



Think **Asia**, Think **Hong Kong**

Hong Kong as an Effective Distribution Hub

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Business scope of Kampery



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Kampery Worldwide Business



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Distribution (China)

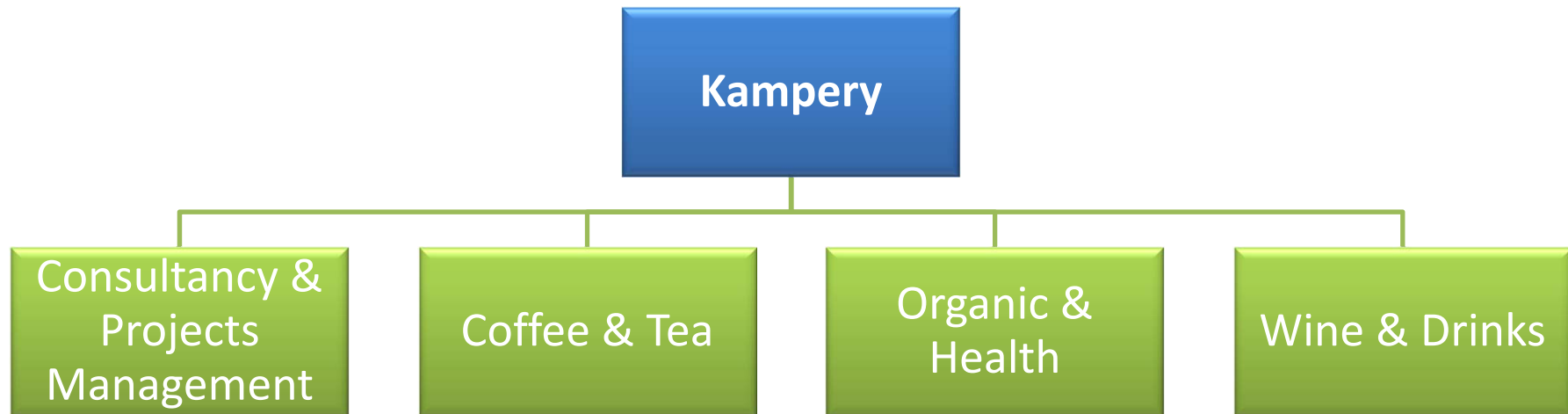
- More than **10,000 customers** in food services covering all China
- More than **2,500 points** of sales (supermarkets, department stores)
- HK as the **headquarter**, with branch offices in major cities in China
- More than **30 distributors** in China



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Kampery Brands and Products



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Green Dot Dot



- **Largest organic retail chain** in HK, with more than **40 outlets** , products selling in all the supermarkets in HK (1,600 points of sales)
- Have more than **1000 items** in the portfolio
- Import from more than **30 countries**
- Expansion to China, with **150 points of sales** in China and sales counters currently
- Product also **selling in** other countries (**US, Canada, Australia**)



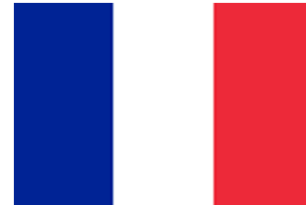
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Australia



New Zealand



France



Italy



Germany



Switzerland



Hungary



England



Malaysia



Taiwan



China



Sri Lanka



Vietnam



Japan



Canada



United States



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Kampery works closely with companies from different countries or Regions to:

- A. Open the markets in HK and China
- B. Manufacture (OEM) product for Kampery Group
- C. Give advice and consultancy services to companies of different origins
- D. Join into Kampery's marketing activities, e.g. exhibitions



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Partnership with McDonald's



- Since 1993
- Supply coffee and tea
- Co-develop the products to suit the taste of the Chinese (R&D)
- Work on food safety programs to ensure quality and safety
- McDonald's China now has grown to a FnB giant with more than 1,500 outlets



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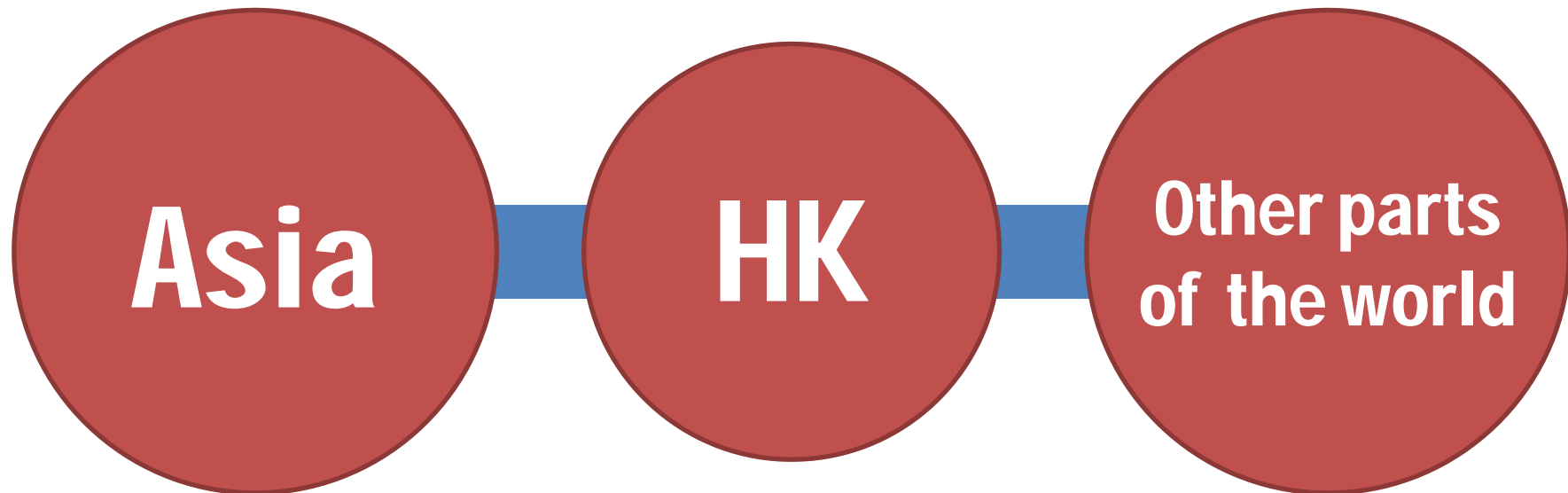
Tips and Strategies

- Identify where you would like to Invest in China
- HK companies have good knowledge to do China business
- Find a good partner who knows the market and investment policy
- If in the food sector, to enter the China market, one must know the food law and regulation
- Good distribution network is essential
- HK companies can act as a bridge to link Other countries with China



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Thank You !



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