Kong is the UK's 11th largest import market. UK imports from Hong Kong represent 2.3% of total imports and 11.7% of imports from Asia Pacific.

In 2008, UK exports of goods to Hong Kong were valued at £3.47 billion and export of services at £2.12 billion. UK Import of goods from Hong Kong amounted to £7.66 billion in the same period, and import of services £1.05 billion, giving total bilateral trade in 2008 of £14.3 billion.

### **Economic Overview**

Hong Kong has the 40th biggest economy in the world (bigger than Israel, New Zealand and Singapore) and is home to just over 7 million people. GDP per capita in 2008 was around US\$30,000. The economy grew at an average rate of nearly 6% between 2005 - 2008. Following

the financial crisis, the economy went into recession in 2009, from which it has now emerged. The IMF estimates that growth will recover to 5% in 2010.

Hong Kong has a free market, open economy. Its currency, the Hong Kong Dollar has been pegged to the US dollar for over 20 years.

Hong Kong's economy is separate from that of Mainland China. It has its own currency, legal system and taxation. However, Hong Kong's economy is becoming increasingly connected with Mainland China's through the Closer Economic Partnership Agreement (CEPA). CEPA's aim is to liberalise markets for goods and services between Hong Kong and China.

The Hong Kong economy has been transformed over the past two decades, with much of its manufacturing moving into the neighbouring Pearl River Delta (PRD) region of southern China. The services sector now accounts for over 90% of Hong Kong's GDP.

The four traditional pillars of the economy are:

- Trade & Logistics - Many companies base their high-value operations such as management and logistics in Hong Kong and their manufacturing in the Pearl River Delta.
- Financial Services - There are nearly 200 banks operating in Hong Kong, including 68 of the world's top 100. With a free flow of capital and no exchange control, these banks provide a wide array of services.
- Tourism - A major destination for leisure and business tourism, Hong Kong attracted over 29.5 million in 2008 producing a total revenue of nearly £12.4 billion.
- Professional Services - The high concentration of multinational corporations in Hong Kong has led to the development of a sophisticated network of professional services that support these companies to do business.

However, the Hong Kong Government is promoting six new pillars of the economy:

- Medical services
- Educational services
- Testing and certification
- Innovation and technology
- Creative industries
- Environmental technology

## Population

Hong Kong's population was approximately 7.01 million in 2009, with a labour force of 3.71 million. Hong Kong is one of the most densely populated areas in the world, with an overall density of some 6,250 people per square kilometre. Life expectancy in Hong Kong is one of the highest in the world with males expected to live 79.4 years and females 85.5 years. The birth rate (0.742) however is one of the lowest in the world. Hong Kong has an ageing population with 18.8% under the age of 20 and 33.0% over 50 (2009 estimates). The median age has risen from 34 in 1996 to 39 in 2006. It is predicted that 27 percent of Hong Kong's population will reach the age of 65 or above in the 2030s.

The gender ratio has fallen from 1,000 men per 1,000 women in 1996, to 911 men per 1,000 women in 2006. The proportion of never-married people among the male population of age 15 and over dropped from 34.2 percent in 1996 to 33.9 percent in 2001, but rose to 34.3 percent in 2006. There are less people getting married and people are getting married at an older age.

## Political Overview

Although Hong Kong became a Special Administrative Region (SAR) of China in 1997, under the principle of 'One Country, Two Systems' Hong Kong retains a high degree of autonomy from the rest of China, except in the areas of foreign affairs and defence.

The Joint Declaration, an international treaty agreed between Britain and China in 1984, and registered at the United Nations, lays down detailed and binding arrangements which guarantee that Hong Kong's way of life will remain unchanged, until at least 2047.

The Basic Law, which gives legal effect in China and Hong Kong to the provisions of the Joint Declaration came into force on 1 July 1997, is basically a "mini-constitution" for the Hong Kong SAR.

In practice the Basic Law means that Hong Kong will maintain until 2047, its own:  
System of government:

- Legal and judicial systems, administered by an independent judiciary, based on the use of common law
- Freely convertible currency linked to the US dollar
- Foreign currency reserves
- Copyright and patent system.
- Separate trade/customs territory
- Status as an economic entity, separate from the rest of China, participating as a full member in a number of International Organisations, including the WTO and APEC.

