

## Business In Hong Kong

Hong Kong offers excellent opportunities for UK companies. It is a major centre for British business in the region. In 2011, UK exports of goods to Hong Kong were valued at £5.1 Billion, up by 20% over 2010, making Hong Kong the UK's 3rd largest market in Asia (after mainland China and India) and our 13th largest export market worldwide. Not only is Hong Kong an attractive market in its own right and a springboard into the China market, it is also an ideal base for regional operations.

### Why Hong Kong?

---

Hong Kong has adopted a dual system for healthcare for its 7 million people in which services are provided by both the public and private health care sectors. Hong Kong's healthcare system is closely modelled on the UK's, and there are very close links between Hong Kong and UK administrators, clinicians and related professionals.

## Biotechnology and Pharmaceuticals sector in Hong Kong

### *Biotechnology*

Hong Kong is a good location from which biotechnology companies can access Southeast Asian markets. Its proximity to China also provides convenience to tap the vast resources of Chinese medicinal and herbal drugs for further refinery and commercialisation. Opportunities exist for R & D joint venturing in Hong Kong and with Hong Kong companies into Mainland China. Hong Kong is short of qualified scientific expertise to carry out the research, development and commercialisation activities (particularly the latter). The Hong Kong Special Administrative Regional Government (HKSARG) is keen to attract overseas-qualified scientists and companies to take part in the development of biotechnology in Hong Kong. There is funding in place for Biotech R&D research by the HKSAR Government. The Hong Kong Institute of Biotechnology (HKIB) was founded in June 1988 with the mission of promoting biotechnology industry in Hong Kong by performing downstream research and development and providing an incubator facility for commercialisation of locally generated biotechnology-based innovations. HKIB also invites opportunities to commercialise externally generated innovations in the Asia-Pacific region through strategic alliances.

The Hong Kong Science & Technology Parks Corporation (HKSTP) is a government statutory body established to foster technology innovation in a purpose built environment, by providing support services and high-tech facilities for product R&D, Incubation and Production. Biotechnology is one of the key focus and the other three sectors are electronics, information and telecommunications, and precision engineering. Phase 2 is the biotechnology centre at the park, which opened in September 2007. It focuses on biopharma clustering particularly in the areas of Regenerative Medicines, Chinese Medicine, Medical Devices & Diagnostics, Molecular Tools Reagents & Services and Therapeutics. There are approximately 210 companies and incubatees operating at HKSTP.

### *Pharmaceuticals*

Although pharmaceutical manufacturing in Hong Kong remains small-scale, it is currently the most profitable area among other biotechnology areas. Hong Kong has a good presence of international pharmaceutical companies particularly for the function of marketing and distributions as most of the international pharmaceutical companies have offices or regional offices in Hong Kong. Given the affluence of the society and its receptivity to the western culture, western medicines are widely taken in Hong Kong.

### Opportunities

---

- Care for the elderly and long-term care
- E-Healthcare
- Health Financing
- Infectious Disease Control – Laboratory Technologies
- Training (Continuous Professional Development)
- Commercialisation of Traditional Chinese Medicine Products
- Joint UK-HK R&D BioPharma projects
- PPP/PFI Healthcare capital projects
- New hospital(s) and healthcare Centres

Source: UK Trade & Investment (<http://www.ukti.gov.uk>)

View content at: <http://bit.ly/17jsfgU>, <http://bit.ly/HF3rWA>

### Contact:

**Cecilia Chan**, Assistant Trade Commissioner HK, Tel:(852) 29013268, Email: [cecilia.chan@fco.gov.uk](mailto:cecilia.chan@fco.gov.uk)  
**Jacqueline Chui**, Trade Adviser HK, Tel: (852) 2901 3328, Email: [jacqueline.chui@fco.gov.uk](mailto:jacqueline.chui@fco.gov.uk)

BioPartner.co.uk is registered in England & Wales: company number 5551277

St James House, 13 Kensington Square, London W8 5HD, UK.

Tel: +44(0)20 7193 7815

[info@biopartner.co.uk](mailto:info@biopartner.co.uk) [www.biopartner.co.uk](http://www.biopartner.co.uk)