

# invest **HK** client profiles

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

## CANADA

Vision Critical is the world leader in community panels and interactive market research, serving over 600 global brands through offices across North America, Europe, Australia and now Asia. Its technology platforms help clients drive deeper customer engagement and is leading the changing climate in traditional market research.

**VISIONCRITICAL®**

Following strong interest and success with several Asian firms, it has opened its 11th office **Vision Critical (Hong Kong) Ltd** in Hong Kong to reflect its commitment to the region, its clients and partners. Just as social media has revolutionised the way people communicate and interact with one another, community panels are revolutionising the way market research can help clients understand, win, and retain customers. As a regional office, Hong Kong provides sales and client support functions for both Asian-based clients as well as multi-nationals that are expanding across the region.

Market Research Software and Services

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

Initiated in 2009 and registered as a business corporation in August 2011, **WORLDDiscoveries Asia Ltd** (WD Asia) is a subsidiary of WORLDDiscoveries®, the technology transfer and business development arm of Western University and its extensive research network based in London, Ontario, Canada.

**WORLDDISCOVERIES® | ASIA**

The company's mission is to become a worldwide leader in international technology transfer and industrialisation. With its headquarters located strategically in the Hong Kong Science Park and a team of four tech transfer professionals, WD Asia has set out to facilitate greater quality R&D collaborations between Canadian institutions and their Asian counterparts. WD Asia has successfully closed five licensing deals enabling Asian enterprises to further develop and commercialise Canadian technologies in the past two years. WD Asia opened a regional office in Nanjing, China and plans to launch additional offices in other Asia markets in the near future.

Technology Transfer

[www.worlddiscoveries.asia](http://www.worlddiscoveries.asia)

## CHINA

Guangzhou Vkan Certification & Testing Co Ltd (CVC), founded in 1958, is a third-party and impartial international institute for technical service. CVC is one of the testing, evaluation and inspection organisations with the highest technical level, largest service scope and most comprehensive capabilities in China and even in Asia. CVC has established many testing and service networks in Guangzhou, Jiaxing, Zhongshan, Foshan, Wuhan, Lanzhou, and Hainan province, etc.



Established in April 2010 and, located in Hong Kong Science Park, Shatin, **CVC (Hong Kong) Technology Service Co Ltd** is the Hong Kong branch dedicated to providing more convenient, faster and higher quality testing, evaluation and inspection services to the clients from Hong Kong and foreign countries. Core services include testing, evaluation and technical support for CCC, China Energy Label, HK Energy Label.

Product Testing, Evaluation and Inspection

[www.cvc.org.cn](http://www.cvc.org.cn)



**ICBC Credit Suisse Asset Management (International) Co Ltd** (ICBCCSI), a wholly-owned Hong Kong subsidiary of the ICBC Credit Suisse Asset Management Co Ltd (ICBCCS), was established on 11 July 2011. ICBCCSI is licensed to carry out Type 4 and Type 9 activities under the Securities and Futures Commission.

Regarding the provision of investment advisory services, ICBCCSI will follow its business development plans to establish professional research teams with overseas market insights in a gradual way, and make use of its overseas business locational advantages to develop research capabilities from Hong Kong, Asia Pacific region, new developing markets to the global markets with an aim to provide professional investment advisory services. Such services include the provision of investment advice services and investment opportunities recommendation. Regarding the provision of asset management services, ICBCCSI will follow the market demand to provide regulated asset management business, including discretionary accounts, private fund and authorised funds by the Securities and Futures Commission.

**Asset Management**

[www.icbccs.com.hk](http://www.icbccs.com.hk)

Established in 2004 in Shenzhen, China, Yassy Technology Co Ltd focuses on the design, manufacturing and marketing of LCD module, a highly sought-after item applied to mobile phones, GPS, MPF3/4, digital cameras, auto dials, medical display, electronic display, shipping, industrial equipment and office devices.

The company is dedicated to maintaining the highest level of creativity, quality and service delivery. Its Hong Kong office, with the backing of Yassy's manufacturing capacities, plays the role as a shop window and a marketing hub for the world. Their Hong Kong office **Million Rich (Hong Kong) Technology Ltd** started operation in January 2012. The company welcomes talks with any prospective strategic partners to work with them as product distributors or in other forms of cooperation.

**Manufacture of LCD Modules**

[www.yassy.com.cn](http://www.yassy.com.cn)



## FINLAND



**Peace of Mind Threat Management Company Ltd** has recently started operation in Hong Kong as an independent corporation to act as a regional hub to serve European clients in Asia. The company provides support to corporations and organisations in dealing with a variety of human resources and security issues related to harassment, stalking and other unwanted forms of human behavior. Its clients are mainly multinationals which have to deal with both external and internal issues related to problematic behaviour.

