

**“The 23rd Macao International Trade and Investment Fair”
and
“2018 Portuguese-speaking Countries Products and Services Exhibition
(Macao)”**

Press Conference

Macao Trade and Investment Promotion Institute
Sam Lei, Executive Director
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Distinguished Minister of Industry and Commerce of Mozambique Mr Ragendra de Sousa,

Distinguished Director of Hong Kong and Macao Affairs Office of the Department of Commerce of Fujian Province Mr Sun Jianjiang,

Dear members of the media:

Good afternoon! Thank you for your continued support for and attention to the "Macao International Trade and Investment Fair" (MIF) and the "Portuguese-speaking Countries Products and Services Exhibition" (PLPEX). The 23rd MIF and the 2018 PLPEX will be held at the Venetian Macao on the 18th to 20th of this month. I will briefly introduce the arrangements for the two exhibitions.

The 23rd MIF will continue featuring the theme “Co-operation – Key to Business Opportunities”, closely following the development of the Country’s “Belt and Road” Initiative, actively participating in the construction of the “Guangdong-Hong Kong-Macao Greater Bay Area”, while giving full play to Macao’s advantages of being a Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries.

This year’s exhibition covers an area of 24,000 square metres, with more than 1,500 booths and nearly 1,000 participating companies and institutions. More than 30 themed events such as forums and promotion conferences have been arranged for this year’s MIF.

This year, Mozambique and Fujian Province are invited as “partner country” and “partner province” of MIF. They will set up themed pavilions to showcase their local cultures and investment environments.

As the “partner country”, the Mozambican government will bring a delegation of nearly 90 people to Macao. The Mozambique Pavilion, built by the Agency for the Promotion of Investment and Exports of Mozambique, covers an area of 200 square meters with more than 14 Mozambican companies participating in the exhibition.

As the “partner province”, the Fujian Provincial People’s Government will bring a delegation of around 150 people to Macao. The Department of Commerce of Fujian Province will set up an exhibition area of about 400 square metres, with nearly 50 exhibitors.

At the same time, representatives of the political and commercial circles from Mozambique, Fujian Province and Macao will gather at the "Mozambique-Fujian-Macao Trade and Investment Forum" on the first day (18th) to present the opportunities arising from the policies of the three places and co-operation prospects to explore business opportunities.

It is worth mentioning that the “8th Asian Trade Promotion Forum (ATPF) Joint Exhibition" will be held concurrently with this year’s MIF, creating an occasion for the trade promotion agencies participating in the ATPF, including those from countries and regions along the Belt and Road, to gather together and seek collaboration opportunities. During this period, networking events for representatives of ATPF and business community from the Greater Bay Area and Macao will be held concurrently to provide an effective exchange and business matching platform.

As implementation of a number of agreements including the Agreement on Promoting Foreign Trade and Development via MICE Industry signed between the Macao Special Administrative Region Government and Congjiang County of Guizhou Province this May, this year's MIF will continue to set up the Guizhou Congjiang Pavilion to display a variety of special products from Congjiang County, such as agricultural products and handicrafts. On the 19th, the Congjiang County Investment Conference will be held to present some of the local key investment projects, such as cassava deep-processing, bamboo products deep-processing and ethnic tourism products, with a view to strengthening the support in poverty alleviation of Congjiang County through the MIF.

This year, special exhibition areas have been introduced at the MIF, such as the “Guangdong-Hong Kong-Macao Greater Bay Area Business Zone”, the “Youth Entrepreneurship Zone”, the “Featured Finance Zone”, and the “Smart Zone”. By embracing different economic elements, MIF is committed to promoting the moderate and diversified development of Macao’s economy.

Firstly, I would like to introduce the “Guangdong-Hong Kong-Macao Greater Bay Area Business Zone”. In an effort to promote regional co-operation and jointly explore the opportunities in the Greater Bay Area, the MIF has invited some of the associations/enterprises from Macao which provide services related to the Greater Bay Area, in addition to the Macao Trade and Investment Promotion Institute,

commercial entities from the nine cities in the Greater Bay Area and Hong Kong. They will introduce their services to local and overseas participating merchants, such as the facilitations provided by IPIM for making commercial registration in the Greater Bay Area, the Guangdong Pass, cross-border financial services, charter services for commercial registration and foreign capital commercial registration records, and necessary assistance and legal services for Macao residents who invest, work, study, or reside in Guangdong Province.

In addition, a number of forums and promotion events related to the Greater Bay Area will be held during the exhibition, including "The First Forum on MICE Cooperation between Cities in the Guangdong-Hong Kong-Macao Greater Bay Area – New Opportunities and Future for MICE Cooperation in the Greater Bay Area", the "Guangdong-Hong Kong-Macao Greater Bay Area Internet New Business Forum" and the "2018 Big Data Application in Greater Bay Smart-City: Systematic Formation of Food-safe Compliance and Best Practice Implementation".

Another highlight is the Youth Entrepreneurship Zone, which is joined by local exhibitors including Parafuturo de Macau Investment and Development, Topchain Group, and food promotion platform-IFood Macau, Aomi, Food4U and so on.

The Featured Finance Zone is also worthy of our attention. It will mainly display the potential of featured finance. Exhibitors include the Monetary Authority of Macao, relevant financial institutions in Macao, the China Diamond and Gem Exchange, Hengqin Financial Investment Group, and Uepay. And representatives of official institutions in charge of the financial services from the Greater Bay Area will also be present at the MIF.

