

Fourth Meeting of the Economic and Employment Council

Agenda Item 6 : Promotion of Inward Investment

At the first EEC meeting held on 23 February 2004, members were briefed on the work of Invest Hong Kong (InvestHK) in promoting inward investment (EEC Paper 4/04). The purpose of this paper is to update members on the results and achievements of InvestHK in 2004, and the new initiatives in promoting inward investment.

Background

2. Established in July 2000, InvestHK is tasked to attract to and retain in Hong Kong economically and strategically important investment. Its strategic objectives are to –

- Increase the level of foreign direct investment from overseas countries and the Mainland of China in Hong Kong;
- Identify and attract companies from overseas and the Mainland to set up new or expand their existing operations in Hong Kong;
- Encourage the transfer of advanced technology and management expertise to Hong Kong;
- Promote the further development of Hong Kong, overseas and in the Mainland, as a regional and global service centre; and
- Develop investment promotion strategies for Hong Kong in the overseas and Mainland markets.

3. InvestHK pursues these objectives by providing information to potential foreign and Mainland investors, facilitating their setting up and expansion in Hong Kong, and providing aftercare services to them once established. This targeted approach is complemented by proactive marketing efforts e.g. sponsoring and/or participating in major international

business conferences, building media relationships, and undertaking advertising campaigns, etc to strengthen Hong Kong's global exposure with a view to generating more potential leads of foreign direct investment.

Development of InvestHK in 2004

4. As highlighted in EEC Paper 4/04, the Government has allocated additional resources of \$200 million to InvestHK to be expended over five years starting in 2003-04 in order to strengthen investment promotion efforts. InvestHK has made use of the additional resources to strengthen its establishment and representation as detailed below.

(a) Head Office teams

5. The current organisation chart of InvestHK's Head Office is at **Annex I**. Divisions 1 and 2 are responsible for attracting foreign direct investment in the nine priority sectors i.e. information technology, telecommunications, media and multimedia, technology, tourism and entertainment, business and professional services, financial services, trade-related services, and transportation. Division 3 takes care of investment projects which fall outside these priority sectors, investment projects from Mainland China and related investment promotion activities, the Investment Promotion Ambassador (IPA) Scheme and other corporate services, and departmental administration. With the injection of additional resources, all the sector teams, the China team and the Corporate Services team have been strengthened in terms of manpower, either through direct recruitment or internal re-deployment. Division 4, which was newly created by engaging an in-house consulting team, takes charge of marketing, research, public relations, information technology and knowledge management for the Department.

(b) External representation

6. In order to strengthen its overseas network, InvestHK has continued to increase the number of external representatives in major markets. In 2004, InvestHK has commissioned consulting companies in Chicago and Melbourne to attract inward investment from Mid-West US and Southern Australia respectively. Details of InvestHK's external representation are at

Annex II. Action is in hand to engage a consultant to conduct investment promotion in Israel. In addition, InvestHK is exploring the feasibility of engaging consultants in other markets with good prospect of inward investment.

Highlight of Activities

(a) Promotion of the Mainland and Hong Kong Closer Economic Partnership Arrangement (CEPA)

7. The implementation of CEPA has opened up new business opportunities in the Mainland for Hong Kong. It also enhances the attractiveness of Hong Kong to foreign investors, who may leverage on CEPA to gain greater access into the Mainland market through Hong Kong.

8. The benefits of CEPA have become an integral part of InvestHK's message to foreign investors, which have been mentioned in all speeches and presentations made by InvestHK staff. In addition, InvestHK has undertaken CEPA-specific events and produced publications to promote the arrangement.

(b) Joint overseas promotions with Mainland cities

9. Hong Kong has long been viewed as the natural gateway to the Mainland, in particular the Pearl River Delta (PRD). To promote this HK-PRD formula, InvestHK has conducted a series of joint promotions with PRD cities in overseas locations. This strategy has proved to be successful and all the joint seminars have received overwhelming response from foreign investors. In 2004, up to end October, InvestHK has organised eight joint seminars (including an on-line web-based one) and two more are scheduled before the end of the year. A list of the joint promotions is at **Annex III**.