The political system established under the Basic Law envisions the Hong Kong SAR to practise "executive-led" government. The Chief Executive is the head of the SAR and he is responsible for implementing the Basic Law and the other laws of Hong Kong; determining government policies and issuing executive orders; nominating Principal Officials; appointing or removing judges and holders of public office in accordance with statutory procedures; and exercising other important powers and functions.

## Getting here and advice about your stay

### FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there.

For advice [please visit the FCO Travel section](#)

## Getting here

### By air

Hong Kong International Airport (HKIA) is Asia's busiest, and has around a dozen direct flights each day between London and Hong Kong. With links to 150 destinations worldwide, and around 40 in Mainland China, HKIA is well connected both globally and regionally. It is served by both premium airlines such as Cathay Pacific, the flag carrier of Hong Kong, as well as regional budget carriers, and is a transit hub for passengers connecting between flights to Europe, the Americas and Asia.

### At the airport

Passengers can normally complete disembarkation procedures and arrive in the city via the Airport Express train less than 90 minutes after landing. The journey on the train to the city

takes less than 25 minutes, and costs \$100 one way (approx £8). A taxi from the airport to the city takes around 40 minutes, depending on the time of day, and costs around \$300 (£24). You can withdraw Hong Kong dollars from ATMs at the airport.

## **Visas**

UK passport holders do not require a visa to enter Hong Kong as a visitor and will normally be allowed to stay for up to 6 months. As a visitor you may negotiate business and sign contracts, but cannot engage in any kind of employment.

## **Your stay**

### **Climate**

Summer in Hong Kong is usually hot and humid with a temperature of 31 to 32 C on average. However, most office buildings and restaurants set the air conditioning temperature at between 21C and 22C. Despite the heat outside, you may find that you need to carry a light jacket or shawl to wear inside! The temperature in winter can vary between 10C and 25C.

## Preparing to Export to Hong Kong

Most companies find that having a local business partner (such as an agent or distributor) is the most successful approach to start exporting successfully to Hong Kong. Licencing or franchising may also be viable options for some products and services. Throughout the process, personal relationships are considered very important, so a visit to Hong Kong early on is highly recommended. You may find that without visiting the market in person, you are unable to get very far in the process.

UKTI's team in Hong Kong can provide a range of services to British-based companies wishing to grow their business in the Hong Kong market. Our services include the provision of market information, validated lists of agents/potential partners, key market players or potential customers; establishing the interest of such contacts in working with the company; and arranging appointments. In addition, they can also organise events for you to meet contacts or promote a company and its products/services.

You can commission our Overseas Market Introduction Services to assist your company to enter or expand your business in Hong Kong. Under this service, the Embassy's Trade & Investment Advisers, who have wide local experience and knowledge, can identify business partners and provide the support and advice most relevant to your company's specific needs in the market.

To find out more about commissioning work, please contact your local UKTI office.  
See also: [www.ukti.gov.uk](http://www.ukti.gov.uk)

# How to do business in Hong Kong

## What companies should consider when doing business

Hong Kong offers opportunities to UK companies across many sectors. If you are considering trying to enter the Hong Kong market, your first step should be to undertake research into the likely demand for your goods / services. UKTI advisors are well placed to help with this and your local office can discuss this with you in more depth.

## Gateways/Locations – Key areas for business

Hong Kong's total land area is only 1,104 square kilometres (about 420 square miles) and the vast majority of businesses are located in the densely populated urban areas. The urban areas can all be reached within an hour or less of each other by public transport. Hong Kong's government and the most prestigious business offices are located on the northern edge of Hong Kong Island. Other major business areas are Kowloon, and the new town of Shatin in the New Territories.

## Market entry and start up Considerations

The most appropriate and effective way to enter the Hong Kong market for your company and its goods / services will depend on a variety of factors. Your local UKTI office can advise you on how to commission a tailored report for your specific needs.

## Customs and Regulations

Hong Kong Customs and Excise Department generally carries out inspections quickly and efficiently, and as a result goods are rarely held up on entry to Hong Kong. Hong Kong is a free port and goods are not subject to import duty with the exception of liquors (30% and above alcohol by volume), tobacco, hydrocarbon oil and methyl alcohol. If you are importing these items you will need to obtain an import and export licence from the Customs and Excise Department, and you will also need a removal permit should you wish to re-export them.

