

### Nortel Matra Cellular chief visits Hong Kong

The chief executive officer of Nortel Matra Cellular, a joint venture between Northern Telecom and Matra Communications, was in Hong Kong to deliver a speech at Mobile Comms '93, one of the region's major telecommunications conferences. The topic of Emile Gratton's speech was "GSM, The Best Choice."



*Emile Gratton, chief executive officer and Olivier de Pazzis, chief operating officer of Nortel Matra Cellular.*

Northern Telecom is a global telecommunications manufacturing and research company based in Canada and the US, and Matra Communications is a leading supplier of telecommunications equipment based in France. Nortel Matra develops, manufactures and markets a total network infrastructure for digital cellular telephone services based on the GSM standards.

"GSM is a European standard which is rapidly gaining worldwide acceptance as the dominant technology for digital cellular telephony," said Gratton. "Hong Kong was one of the first countries in the Asia-Pacific region to adopt GSM and with its increasingly liberal communications environment and multiple cellular and CT2 operators, it represents a major opportunity both for Northern Telecom and Nortel Matra Cellular."

Northern Telecom was a principal sponsor of Mobile Comms '93 and, with Nortel Matra Cellular, occupied one of the largest stands at the exhibition.

### Launch of new immigrant-investor fund

The Royal Bank of Canada and the Bank of Nova Scotia have announced the official launch of the Capital City (PEI) Opportunities Fund, a new Canadian immigrant-investor fund which they represent as marketing agents in Hong Kong.

The fund's representatives and the agency of the Prince Edward Island Government, which will invest its proceeds, have previously been involved in three immigration funds totalling C\$32 million. All investors have been repaid in full.

Speaking at a press conference, PEI representative Joseph Kwan said that not only has the province proved to be a favourable investment area, but investors have the security of working with two highly respected Canadian banks.

The Opportunities Fund is limited to C\$30 million. Potential investors are required to invest a minimum of C\$250,000.

### New Brunswick delegation

Minister Denis Losier of the Department of Economic Development and Tourism from New Brunswick will lead a delegation of firms to the South East Asia Regional Computer Confederation '93 Show. SEARAC will be held at the Hong Kong Convention and Exhibition Centre from October 5-8.



*Denis Losier: leading a delegation of firms to Hong Kong.*

investment and immigration. For example, she says, the telecommunications sector in New Brunswick is dynamic and

diversified with companies such as COM DEV, DMR and Digital Products.

At the same time the province is showing its prowess in geographic information systems. The University of New Brunswick, says Gagnon, is the only Canadian university - and one of the only three in North America, designated as a centre of excellence in land information studies.

With regards to nuclear industries, New Brunswick expertise has been spurred by the Point Lepreau Generating Station which ranks as one of the best in the world in terms of safety and efficiency.

### Deloitte Touche Tohmatsu draws on Canadian and Hong Kong expertise

International accountancy and professional services firm Deloitte Touche Tohmatsu have announced an innovative new management consulting practice which brings together the experience and expertise of the firm's Hong Kong and Canadian offices.

The joint venture, called Deloitte Touche Tohmatsu Management Consultants, will be based in Hong Kong and will serve the growing local and regional markets.

Mumtaz Ahmed, a partner with the Canadian consulting practice, leads the new venture which is directed by a committee made up of partners from both the Canadian and Hong Kong offices. The initiative officially begins operations on September 1, although several management consulting projects were already underway in Hong Kong.

"Over the past five years we have performed management consulting work for both private and public companies as well as the government sector in several countries, but mainly Hong Kong and Singapore," says Ahmed. "As we continue our services to clients in these vital areas, we will also expand our practice to serve the needs of clients in other areas of Asia, particularly the People's Republic of China."

The consulting group will have world-class capabilities adds Roger Best, a part-