

Setting up a CEPA Hong Kong Services Centre in Hangzhou Questionnaire

During a Yangtze River Delta delegation led by TDC in March, 2004, the Municipal Government of Hangzhou suggested the establishment of a CEPA Hong Kong Services Centre in Hangzhou, to assist and encourage Hong Kong service providers to further explore the markets in the region. This questionnaire aims to collect views from Hong Kong service providers regarding the establishment of this CEPA Hong Kong Services Centre in Hangzhou. Kindly refer to the attachment for an overview on the economic environment and business opportunities for Hong Kong service providers in Hangzhou.

Part A : Your business development in the mainland

1. Which business sector are you in ?

<input type="checkbox"/> Accounting <input type="checkbox"/> Advertising/ Marketing <input type="checkbox"/> Architecture / Engineering <input type="checkbox"/> Banking / Finance and Investment <input type="checkbox"/> Business Consultancy Services <input type="checkbox"/> Design <input type="checkbox"/> Education and Training <input type="checkbox"/> Entertainment	<input type="checkbox"/> Information Technology / Telecom <input type="checkbox"/> Legal <input type="checkbox"/> Real Estate Services <input type="checkbox"/> Logistics / Transportation <input type="checkbox"/> Exhibition and Convention <input type="checkbox"/> Manufacturing <input type="checkbox"/> Others : _____
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2. Where have you developed business in the mainland?

<input type="checkbox"/> Shanghai	<input type="checkbox"/> Beijing	<input type="checkbox"/> Guangdong Province
<input type="checkbox"/> Jiangsu Province	<input type="checkbox"/> Zhejiang Province	<input type="checkbox"/> Others : _____

3. Where are you planning to expand your business in the mainland? _____

4. Where have you set up offices in the mainland? _____

5. How are you operating your business in the mainland?

<input type="checkbox"/> Solely-owned	<input type="checkbox"/> Representative office	<input type="checkbox"/> No office in mainland at the moment
<input type="checkbox"/> Joint-venture	<input type="checkbox"/> Appointed agent	<input type="checkbox"/> Others: _____

Part B : Business prospect in Hangzhou

1. How do you find the business prospects in Hangzhou and in the Yangtze River Delta?

<input type="checkbox"/> Very good	<input type="checkbox"/> Good	<input type="checkbox"/> Not Good	<input type="checkbox"/> Not sure
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2. How important is setting up an office in Hangzhou to your business development in the mainland?

<input type="checkbox"/> Very Important	<input type="checkbox"/> Important	<input type="checkbox"/> Not Important	<input type="checkbox"/> Not sure
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3. If you do not have an office in Hangzhou, will you consider setting up one in the future?

<input type="checkbox"/> Yes	<input type="checkbox"/> No, please explain _____
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Part C: The CEPA Hong Kong Services Centre

The CEPA Hong Kong Services Centre being planned in Hangzhou will offer office space and central business support facilities for Hong Kong companies. With long or short-term leases, you can use the center to provide consultation services and to establish contacts with local customers.

1. Are you interested in developing your business in Hangzhou using the CEPA Hong Kong Services Centre?
 No, please explain: _____ Yes (Please answer 2)

2. In which way are you going to use the CEPA Hong Kong Services Centre to develop your business?
 Short-term lease, with a duration of:
 1 week 2 weeks 1 month 3 months Others: _____
Upon expiry of the lease, will you lease again (renew after certain period of time):
 Yes (expect to lease again after __ months) Maybe, depending on the business needs No
 Long-term lease, with a duration of:
 1 year 2 years Others: _____

3. Is 3-5 RMB per sqm a suitable rental per day?
 Yes No No strong view

4. Do you require any policies or assistance from the Hangzhou Government which are essential for starting up your business in Hangzhou?

(Use separate sheet if necessary)

Part D : Additional comments

(Use separate sheet if necessary)

Company Name: _____
Contact Person: _____
Tel. No. : _____
Fax. No. : _____
Address: _____

Please return questionnaire via fax to 2169 9083.
If you have any questions, please contact Miss Grace Yu at 2584 4493.
Thank you for your kind cooperation.

CONFIDENTIAL : This questionnaire will be used for internal reference only. Individual company information will not be divulged by the TDC.