There are a number of goods which cannot be imported without a licence but are not subject to duty. These include pharmaceutical products and certain foodstuffs. The full list of these items can be found at [http://www.customs.gov.hk/cargo/licence\\_permit/licence\\_permit\\_e.html](http://www.customs.gov.hk/cargo/licence_permit/licence_permit_e.html)

## Legislation and Local Regulations

The legal framework in Hong Kong is very similar to that of the UK. Many of the lawyers operating here have been trained in the UK and almost all are fluent in English. You can find a full list of lawyers operating in Hong Kong and the areas they cover at [http://www.hklawsoc.org.hk/pub\\_e/lawfirmdirectory/](http://www.hklawsoc.org.hk/pub_e/lawfirmdirectory/)

## Local regulations

Some businesses require a license or registration to operate, including restaurants, bars, banks, travel agencies, law firms, and others. You can get a complete list of licenses required according to your type of business from the Business License Information Service of the Hong Kong Trade and Industry Department. [www.success.tid.gov.hk/tid/eng/blics/index.jsp](http://www.success.tid.gov.hk/tid/eng/blics/index.jsp)

## Taxes

Hong Kong has one of the lowest tax rates and simplest tax structures in the world. There are only three direct taxes – on profits, salaries and property, none of which exceed 17% and with multiple deductions. There is no VAT or sales tax. The Inland Revenue Department has clear instructions on how taxes should be computed and paid, and provides online tax filing for most individuals.

## Responding to Tenders

Government tenders are published in the local press and on the Government Gazette at <http://www.gld.gov.hk/cgi-bin/gld/egazette/index.cgi?lang=e&agree=0>

We review all tenders issued and publish those that we consider to offer opportunities for UK companies on the UKTI portal under the "Business Opportunities" section. Notifications of new opportunities are automatically sent to companies which have registered their interest under the relevant category.

The Government will not consider late tenders. This is a strict rule intended to prevent the possibility of corruption.

## Recruiting and Retaining Staffing

A large pool of highly educated talent is available in Hong Kong for local employment, many of whom have a high level of English. An increasing number are also fluent in Mandarin Chinese, helping you open the door to opportunities in Mainland China. Employment regulations are straightforward with details available from the Labour Department.

There are numerous recruitment agencies in Hong Kong, many of them local branches of well-known international companies. Another route for recruitment is to place an advert in the Saturday edition of the South China Morning Post.

It is not unusual in Hong Kong for staff to change jobs frequently and in times of economic boom it can be difficult to retain staff.

## Labelling and Packaging Regulations

### New Food Labelling Rules

New mandatory nutritional labelling regulations on pre-packaged foods will come into force on 1 July 2010. Food and formula consumed by children under the age of 36 months and food for special dietary uses are exempt. Deliveries made before the enforcement date are required to comply with these new regulations.

Pre-packaged foods must be labelled with mandatory nutritional information, including Core Nutrients, Energy, Carbohydrates, Protein, Total Fat, Saturated fat, Trans Fat, Sodium and Sugars. In addition if nutritional claims are made about the contents, these must comply with the regulations.

Details of the regulation are available at [http://www.cfs.gov.hk/english/food\\_leg/food\\_leg\\_nl\\_guidance.html](http://www.cfs.gov.hk/english/food_leg/food_leg_nl_guidance.html).

## Getting your Goods to the Market

Hong Kong has the world's busiest airport for international cargoes and the world's third busiest container port so it follows that air and sea are the main routes for goods entering Hong Kong. There are numerous shipping companies that can help with the logistics of getting your goods to Hong Kong.

## Intellectual Property Rights

The importance and need for protection of intellectual property (IP) has long been recognised in Hong Kong, and has been crucial in its development as an international trading centre. Hong Kong established its first trademark laws in 1873 – one of the world's oldest laws of this kind.

### The Intellectual Property System in Hong Kong

Based on the 'One Country Two Systems' principal, Hong Kong's laws and judicial system, including its regulations relating to IP, are independent from the Chinese system. Hong Kong's law is based on the Common Law system, and its IP system is similarly based on the UK's IP legislation. Hong Kong is also a member of the World Trade Organisation in its own right, thus bound by international agreements such as that on Trade-Related Aspects of Intellectual Property Rights (TRIPS). The IP laws of Hong Kong are therefore familiar to UK companies and comply with international standards.