Employing a local professional, the company is supported by its broad variety of international specialists visiting the region. The company is looking to extend its services to other areas of Asia-Pacific as well as China, after it has reached a strong foothold in Hong Kong.

**Corporate Crisis and Threat Management Services**

[www.peaceofmind.hk](http://www.peaceofmind.hk)

## FRANCE



**VinoCacao Hong Kong Ltd** is the exclusive importer of the VinoCacao products in Hong Kong and Asia. VinoCacao products, which are created by the French Chocolatier Franck Maupouet, are Bordeaux wines and Cognac from France blended with dark chocolate. Combining the luxurious wine and chocolate, VinoCacao products are very unique and different from other competitors in Hong Kong.

The company decided to set up a business in Hong Kong to ride on the growing trend for wine consumption. Also, it is an ideal place for wine-related business as Hong Kong has removed all tax duties in wines since 2008 and is also a door to China. The company plans to hire more staff in its marketing and communications division, and is working with several restaurants, hotels and wine retailers in Hong Kong to organise charity events or wine tasting activities.

**Wine Imports and Distribution**

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

## GERMANY

Bachmann is an innovative manufacturer of state-of-the-art installation solutions for office and conference facilities. Its head office, Bachmann GMBH & Co KG, is an owner-managed mid-size company which employs more than 500 people worldwide. It produces and distributes value-added electrical components, IT power management solutions with a focus on energy management and energy efficiency, and electrical installation solutions for manufacturing and commercial buildings.

Established over 60 years ago, the company has developed dynamically and doubled its turnover in just three years. Key products include the highly innovative energy management solutions from the BlueNet® family, the multi-functional aluminum strip socket DESK 2 - winner of the Red Dot Design Award 2011 and iF design award 2012 - and LanLight®, the elegant and flexible supply solution for energy, media and light, which also won the Red Dot Design Award 2011. The company expanded the Hong Kong branch, **Bachmann Hong Kong Ltd**, last December with a new sales team and a software development team.

**System and IT Power Management Solutions**

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



**hybris**, a leading provider of multichannel commerce and communication software, has moved into its new premise in The Center building in Central, which is equipped with facilities to service the Hong Kong and Asia markets. The office serves as the company's regional headquarters for Asia and is staffed by sales, marketing and solution engineering professionals with committed growth plans throughout 2012. hybris is dedicated to providing customers in this market a world-class solution to power their local and international business requirements.

hybris' software is based on a single platform including managed and hosting services. Its clear vision on the need for coordination across channels throughout the customer lifecycle has resulted in an integrated, agile solution enabling businesses to communicate and sell across all channels – online and offline – in a consistent and effective way. Its customers which are retail and manufacturing brands include Li Ning, Media Markt, Benefit Cosmetics, P&G, Coca Cola Beverages, Levi's, Lufthansa, Nespresso, Nikon, Timberland and Toys'R'Us.

**Multichannel Commerce and e-commerce Software**

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



## INDIA

The India-based **HDFC Bank** has established its first complete overseas commercial branch in Hong Kong. The branch started operations on 18 October 2010, offering an array of products and services which include trade finance, loan, retail products, treasury services and remittances. The branch strives to build a long and mutually beneficial relationship with the local populace as well as the Indian community in Hong Kong.

The branch has been providing trade finance services to its Indian corporate customers doing business in the Asia-Pacific region. The retail customers also place their domestic Hong Kong dollars and US dollars savings with the branch. The bank lends to its corporate customers who raise funds overseas in the form of external commercial borrowings and foreign currency convertible bonds. Treasury products are also being sold to corporate clients and non-resident Indians (NRI).

**Banking**

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



We understand your world

**TravelBullz** is a B2B wholesale travel company which integrates the complete distribution value chain in travel vertical through its state of the art B2B wholesale online booking platform, while buying from the principal and servicing various distribution channel. The company was founded in August 2010, primarily to fill the void existing in "customers first" approach in the B2B segment of the travel industry.

The company distributes to over 2,000 agents in the Indian subcontinent, Middle East and some of the leading tour operators as its patrons and clients. The company's ability to obtain preferred rates and conditions while continuously educating suppliers on client needs, new products, and changing scenario is a cutting edge feature. With its vision to become a global wholesale company by the end of 2015, it has successfully planted its roots in southeast Asia (Thailand, Hong Kong and Malaysia) and the Middle East as its prime service markets in the first phase. The next phase will see the expansion of the customer base into other southeast Asian countries.