(c) Promotional activities in the Mainland

10. With a view to strengthening the investment promotion services offered to Mainland enterprises, particularly in line with the Mainland's "going out" strategy, InvestHK operates three dedicated teams working at the Head Office to promote direct investment from Beijing/Tianjian, East China

(including Shanghai, Jiangsu and Zhejiang) and all other provinces in the Mainland. There is also a team of dedicated staff stationed in the HKSAR Government's Guangdong Economic and Trade Office to conduct investment promotion work in Guangdong Province.

11. InvestHK has been actively organising investment promotion seminars in the Mainland in the past year. The major objective is to introduce Hong Kong's investment environment and its competitive advantages to potential investors in the Mainland. In the first 10 months of 2004, InvestHK has organised 19 seminars in 13 cities in the Mainland (including Beijing, Shanghai, Guangzhou, Shenzhen, Wuxi, Qingdao, Chongqing, Chengdu, Zhuhai, Xiamen, Nanjing, Xian and Tianjin) and another six seminars have been scheduled in the remainder of the year. Details of these activities are at **Annex IV**.

(d) New initiatives in response to the investment facilitation policy of Mainland

12. The Ministry of Commerce (MOC) announced in early September 2004 a new investment facilitation policy for Mainland enterprises to invest in Hong Kong. In response, InvestHK has devised a series of tailored services for Mainland investors. The services include –

- InvestHK 800 Hotline: A toll free InvestHK hotline in the Mainland for handling enquiries from Mainland enterprises about investing in Hong Kong.
- InvestHK Service Centre: A rich database of resources for public access. Enquirers can visit the centre at InvestHK headquarters to collect relevant information about investing in Hong Kong. They can also talk to InvestHK's experts on more complicated questions.
- InvestHK Kit: An information kit, tailor-made for Mainland companies interested to establish or expand in Hong Kong, will be provided free of charge.
- InvestHK Step-by-step Guide: This is the first joint publication

produced by InvestHK and MOC. It describes in detail the procedures for obtaining relevant government approvals and documents required in the Mainland, and the steps for setting up a business in Hong Kong.

13. InvestHK will further strengthen its promotion efforts in respect of Mainland companies both in the Mainland itself and in Hong Kong. In the remainder of 2004 and during 2005, there will be a series of investment promotion roadshows targeting both the potential investors and relevant Mainland authorities in major provinces and cities in the Mainland. Besides, InvestHK has organised investment study missions to Hong Kong from enterprises in Shanghai, Guangdong, Fujian, Dongguan and Guangzhou, etc. Other delegations in the pipeline include those from Guangdong and North-East China.

(e) Investment Promotion Ambassador (IPA) Scheme

14. Since the IPA Scheme was launched in April 2003, InvestHK has been actively identifying suitable business leaders to serve as IPAs. So far, a total of 52 IPAs have been appointed. The appointees come from a wide spectrum of business sectors, and include both local and overseas business leaders. A full list of the IPAs is at **Annex V**.

15. A number of activities, both local and overseas, have been lined up successfully to ride on the support of the IPAs. These activities are more of public relations and promotional nature whereby the IPAs were invited to speak as “endorsers” in the various forums, such as private business gatherings, conferences/seminars and media interviews, on the strengths of Hong Kong as the best choice for direct investment and business location in the region. In 2004, seven such activities have been successfully held with the assistance of the IPAs.

Results

16. The following table shows the number of foreign/Mainland companies helped by InvestHK to establish or expand their business in Hong Kong, and the amount of capital invested and job opportunities created by these companies.

	<u>2000</u> (July –Dec)	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u> (Jan – Oct)
No. of projects completed*	35	99	117	142	186
Jobs created**	347	1,504	2,075	2,456	2,585
Investment amount** (\$ million)	506	3,500	1,360	2,493	4,462

* These represent companies assisted by InvestHK, and do not include companies set up in Hong Kong without the knowledge of InvestHK.

** As reported by the companies assisted by InvestHK themselves. Not all are willing to disclose the data.

17. Since its establishment in July 2000, InvestHK has helped some 580 foreign and Mainland companies to set up or expand their business in Hong Kong. These companies have brought in more than \$12 billion of capital and created some 9,000 jobs. With the various new initiatives supported by the additional resources, InvestHK is on course to achieve its target of 200 completed projects for 2004.