The Hong Kong SAR Government has a dedicated Intellectual Property Department (IPD - [www.ipd.gov.hk](http://www.ipd.gov.hk)) to handle registrations and concerns. The Customs and Excise Department ([www.customs.gov.hk](http://www.customs.gov.hk)) is responsible for enforcement and conducts inspections at the border and investigations in the territory. Both departments work closely with their international counterparts to ensure the protection of international trade. The IPD provides electronic filing systems for all registrations. You may also search the respective databases online before filing to ensure acceptance of your application.

# Business Etiquette, Language and Culture

In general, the business culture in Hong Kong is quite similar to western culture and people in Hong Kong are sufficiently familiar with Western customs to be tolerant of cultural differences.

## Language

The official languages of Hong Kong are Chinese (Cantonese dialect) and English. English is widely spoken in the business world and in urban areas of Hong Kong. When getting a taxi, it can be useful to have the address written in Chinese to show the taxi driver, although most taxi drivers are familiar with the English names of popular destinations.

In many fields, sales and marketing material in English is sufficient, but in some cases, they may be advantages in having material prepared in Chinese. The UKTI team in Hong Kong can give advice on this on a case-by-case basis. The traditional form of written Chinese is used in Hong Kong (in the Mainland the simplified form is used). Any Chinese language materials you prepare for the Hong Kong market should use traditional Chinese - meaning any material prepared for the Mainland China market will not be suitable, and vice-versa.

In Chinese the (one syllable) surname comes first, followed by the given name (usually 2 syllables). Many people in Hong Kong also have a Western given name, which is used before the surname. You should address contacts either by their Western name, or by their surname (eg Mr Lam, Ms Wong). It is not common for women to change their name when they get married.

## Meetings and Presentations

Punctuality is considered important in Hong Kong. Being late will leave a poor impression with potential business partners which may affect future co-operation. If you are unavoidably late, give a call to apologise, let them know when to expect you and check that the meeting will still be able to go ahead.

The normal greeting in Hong Kong is a handshake, which you should repeat at the end of the meeting. It is appropriate to greet the most senior staff member first, if you know who they are, to recognise hierarchy.

Business cards are exchanged frequently, and you should bring adequate stocks of them. The exchange should be fairly formal: you should accept and offer cards with both hands and take a moment to read it carefully. This is a way of conveying respect. Some visitors have both Chinese and English printed on business cards to show commitment to the market, but this is not essential.

The dress code for meetings is similar to the UK. Business attire is appropriate for most business meetings.

## Negotiations

Face to face meetings and building up relationships is considered important in Hong Kong and contacts may wish to meet you several times to get to know you before concluding negotiations. This may include meeting for meals as well as formal meetings in offices.

The giving and receiving of gifts is viewed as a way to build up relationships with business partners and clients. It is not necessary to give expensive gifts as it is the act of giving that is more important.

## What are the challenges?

Being one of the easiest places in the world to do business, Hong Kong generally presents less challenges for UK companies than many overseas markets. Corruption is not common and is considered a serious crime in Hong Kong, with a dedicated bureau (Independent Commission Against Corruption - ICAC) set up to tackle corruption through enforcement, prevention and community education.

### Getting Paid - Terms of Payment

Most UK companies who do business in Hong Kong find that they receive payments smoothly and to agreed timescales. Any companies experiencing difficulties getting paid should get legal advice locally (see page 9 for details of how to obtain a list of local law firms).

For companies looking to open a bank account locally, most international firms operating in London will also have offices here, offering familiar service and a smooth transition. You should consider the wide range of options before choosing the most suitable for your business. Besides the branches of international institutions, there is also a multitude of local banks in Hong Kong. The banks can provide details on the documents necessary to open a company account.

## How to Invest in Hong Kong

According to Hong Kong Government figures, direct investment from the UK amounted to US\$17.2 billion as at the end of 2007. Several hundred UK companies have set up in Hong Kong, and the UK is one of the biggest European investors in Hong Kong. Hong Kong is Asia's 2<sup>nd</sup> largest, and the world's 7<sup>th</sup> largest, recipient of foreign direct investment.

