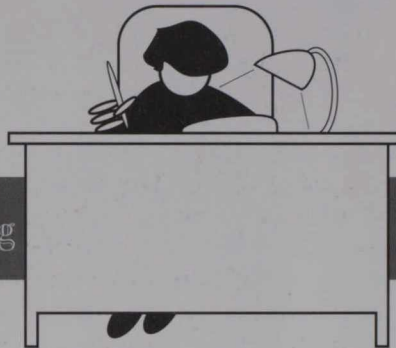
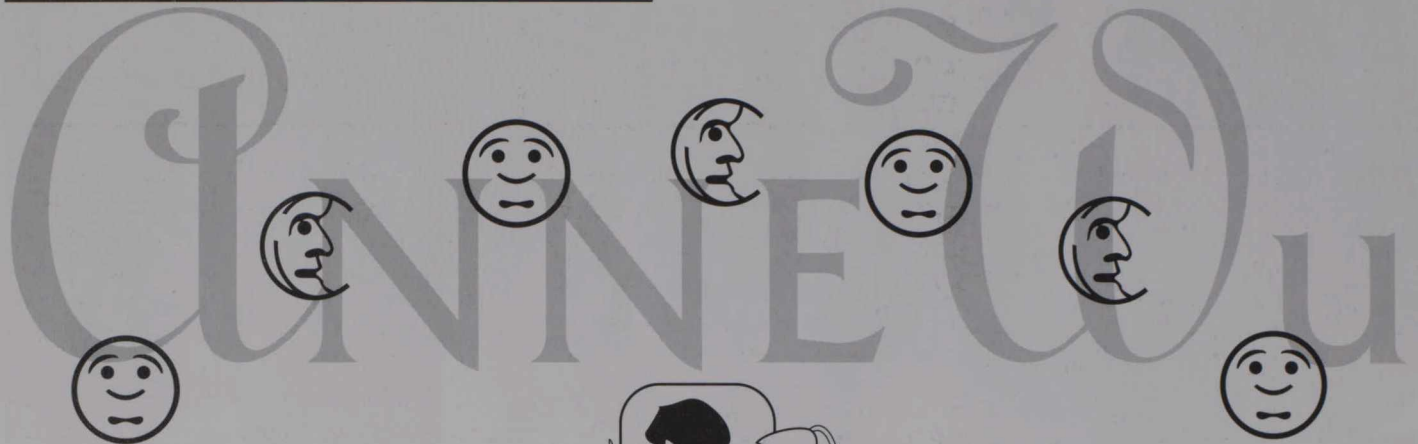




MEMBER PROFILE



The Hardest Working

Person in Hong Kong

by: Harold Mandel

Ask anyone for a good source of advice with respect to establishing a joint venture in China and chances are Annie Wu's name will be put forward. Since the age of eight, Annie knew she wanted to do "something" in China. Having set up an air catering joint venture in China in 1979, she is one of the pioneers who has paved the way for others to do business successfully in the PRC.

Educated at Sacred Heart Canossian College in Hong Kong, St. Godric's in London, and Armstrong University in Berkeley, California, Annie's first job was promoting the territory at the Hong Kong pavilion at Expo '70 in Osaka, Japan in 1970.

When Hong Kong Land wanted to establish a World Trade Centre Club (WTCC) in Hong Kong in 1976, they approached Annie. To date, the WTCC in Hong Kong has over 2,000 members. Annie was also instrumental in assisting with the establishment of WTCC's in 18 cities in China including Shanghai, Beijing, and Guangzhou.

In addition to her extensive business interests, Annie is also very active in community service. She is a founding member of the Hong Kong Pei Hua Education Foundation, which boasts such business luminaries as Lee Shau Kee, Henry Fok, and Cheng Yu Tung as founding patrons. The Foundation is active in sponsoring seminars and professional training in China.

Annie is also a charter member of the Hong Kong Federation of Women, which has received consultative status with the United Nations, is active with UNICEF and Asian Youth Orchestra, and is a supporter of China's woman's softball team in their bid to earn a spot at the 1996 Olympics in Atlanta. Annie also serves on the Canadian Chamber's Board of Governors and was instrumental in the success of the Chamber's recent mission to Shanghai and Beijing, as well as the 'Profiting from Partnership' conference held in Hong Kong and Guangzhou, which was attended by Governor Chris Patten, the Right Honourable Ramon Hnatyshyn, Canada's Governor General, and Governor Zhu Shen Lin of Guangdong Province.



Annie, a veteran after organising 18 joint ventures in China, recommends that particular attention be paid to the translation of Chinese contracts. It is important the translator is able to understand the Chinese point of view in order to avoid misunderstandings when translating. She also recommends that those interested in doing business in China look at the whole of China for opportunities, rather than just the major coastal areas.

Asked which Canadian businesses would do well in China, Annie suggests companies involved in the agriculture (including animal husbandry), minerals and mining, and the hydro-electric sectors.