18. **Annex VI** shows the breakdown of InvestHK's completed projects by industry. Trade and related services and business and professional services are the most popular sectors for foreign investors, reflecting Hong Kong's advantageous position as the service hub in the region. The sectors showing strong growth potential are tourism and entertainment as well as transportation.

19. The geographical distribution of the completed projects is set out in **Annex VII**. Europe and USA continue to be the major sources of direct investment. It is noteworthy that the number of completed projects from the Mainland has shown significant growth in recent years. In fact, Mainland has overtaken Japan/Korea and become the third major source of investors after Europe and USA. It accounts for 18% of the completed projects in 2004 (January to October).

20. Foreign Direct Investment (FDI) in Hong Kong has been consistently strong in recent years. Based on statistics compiled by the Census & Statistics Department (C&SD), Hong Kong's inflow of FDI in 2003 was US\$13.6 billion. According to the World Investment Report 2004 published by the United Nations Conference on Trade and Development (UNCTAD), Hong Kong is the second largest recipient of FDI in Asia after China, and 11th in the world. Hong Kong was classified in the UNCTAD Report as a "front runner" economy, which means that Hong Kong out-performed its investment potential by attracting high FDI flows relative to its economic size.

21. Hong Kong is the chosen base for over 3,600 regional headquarters (RHQ) and regional offices (RO) representing companies from around the world. In the latest annual survey conducted by the C&SD in 2004, there were 1,098 RHQs, 2,511 ROs and 2,334 local offices (LOs) set up by foreign and Mainland companies in Hong Kong, an all-time high. The US has the largest number of RHQs here (256), followed by Japan (198) and Mainland China (106). The US tops the list of ROs (557), followed by Japan (515) and the UK (211). As regards LOs, Japan has the largest number (402), followed by the US (401) and Mainland China (373).

22. The survey shows that the top five important factors affecting the choice of setting up RHQ/ROs are free flow of information; low and simple tax system; corruption free government; absence of exchange controls; and communication, transport and other infrastructure. All these factors were regarded by over 60% of the surveyed companies to be favourable factors for Hong Kong as a location for regional operation. In fact, low and simple tax system was regarded as a favourable factor for Hong Kong by the largest proportion of companies (75%). Other factors with a large proportion of favourable rating for Hong Kong include free flow of information (73%); absence of exchange controls (72%); communication, transport and other infrastructure (71%); and free port status (69%). On the other hand, some factors directly affecting the operation costs were regarded by some companies as comparatively less favourable for Hong Kong, namely the costs and availability of residential and business accommodation.

Way Forward

23. The implementation of CEPA has greatly increased Hong Kong's attractiveness as an investment destination for foreign companies interested in the Mainland market. In fact, more than 20% of the companies assisted by InvestHK to set up or expand business in Hong Kong in 2004 have attributed CEPA as a contributing factor in making the investment decision. InvestHK will closely monitor the development of CEPA and promote it in overseas markets with a view to attracting more investors to establish in Hong Kong to enjoy the benefits.

24. InvestHK will also step up promotion of the Pan PRD concept by extending the joint promotion programme to other Mainland provinces e.g. Fujian. In addition, InvestHK is contemplating overseas joint promotion activities with provinces/cities outside the PRD. For example, InvestHK is actively discussing with Shanghai authorities about a possible joint promotion in early 2005.

25. The facilitation policy announced by the MOC will open up new opportunities for more Mainland companies to invest in Hong Kong. The dedicated teams in InvestHK will conduct more frequent visits to Mainland companies and organise more promotion activities in the Mainland. It is expected that the share of Mainland companies among InvestHK's completed projects will continue to grow in 2005.

26. The establishment of Division 4 has greatly enhanced the marketing capacity of InvestHK by strengthening its capability in market research and knowledge management. InvestHK has adopted a more systematic and integrated approach towards research. Apart from the annual perception audit, InvestHK is undertaking an in-country sector analysis to identify potential high-growth sectors in specific countries, and a global sector benchmarking study to assess Hong Kong's capabilities vis-à-vis external markets with regard to certain specific business areas. A new IT-enhanced platform is being developed for building up and maintaining a comprehensive database of market information.