**Destination Management**

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



## ITALY

**Azimut Holding S.p.A.** (The Azimut Group), listed on the Milan Stock Exchange, has over 20 years of operation in Europe. The Azimut Group is Italy's largest independent asset manager, currently managing €17.7 billion for 160,000 clients.

In 2011, the Azimut Group started its Asian presence via An Zhong (AZ) Investment Management, which controls two local subsidiaries – one in Hong Kong and the other in Shanghai. They are active in the promotion, management and distribution of asset management products and investment advisory services. An Zhong (AZ) Investment Management Hong Kong is specifically designed to seeking clients amongst professional investors in Asia and offering investment solutions which focus on Chinese and overseas assets. The company employs a team of senior professionals. Some have been relocated from the Group's European headquarters and others, with a long and diversified experience in local and international markets, have been recruited locally, to provide the most comprehensive expertise and service to their clients.

Asset Management

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



## JAPAN

**NaRiDe Hong Kong Co Ltd** is the regional base for Nagoya Riken Dengu Co Ltd, not only for sourcing electronic components from its world-wide partners, but also manufacturing itself. Hong Kong is an ideal place to supervise the production, purchase the parts, and control the processing trade in Asian market. The office was opened on 2 April 2012 to develop the China market, with a plan to expand its administration staff.

NaRiDe provides custom-made electronic assembly and solutions with an aim to guide clients to reach their targets during their product development process.

Electronics

[www.nagoya-riken.co.jp](http://www.nagoya-riken.co.jp)



## LUXEMBOURG

**Vistra Fund Services** (VFS) is the fund administration and fund formation division of Vistra Group. Vistra is a leading global independent provider of fund and corporate services which has 22 offices in 18 jurisdictions.

VFS has highly qualified and experienced specialist fund service teams based in Jersey, Luxembourg and Hong Kong. The teams establish and administer a wide range of funds, and work with clients to deliver personalised services most suited to their requirements. VFS focuses on the administration and formation of alternative investment funds specialising in private equity funds, hedge funds, fund of hedge funds and property funds with complex or unusual investment policies and a variety of esoteric fund structures. Drawing on strong experience, VFS Hong Kong provides a full spectrum of fund administration services including fund formation, corporate and secretarial services for fund vehicles and subsidiaries, administration services as well as registrar and transfer agent services.

Fund Services

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



## NETHERLANDS

**Euramax Coated Products BV** is a premium coil coating company that supplies top-quality pre-coated aluminium for the architectural and transportation markets. Focusing on architecture, design and coating innovation, the company provides the widest range of coil finishings in the market, all of top European quality and with dedicated design in terms of colour and creativity.

The Hong Kong office was opened last year with an aim to expand its current customer base by setting the same high standards throughout the southeast Asian region. The company has four sales teams to help customers with dedication and fast responses.

**Manufacturing of Coil-coated Aluminium Coils and Sheets**

[www.euramax.eu](http://www.euramax.eu)



## SOUTH AFRICA

Established in November 2011, **Dionysus Collection Ltd** has recently commenced operation. It is proud to launch its wine distribution business in Hong Kong and looks to expand its business throughout the Asia Pacific region in the near future. As the exclusive distributor for the world-renowned Bottega Family Wines in Asia Pacific, Dionysus is focused on the quality and integrity of its wines, and delivering the best value and service to the customers. Its wines represent the finest of South Africa's De Capo Vineyards and Whalehaven Winery. Dionysus carries the elegant, award-winning Idiom collection, and its sister company, ESIA by Dionysus Collection, will provide Whalehaven wines as well as other more affordable great-tasting wines.

Favorable government policies and a sophisticated wine market make Hong Kong a natural choice for Dionysus' headquarters. The company sees a tremendous opportunity to establish South African wines in a market saturated with wines from other parts of the world. It will build its market base in Hong Kong and its own storage and distribution facility with offices in surrounding Asian countries in the future.

**Wine Trading and Distribution**

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

**Dionysus Collection**  
*life is too short for bad wine*

## SPAIN

**Net Craman** opened its Hong Kong office in January 2012, making it the first Spanish law firm with an office in this region. The decision to open in Hong Kong responds to the constant aim of improving its client services where they need it, reinforcing the company's strategy of offering continuous full legal services to its clients with interests in Asia. The Hong Kong office works closely with its offices in Guangzhou and Barcelona.