Investing in Hong Kong is more straightforward than in many parts of the world. The process in Hong Kong to start a company is the same for a foreigner as it is for a local, and there is no restriction in nationality on the ownership or directorship of a company.

There are a few company structures you can choose from, all requiring an application for a Business Registration Certificate (BRC) from the Inland Revenue Department. These include setting up a representative office, a branch office or a private limited corporation.

To start a business or be employed you must obtain a visa, such as a work visa, an investment visa, a dependent visa, or one through the Capital Investment Visa Scheme. A local sponsor may be required for your application. You can obtain more information from the Immigration Department of Hong Kong or your nearest Chinese diplomatic office.

Real estate in Hong Kong is amongst the most expensive in the world and is likely to be one of your biggest operating costs. Serviced offices offering short terms leases, or a virtual offices that simply provide a mailing address and phone operator are other options. In terms of an online presence you can obtain a domain name in Hong Kong, through the Hong Kong Domain Name Registry [www.hkdnr.hk](http://www.hkdnr.hk).

### Financial Assistance

Invest Hong Kong ([www.investhk.gov.hk](http://www.investhk.gov.hk)) is a government body that supports overseas companies to set up in Hong Kong. The services are free of charge. Further information is on the website.

# Macao

## Introduction

The Macao Special Administrative Region (SAR) of the People's Republic of China exists under the same "One Country, Two Systems" principle as in Hong Kong. Like Hong Kong, Macao has a high degree of autonomy in all areas except from defence and foreign relations. Macao is the only place in Greater China where it is legal to operate a casino. Following the liberalisation of the Macao gambling industry in 2002, gambling and tourism have become the largest sectors of Macao's economy, accounting for approximately 80% of GDP.

The rapid expansion of the gaming sector enabled Macao to overtake Las Vegas in late 2006 in terms of gaming revenues, and it now has a higher gaming turnover than Las Vegas and Atlantic City combined.

Macao shares many of Hong Kong's business characteristics: it is an open economy and free port; it has a separate tariff regime and relatively low; the political environment is stable and the economic outlook is positive.

## Background Information

Macao's population (as of July 2009) is estimated at 560,000. It is a small region with an area of just 29.2 square kilometers. With the expansion of the gaming sector, the economy has been growing rapidly, with a 25% increase in 2007 and 13% increase in 2008. In 2008 GDP per capita was just over US\$39,000. UK exports to Macao are growing, although they represent less than 1% the size of our exports to Hong Kong - in 2009 UK exports to Macao were valued at £25.6 million, an increase of 18.5% on 2008. However, this does not include goods exported from the UK to Macao via Hong Kong.

Many UK companies have a presence in Macao, including: HSBC, Standard Chartered Bank, Cable & Wireless, Menzies, Ove Arup, FPD Savills, Knight Frank, NCC Education, Manchester United (superstore in the Venetian), Mace, Aedas, RMJM and Next.

## Opportunities in Macao

In parallel with the expansion of the gaming and tourism sectors, the construction and retail sectors in Macao have also experienced strong growth. The Venetian Macao, which opened in August 2007, is reportedly the second largest building in the world and received over 20 million visitors in its first year of operation.

There are plans to develop further integrated resorts as part of the Government's plan to replicate the Las Vegas strip on the Cotai Strip. However the global credit crunch, together with the Chinese Government placing restrictions on the frequency of visits by mainlanders, resulted in a number of resort projects facing delays in 2009. Prospects for 2010 appear brighter, in line with most of the rest of the world economy, so these resort projects are likely to start up again.

As well as construction and retail, other significant areas of opportunity for UK companies in Macao are in the education and training, transport, ICT and environment sectors.

## Contacts

If you have a specific export enquiry about the Hong Kong market which is not answered by the information on this report, you may contact:

### UK Trade & Investment Enquiry Service

Tel: +44 (0)20 7215 8000  
Fax: +44 (0)141 228 3693  
Email: [enquiries@ukti.gsi.gov.uk](mailto:enquiries@ukti.gsi.gov.uk)

### UK Trade & Investment, British Consulate-General Hong Kong

#### Caroline Sprod

Assistant Trade Commissioner  
1 Supreme Court Road, Hong Kong  
Telephone: +852 2901 3360  
Email address: [caroline.sprod@fco.gov.uk](mailto:caroline.sprod@fco.gov.uk) Web: [commercial@britishconsulate.org.hk](http://commercial@britishconsulate.org.hk)