27. InvestHK will spare no effort in its traditional activities. The sectors teams in Hong Kong, in collaboration with the overseas Investment Promotion Units and external consultants, will proactively approach target potential investors in foreign and Mainland markets to conduct investment promotion. In order to improve overseas coverage, InvestHK will appoint additional consultants to attract potential investors from markets which is currently not covered e.g. Israel. By stepping up its investment promotion efforts, InvestHK is actively considering setting a higher target number of completed project for 2005.

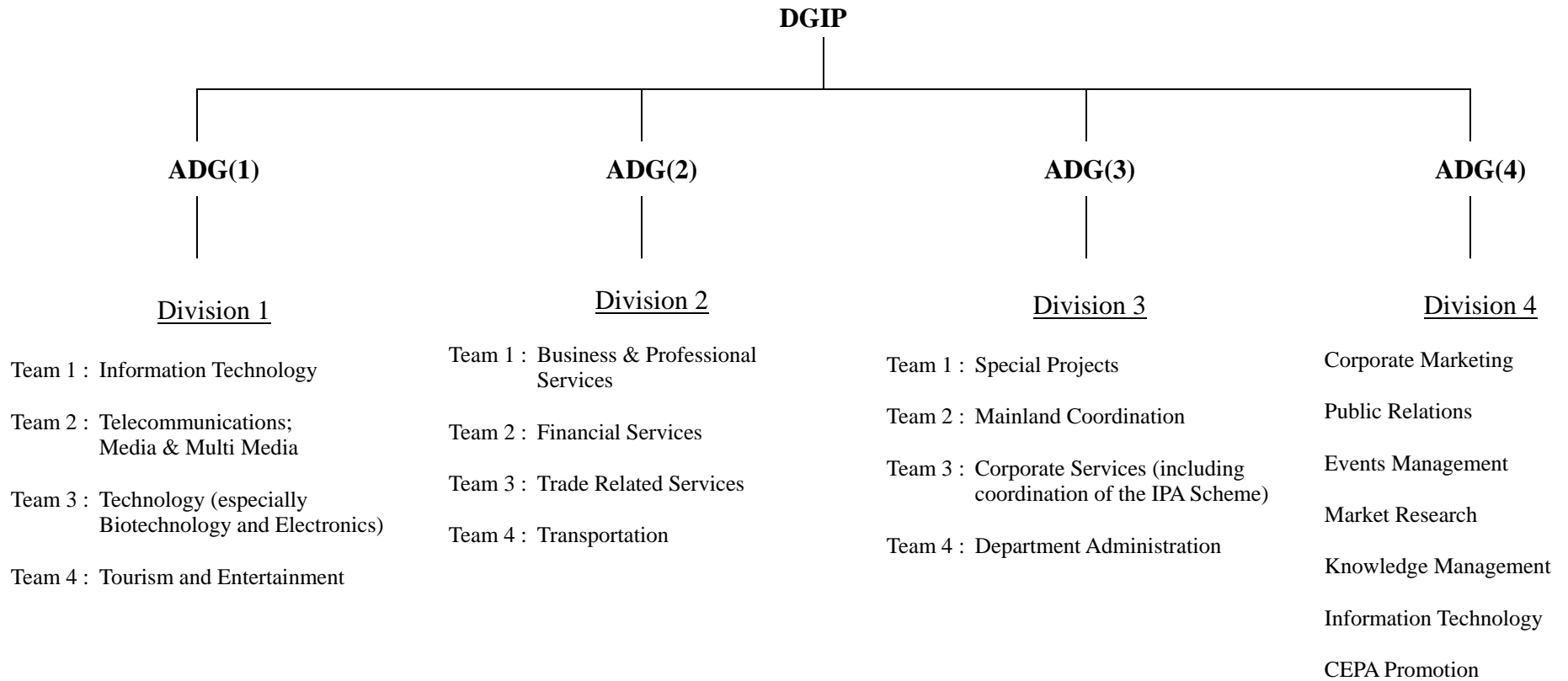
28. Sponsoring major business forums is an effective means to raise the awareness of Hong Kong among international investors. This has become one of the core activities in InvestHK's marketing efforts. A recent example is the Forbes Global CEO Forum held in September 2004, where InvestHK was the host sponsor of the event. The conference attracted over 350 senior executives from all over the world, and provided opportunities for InvestHK to introduce the advantages of Hong Kong as a destination for direct investment. InvestHK will continue to identify suitable events for sponsorship in 2005. Apart from serving as sponsor of major events, InvestHK will continue to organise business community programmes to foster a closer relationship with foreign and Mainland business communities already established in Hong Kong.