Since the signing of the double taxation agreement between Hong Kong and Spain, Net Craman sees the opportunities for Spanish companies to use Hong Kong as a gateway to develop their businesses in China and the entire Asian region.

**Legal Services**

[www.net-craman.com](http://www.net-craman.com)

**NET CRAMAN**  
ABOGADOS Y ASESORES FISCALES

## SWITZERLAND



VECO INVEST established its Asian regional headquarter **VECO INVEST (Asia) Ltd** in Hong Kong in 2010 with a local team of seasoned investment professionals to meet the needs of global clients. VECO INVEST is a well-established external asset manager in Lugano, Switzerland and is a member of the VECO Group. With 10 offices worldwide, it is one of the most well-respected trust, investment and family offices service providers in the canton of Ticino in Switzerland.

It provides independent and personalised asset management services, with detailed and diligent investment analysis to achieve the best risk-return optimisation for its clients. Transparency, liquidity, performance and risk are important considerations in its portfolio management. Leveraging Hong Kong's world financial hub status, VECO INVEST is dedicated to bringing the best practice to Asia and serving clients in Asia. VECO INVEST (Asia) has been granted a Type 9 license by the Securities and Futures Commission.

**Asset Management**

[www.vecoinvest.hk](http://www.vecoinvest.hk)

## UNITED ARAB EMIRATES



HIRING SOLUTIONS  
COMPANY

**Hiring Solutions Company** is a recognised leader in enterprise recruitment technology, enabling companies to reduce costs and time-to-hire while improving the overall quality of hires. It has built a strong reputation for developing employer brands, online candidate sourcing strategies as well as a complete automation of the hiring process from requisition to on-boarding based on its Sniperhire Recruitment Management System.

Hong Kong has been chosen as the base for the company's Asia Pacific regional headquarters because of its proximity and access to the Chinese market, excellent transportation links to the region in addition to the business opportunities available in the local market. The company is building the specialist consulting and technology team from its Asia Pacific headquarters in Hong Kong to support the growing customer base in the region and direct the company's future investment into research and development as well as additional office locations.

**Recruitment Technology and Consulting**

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

## UK



Started in 1980, **Leagas Delaney** is a privately owned, brand strategy, advertising and communications company, with offices in London, Hamburg, Milan, Prague, Shanghai, Tokyo and soon, Los Angeles. The Hong Kong office is Leagas Delaney's new Asia headquarters, and it works in tandem with the Shanghai and Tokyo offices to provide clients with seamless, high level marketing services in the Hong Kong, Chinese and Japanese markets.

Its approach is to involve a small team of highly experienced people, with expertise in brand strategy, corporate PR, research, creative expression and social media. Its advantages include insightful analysis, more precise strategy and creative expression. Working closely with clients through communications, planning and coordination, the company helps them formulate custom-made and long-term plans to build their brands. Its client relationship can span decades, some of which include Patek Philippe, Goodyear, Skoda, Timberland, United Nations Development Programme, the World Food Programme, Bollinger, Prudential, Toberone, Brother and Media Markt.

**Advertising, Marketing and Brand Building**

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

**Lightbody Ventures** is a UK-based premium bakery and confectionary manufacturer with a wide scale distribution in the UK, Europe, US and Asia. It is also the leading supplier of celebration cakes in the UK. In 2007, Lightbody and Finsbury Food Group Plc joined together based on the common business focus on innovation, quality and the premium end of the market.

In Hong Kong, it works with key global brands such as Disney, San-X, and Paul Frank along with a portfolio of leading international retailers and supermarkets. The company supplies its products to leading retail brands such as Circle K, 7/11, A.S Watson Group, Manning's and Wellcome.

**Food Manufacturing**

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



**Medicaid Ltd** is a new Hong Kong based start-up that provides innovative low cost medication adherence solutions. Medication adherence occurs when a patient takes the correct medication, in the correct quantity, at the correct time every day for the required number of days. The Medicaid "Helios" system provides a useful digital tool to the health care professional and a user-friendly device for the patient at the same time.

The system was researched, designed and developed in Hong Kong, thanks to the innovative and technical competence of the region. Medicaid also has an office in Europe and intends to expand globally. It is committed to reducing the human and economic costs that arise from poor adherence.

**Medication Adherence**

**Medicaid™**

**NYSE Liffe** is the global derivatives business of NYSE Euronext, the world's most diverse exchange group. In Europe, NYSE Liffe operates derivatives markets in Amsterdam, Brussels, Lisbon, London and Paris where approximately €1.8 trillion worth of derivatives business is traded daily from around the world, including futures and options on short-term interest rates, single stocks, indices, swaps, government bonds, commodities and currencies.