### Others

British Chamber of Commerce:  
[www.britcham.com](http://www.britcham.com)

Hong Kong Trade Development Council (HKTDC)  
[www.tdctrade.com](http://www.tdctrade.com)

Macao Trade and Investment Promotion Institute (IPIM)  
[www.ipim.gov.mo](http://www.ipim.gov.mo)

British Business Association of Macao (BBAM)  
[www.britchammao.org](http://www.britchammao.org)

### Investing in Hong Kong:

InvestHK  
[www.investhk.gov.hk](http://www.investhk.gov.hk)

Companies Registry  
[www.cr.gov.hk](http://www.cr.gov.hk)

Inland Revenue Department  
[www.ird.gov.hk](http://www.ird.gov.hk)

Immigration Department  
[www.immd.gov.hk](http://www.immd.gov.hk)

List of Chinese missions overseas  
[www.fmprc.gov.cn/eng/wjb/zwjg/default.htm](http://www.fmprc.gov.cn/eng/wjb/zwjg/default.htm)

Labour Department  
[www.labour.gov.hk](http://www.labour.gov.hk)

Business License Information Service, Trade and Industry Department.  
[www.success.tid.gov.hk/tid/eng/blics/index.jsp](http://www.success.tid.gov.hk/tid/eng/blics/index.jsp)

Hong Kong Domain Name Registry  
[www.hkdnr.hk](http://www.hkdnr.hk)

## Resources/Useful Links

### Business Link: International Trade

Business Link's International Trade pages provide an overview of export basics including licensing, customs procedures, classifying and movement of goods, other regulatory information and export paperwork issues. It also introduces exporters to the UK Trade Tariff.

### Essential reading for exporters!

Find out more at:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.s=tl&r.lc=en&topicId=1079717544>

### Country Information:

#### BBC Website:

[http://news.bbc.co.uk/1/hi/country\\_profiles/default.stm](http://news.bbc.co.uk/1/hi/country_profiles/default.stm)

#### FCO Country Profile:

<http://www.fco.gov.uk/en/travel-and-living-abroad/travel-advice-by-country/country-profile/>

### Culture and communications:

CILT – National Centre for Languages - Regional Language Network in your area:

[http://www.cilt.org.uk/workplace/employer\\_support/in\\_your\\_area.aspx](http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx)

#### Kwintessential culture guides:

<http://www.kwintessential.co.uk/>

### Customs & Regulations:

HM Revenue & Customs: [www.hmrc.gov.uk](http://www.hmrc.gov.uk)

Import Controls and documentation (SITPRO): <http://www.sitpro.org.uk>

### Economic Information:

#### Economist:

<http://www.economist.com/countries/>

### Export Control

#### Export Control Organization:

<http://www.berr.gov.uk/whatwedo/europeandtrade/strategic-export-control/index.html/strategic-export-control/index.html>

### Export Finance and Insurance:

ECGD: <http://www.ecgd.gov.uk/>

### Intellectual Property

Intellectual Property Office: [www.ipo.gov.uk](http://www.ipo.gov.uk)

### Market Access

UK Trade & Investment [Doing business in Hong Kong](#)

**Market Access Database for Tariffs (for non-EU markets only):**

<http://mkaccdb.eu.int/mkaccdb2/indexPubli.htm>

**SOLVIT – Overcoming Trade Barriers (EU Markets only)**

[www.bis.gov.uk/EUMarketAccessUnit](http://www.bis.gov.uk/EUMarketAccessUnit)

### **Standard and Technical Regulations:**

**British Standards Institution (BSI):**

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

**National Physical Laboratory:** <http://www.npl.co.uk/>

**Intellectual Property:** <http://www.ipo.gov.uk/>

### **Trade Statistics:**

**National Statistics Information:** <http://www.statistics.gov.uk/hub/index.html>

**UK Trade Info:** <https://www.uktradeinfo.co.uk/>

### **Travel Advice:**

**FCO Travel:** <http://www.fco.gov.uk/en/travel-and-living-abroad/>

**NHS:** <http://www.nhs.uk/nhsengland/Healthcareabroad/>

**Travel health:** <http://www.travelhealth.co.uk/>

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