Advice Sought

29. Members are invited to note the progress of investment promotion work by InvestHK, and the results and achievements to date.

InvestHK
December 2004

Organisational Structure of InvestHK Head Office



InvestHK External Representation

North America

New York	Team of 3 based in ETO
San Francisco	Team of 3 based in ETO
Chicago	Consultant company
Canada	Consultant company

Europe

London	Team of 2 based in ETO
Brussels	Team of 2 based in ETO
France	Consultant company
Germany	Consultant company
Italy	Consultant company
Nordics	Consultant company

Asia/Australasia

Tokyo	Team of 2 based in ETO
India	Consultant company
Middle East	Consultant company
Singapore	Consultant company
Sydney	Individual consultant
Melbourne	Consultant company
Osaka	Consultant company

In addition, action is in hand to secure supplementary

Mainland

Guangzhou	Team of 3 based in ETO
Beijing/Tianjin	Team of 3 based in Hong Kong
Shanghai/Jiangsu/Zhejiang	Team of 3 based in Hong Kong
Rest of Mainland	Team of 5 based in Hong Kong

Overseas Joint Promotions with Mainland Provinces/Cities in 2004

<u>Date</u>	<u>Partner Province/City</u>	<u>Location</u>
29 April	Foshan	New York
25 May	Dongguan	Singapore
8 June	Guangzhou	Seoul
10 June	Shenzhen	Tokyo
29 June	Guangdong	on-line seminar
24 August	Shenzhen	Stockholm
26 October	Guangdong	London
28 October	Dongguan	Marseilles
22 November	Zhuhai	Mumbai
24 November	Zhuhai	New Dehli

Major Events organized by InvestHK in the Mainland in 2004

<u>Date</u>	<u>Events</u>	<u>Location</u>
7 - 10 January	CEPA for Hong Kong & Macau Promotion Week CEPA - 香港澳門(內地)推廣週	Beijing
15 - 18 January	CEPA for Hong Kong & Macau Promotion Week CEPA - 香港澳門(內地)推廣週	Shanghai
11 - 14 February	CEPA for Hong Kong & Macau Promotion Week CEPA - 香港澳門(內地)推廣週	Guangzhou
31 March	“Experience Sharing” Seminar at Guangdong Economic Trade Office 香港投資環境考察團企業回粵後到駐粵辦進行心得交流會	Guangzhou
1 April	Seminar on “Hong Kong – Gateway for Wuxi Private Enterprises to the World” “無錫民營企業走進香港”研討會	Wuxi
6 April	Hong Kong Investment Environment Seminar “CEPA - 內地企業走向香港和世界的橋樑”研討會	Shenzhen
15 April	Hong Kong Investment Environment Seminar 香港投資環境和上市規例介紹會	Guangzhou
15 April	Hong Kong Investment Environment Seminar 香港投資環境介紹會	Qingdao
21 May	Shanghai Information Technology Enterprises – Seminar on Business Opportunities and Investment Environment in Hong Kong “上海資訊科技企業 - 香港商機及融資”研討會	Shanghai

<u>Date</u>	<u>Events</u>	<u>Location</u>
22 May	Seminar on Investment Environment and Financing in Hong Kong for Mainland High Tech Enterprises 北京高科技企業 - 香港商機及融資研討會	Beijing
27 May	Hong Kong Investment Environment Seminar 香港投資環境研討會	Chongqing
28 May	Hong Kong Investment Environment Seminar 香港投資環境研討會	Chengdu
13 August	Hong Kong Investment Environment Seminar “香港貿易市場和營商環境”介紹會	Zhuhai
9 September	The 8th CIFIT – “Hong Kong – Your Financial Services Platform to International Markets” seminar 第八屆中國投資貿易洽談會 - “善用香港金融服務業優勢助您邁向國際市場”介紹會	Xiamen
15 September	“Experience Sharing” Seminar at Guangdong Economic & Trade Office 香港投資環境考察團企業回粵後到駐粵辦進行心得交流會	Guangzhou
19 September	2004 Nanjing Golden Autumn Economic & Trade Fair – Hong Kong Investment Environment Seminar 2004 南京金秋經貿洽談會 - 香港投資環境推介會	Nanjing
22 September	2004 Wuxi Taihu Expo - Hong Kong Investment Environment Seminar 2004 無錫太湖博覽會 - 香港投資環境推介會	Wuxi
23 September	Investment promotion tour in Xian 西安投資考察團	Xian