In addition to two established U.S. options exchanges (NYSE Arca Options and NYSE Amex Options), NYSE Liffe U.S. offers Eurodollar and Treasury futures contracts as well as derivatives on precious metals and MSCI indices. NYSE Liffe has a strong presence globally, with a rapidly growing customer base in Asia, where it provides products and services to customers in Greater China, India, Australia, Japan and Singapore, and across southeast Asia. The company has recently opened a new office in Hong Kong to support its activities in this region.

**Financial Services**

[www.nyse.com/liffe](http://www.nyse.com/liffe)



Hong Kong was a natural choice for Quartic Training's expansion into Asia, given its position as third largest world financial centre. Since February 2012, CFA® (Chartered Finance Analyst) education courses have been enthusiastically received by candidates looking for native English tuition, combined with a central teaching location. While CFA candidate numbers have remained high in Hong Kong, China has recently experienced spectacular growth in numbers, resulting in numerous enquiries for CFA training on the Mainland.

Established in Hong Kong in December 2011 and recently started its operation, **Quartic Training Hong Kong Ltd** is actively looking to expand into China and will grow its Hong Kong team.

**Financial Training Service**

[www.quartic-training.com.hk](http://www.quartic-training.com.hk)



## US

Listed in NASDAQ and based in Sunny Vale, USA, Infinera provides digital optical networking systems to telecommunications carriers worldwide. Infinera's systems are unique in their use of a breakthrough semiconductor technology: the industry's first photonic integrated circuit (PIC), which dramatically increases optical networking performance by putting hundreds of optical components onto a single chip smaller than a human fingernail, with 10 times the data rate of the lasers used in conventional optical systems.

Infinera's systems and PIC technology are designed to provide customers with simpler and more flexible engineering and operations, faster time-to-service, and the ability to rapidly deliver differentiated services without reengineering their optical infrastructure. Infinera's Hong Kong office, **Infinera Asia Ltd**, was opened last year. Other office locations include China, Japan, India and Singapore.

Information Technology

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

**Nardello & Co** is a recognised leader in the global investigative sector. With offices in New York, London, Miami, Washington DC, Milan and Hong Kong, the firm offers a broad range of services globally, including litigation support, due diligence, fraud investigation, business intelligence, asset tracing and FCPA and anti-corruption investigations.

The Hong Kong office is the hub of the firm's Asia practice and will bolster Nardello & Co's presence in China and throughout Asia where it has been providing an array of investigative and anti-corruption services to its global clientele since its founding in 2003. Ben Rowse is Head of the Asia practice and is joined by Shelley Shao as Director of Research for Asia. Led by former US federal prosecutors, Nardello & Co's experienced team provides timely, well-researched, ethically-obtained and vetted information that decision-makers rely upon to maximise opportunities, secure competitive advantages, resolve problems or avoid potentially reputation-damaging associations.

Corporate Investigative Services

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

For every Global 2000 company who views its supply chains as a strategic asset, **PrimeRevenue Inc** is dedicated to providing multi-bank supply chain finance (SCF) technology and services. The PrimeRevenue OpenSCi™ SCF platform and working capital advisory services provide organisations with the control and flexibility required to drive superior SCF results.

Opened in March 2012, the Hong Kong office is an addition to the one in Melbourne, Australia, that currently serves PrimeRevenue's expanding customer base in the Asia-Pacific region. Headquartered in Atlanta, Georgia, US, PrimeRevenue also has offices in London, Paris, Frankfurt and Prague, and operates some of the largest SCF programmes for customers around the globe. The Hong Kong office has administration, business development, sales and support staff in place serving existing customers and will look to expand as new clients are added in this region.

Financial Services

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

Established in Hong Kong in October 2011, **Q-Architecture (HK) Ltd** is the overseas subsidiary of Q-Architecture, an inter-disciplinary design firm based in San Francisco, California. Its principals are trained and certified in the areas of architecture, engineering, and landscape architecture – some of them with crossover practices. From small to extra large scale projects, its projects span many different cultures and terrains, using design as the solution and media as a communication tool.

Integrative design is becoming a trend in the process of designing buildings with a holistic approach solving architectural and engineering issues. Despite a well-founded LEED (Leadership in Energy and Environmental Design) system by the US Green Building Council (USGBC), there are pressing issues in connection with the conservation of natural resources around the world. The company believes building professionals must come up with more aggressive techniques over a larger infrastructure of territory in cities and towns.

Architecture, Engineering and Landscape Architecture

[www.que-arch.com](http://www.que-arch.com)