The newly launched Smart Zone will be demonstrating some of the innovative services such as smart home, smart manufacturing, and smart lifestyle.

Furthermore, smart retail systems, intelligent robots, companies with smart cloud terminal platform, smart parking management systems, intelligent water supplies planning and smart payments will be exhibited.

This year's MIF continues the "Small and Medium Enterprises Exhibition". The number of booths in the "Macao SMEs Pavilion" is 115, which mainly showcases the brand products of "Made in Macao", "Macao Brand" and "Macao Enterprise Agency", including souvenirs, food, cultural and creative products, household products, electronic products, and crafts/ornaments and so on. At the same time, a total of 46 Taiwanese companies will participate in the "Taiwan Pavilion," exhibiting food, tea and daily necessities. Furthermore, electronic payment services will be introduced in the SME exhibition area this year. In addition to traditional payments

including credit cards, payment methods such as Macau Pass, M+Pay and Alipay will be available.

The 23rd MIF's three-day exhibition will see many domestic and overseas buyer groups and delegations to observe, purchase and look for collaboration opportunities. There is also a free business matching services on site, providing a perfect occasion for enterprisers, investors and entrepreneurs to look into the market trends, explore business opportunities and expand their markets.

As for the 2018 PLPEX, the exhibition area will increase to more than 6,000 square meters, and more than 250 booths will be set up to attract companies from 8 Portuguese-speaking countries and companies from Mainland China, Hong Kong, and Macao that provide products and services from Portuguese-speaking countries, including agricultural products, food, building materials, apparel, handicraft, tourism products, investment projects, information technology and so on. The main pavilions include: the Mozambique Enterprise Pavilion, Exhibition Zone for Portugal-China Young Entrepreneurs Association , Brazil Centre, China-Portuguese-speaking Countries E-Commerce Experience Hall, Portuguese-speaking Countries Fashion District, Exhibition Zone for Trade and Investment Promotion Agencies from Portuguese-speaking Countries, Exhibition Area for Companies Registered at the Economic & Trade Co-operation and Human Resources Portal between China and Portuguese-Speaking Countries, and Exhibition Zone for Commercial Associations from Portuguese-speaking Countries.

This year's PLPEX will roll out the "Brazil Unmanned Shop Experience Zone (Brazil Center)" to showcase Brazilian assorted products with an innovative retailing approach and promote Brazilian products through interactive experiences. The Zone will combine a series of publicity and promotional activities to seek Sino-Brazilian economic and trade co-operation and cultural exchanges. At the same time, the first "China-PSC E-commerce Experience Pavilion" and the "Portuguese-speaking Countries Cross-border E-Commerce Workshop" will be held to present the "cross-border e-commerce + new retail model", with a view to helping merchants from PSCs to enter the Mainland market through online platforms.

The first ever "Portuguese-speaking Countries Wine and Food Business Matchmaking Meeting" and the "Portuguese-speaking Countries Food Experience Zone" are set up at this year's MIF PLPEX. At the same time, the "China and Portuguese-speaking Countries SMEs Business Service Area," and other facilitations are available at the PLPEX to help Chinese and PSC companies in "bringing in investment" and "going global. During the exhibition, fashion shows, singing performances, and special handicrafts exhibitions from Portuguese-speaking countries, as well as many professional forums and seminars, including the "Young

Entrepreneurs Forum of China and Portuguese-speaking Countries”, will be held. These activities will be jointly exploring the collaboration opportunities derived from featured finance and the rapid growth of the Guangdong-Hong Kong-Macao Bay Area, assisting PSC exhibitors to grasp the golden chance of the Guangdong-Hong Kong-Macao Greater Bay Area, and advance the development of Macao’s featured finance industry.

During this year’s MIF and PLPEX, local and international merchants will inspect the Macao Youth Entrepreneur and Brand Incubation Centre and participate in community tours. After the exhibition, a multi-stop trip will be arranged for entrepreneurs from Portuguese-speaking countries and Macao to visit the cities in Guangdong Province, including Shenzhen and Zhongshan, to gain a deeper understanding of the development opportunities in the Guangdong-Hong Kong-Macao Greater Bay Area.

Here is the exhibition floor plan this year. On the left is the MIF, which covers the Guangdong-Hong Kong-Macao Greater Bay Area Business Zone, the Youth Entrepreneur Zone, the Featured Finance Zone and the Smart Zone. The green part on the right is PLPEX.

There is something I would like everybody to pay attention to, which is that the Macao Fashion Festival will be moved to the Florence Meeting Room this year as there is a stronger demand for the exhibition area . A number of brands will be showing their wonderful designs for the three consecutive days. Please join us there and enjoy our events.

This year, some of the conferences and forums will be staged in the Cabri Hall on the LG floor, in addition to those held in the Naples Hall and Sicily Hall on the first floor.

The MIF and PLPEX are open to trade visitors on 18 October, and to the general public from 19 to 20 October. There are free shuttle buses travelling between the exhibition venues, North District, Central District and Taipa.

Thank you for your support all along. I hope that friends in the media will continue to be part of the MIF and PLPEX and join us in making a better future for Macao’s economy! Thank you!