<u>Date</u>	<u>Events</u>	<u>Location</u>
28 October	Tianjin-HK Week Hong Kong Investment Environment Seminar 天津-香港周 香港投資環境介紹會	Tianjin
15 November	Meeting with Jiangsu DOFTEC promoting one stop services 江蘇省外經貿廳交流會，推廣“一站通”	Nanjing
15 December	Meeting with Shanghai COFTEC promoting one stop services 上海市外經貿委交流會，推廣“一站通”	Shanghai
16 December	Meeting with Zhejiang DOFTEC promoting one stop services 浙江省外經貿廳交流會，推廣“一站通”	Hangzhou
17 December	Hong Kong Investment Environment Seminar 香港投資環境研討會	Shenzhen
November / December	Luncheon seminar for Shanghai private enterprises 上海民營企業午餐研討會	Shanghai
November / December	Hong Kong Investment Environment Seminar 香港投資環境研討會	Hebei

Investment Promotion Ambassador Scheme**Member List**

Mr Robert Ernest Adams	羅安達	Chief Operating Officer, Li & Fung Limited
Mr M. Arunachalam	夏雅倫	Chairman, A.R. International Ltd
Mr Didier Balme *	鮑文德	Head of Coverage & Territories International BNP Paribas
Mr Nicholas Brooke, BBS, JP	蒲祿祺	Chairman, Professional Property Services Limited
Mr Marshall H Byres	白敏詩	Chief Operating Officer, Managing Director – Area Integration, Ernst & Young
Mr The Hon Bernard Chan	陳智思	Executive Director, Asia Financial Group
Mr Ronnie Chan	陳啓宗	Chairman, Hang Lung Group
Mr Philip Chen	陳南祿	Director & Chief Operating Officer, Cathay Pacific Airways Ltd
Mr Christopher Cheng, OBE, JP	鄭維志	Chairman, Wing Tai Corporation Ltd
Mr Vincent Cheng, OBE	鄭海泉	Vice-Chairman & Chief Executive, Hang Seng Bank
Dr Raymond Chien, GBS, JP	錢果豐	Executive Chairman, chinadotcom corporation
Mr Po Chung	鍾普洋	Chairman emeritus, DHL International HK Ltd
Mr David Cunningham Jr	簡力行	President, Asia Pacific FedEx Express
Mr Mervyn Davies *	戴維思	Group Chief Executive, Standard Chartered Bank
Ms Janet De Silva	薛珍納	CEO, Sun Life Financial (HK) Limited
Mr David Eldon, JP	艾爾敦	Chairman, Hongkong & Shanghai Banking Corporation
Ms JoAnn Patrick Ezzell*		Chairman, GSBI Foundation, Inc.
Mr Canning Fok	霍建寧	Group Managing Director, Hutchison Whampoa Ltd
Dr Victor Fung	馮國經	Chairman, Li & Fung Distribution Group
Dr William Fung	馮國綸	Group Managing Director, Li & Fung Ltd
Dr Hari Harilela, GBS, OBE, JP	夏利萊	Chairman, Harilela Group
Mr James Hughes-Hallett	何禮泰	Chairman, Swire Pacific Ltd

Mr Jiro Ishii	石井次郎	President & CEO, L.G. Techno Centre
Mr Alan Johnson	莊信	Chairman, The Australian Chamber of Commerce in HK
Mr Bill Kong	江志強	Executive Director, Edko Films Ltd
Mr Fumiya Kokubu	國分文也	Chairman & Managing Director Marubeni Hong Kong & South China Ltd
Mr Jurgen Kracht	葛友勤	Managing Director, Fiducia Management Consultants
Mr Leo Kung	孔令成	Director & Deputy Chief Manager, Chekiang First Bank
Mr Peter Lau	劉國權	Chairman, Giordano International Ltd
Mr Paul Lewis *		Chairman, PA Consulting Group
Dr Hon David Li, GBS, JP	李國寶	Chairman & Chief Executive, The Bank of East Asia
Mr Richard Li	李澤楷	Chairman, PCCW Ltd
Mr Victor Lo, GBS, JP	羅仲榮	Chairman & Chief Executive, Gold Peak Industries (Holdings) Ltd
Mr Norman Lyle	黎樂民	Group Finance Director, Jardine Matheson Group
Mr Patrick Ma	馬清鏗	Director & General Manager, Tai Sang Bank Ltd
Mr Steve Marcopoto	馬可寶	President & MD, Turner Broadcasting System Asia Pacific
Mr Bertrand Michaud	馬博鈞	Managing Director, Hermes Asia Pacific
Mr Robert Ng	黃志祥	Chairman, Sino Group
Mr Anthony Nightingale	黎定基	Director, Jardine Matheson Limited
Dr Henrik Prossdorf	華亨利	General Manager, Deutsche Telekom Asia
Mr Horst Julius Pudwill		Chairman & Chief Executive Officer, Techtronics Industries Ltd.
Mr Don Robinson	羅彬深	Group Managing Director, Hong Kong Disneyland
Mr Richard A Smith	司瑞哲	President, Eli Lilly Asian Operations Limited

Mr James Thompson	詹康信	Chairman, Crown Worldwide Holdings Ltd
Mr Andreas Wenté	文安德	President & CEO, Philips Electronic, Asia Pacific
Mr Rob Westerhof *	韋達浩	Retired CEO, Philips Electronic, North America Chairman, PSV Eindhoven
Dr Allan Wong, MBE, JP	黃子欣	Chairman, Vtech Holdings Ltd
Mr Peter Wong	王冬勝	Former CEO, Greater China, and Director, Standard Chartered Bank
Mr Peter Woo, GBS, JP	吳光正	Chairman, Wheelock & Co Ltd
Ms Marjorie Yang	楊敏德	Chairman & Chief Executive, Esquel Group
Mr Daniel Yu	余宏德	President, Greater China, Sun Microsystems
Mr Allan Zeman	盛志文	Chairman, Lan Kwai Fong Holdings Ltd

* **overseas IPA**

Completed Projects by InvestHK
Breakdown by Sector

Sector	2000*	2001	2002	2003	2004**
FS	2	9	12	15	18
BPS	4	7	15	15	24
IT	5	16	10	15	17
Tech	5	11	12	14	21
Tel	3	16	12	10	12
M&M	-	4	2	5	2
T&E	1	1	2	7	12
TRS	2	10	21	23	31
Tran	2	4	12	15	21
Others	11	21	19	23	28
Total	35	99	117	142	186

* July – December figures

** January – October figures

FS - Financial Services
 BPS - Business and Professional Services
 IT - Information Technology
 Tech - Technology
 Tel - Telecommunications
 M&M - Media & Multimedia
 T&E - Tourism and entertainment
 TRS - Trade related services
 Tran - Transportation

Completed Projects by InvestHK
Breakdown by Geographical Location

Region	2000*	2001	2002	2003	2004**
Europe	11 (31%)	30 (30%)	54 (46%)	37 (26%)	52 (28%)
USA	12 (34%)	36 (36%)	28 (24%)	35 (25%)	40 (22%)
Japan + Korea	7 (20%)	24 (24%)	12 (10%)	29 (20%)	32 (17%)
Mainland	0 (0%)	0 (0%)	6 (5%)	17 (12%)	33 (18%)
Australia + NZ	3 (9%)	2 (2%)	4 (3%)	6 (4%)	8 (4%)
Canada	2 (6%)	3 (3%)	5 (4%)	4 (3%)	5 (3%)
Rest of Asia	0 (0%)	4 (4%)	7 (6%)	12 (8%)	14 (8%)
Others	0 (0%)	0 (0%)	1 (1%)	2 (1%)	2 (1%)
Total	35	99	117	142	186

* July – December figures

** January – October figures

The figures in brackets denote the percentage share in the relevant column.

The percentage figures may not add up to 100 due to roundings.