



# EXPORT CONTROL OFFICER BRIEFINGS

*Panel Moderator: Nasir Khan*



# HONG KONG KOREA TAIWAN



**Philip Ankel**  
**Regional Export Control Officer**



## HONG KONG OVERVIEW



- Hong Kong is a Special Administrative Region of the People's Republic of China
- Operates under the "One country, two systems" approach and enjoys a high degree of autonomy
- Treated as a separate destination under the EAR and subject to more favorable licensing treatment than Mainland China in some circumstances



## ECONOMY



- GDP: \$225 billion (38<sup>th</sup> worldwide)
- Per Capita GDP: US\$45,000 (IMF)
- Trade: USD\$820 billion in 2010 (366% of GDP)
- Major Industries: logistics and trade (26%), finance (20%), law and accounting (11%), tourism (3%)





# HONG KONG

## Asia's World City

- World's #3 container port and regional trading hub (30% of China's total trade cargo)
- World's #12 trading jurisdiction by value of goods
- Over 1300 U.S. firms in Hong Kong
- \$26 billion in U.S. exports to Hong Kong (2010)



# HONG KONG MARKET: BEST PROSPECTS

- Green building
- Transportation infrastructure
- Aviation
- Medical equipment
- Electronic components
- Environmental technology
- [www.buyusa.gov/hongkong/en](http://www.buyusa.gov/hongkong/en)





## HONG KONG STRATEGIC TRADE CONTROLS

- Independent export control system
- Licenses imports and exports of strategic commodities (tracking the major multilateral export control lists)
- Implements a no undercut policy



[www.stc.tid.gov](http://www.stc.tid.gov)



## KOREA OVERVIEW



- 2010 GDP - \$1,001 billion (14<sup>th</sup> largest economy in the world)
- Per capita GDP (2010)- \$29,000 (IMF)
- U.S.'s #7 export market.
- \$38.8 billion in U.S. exports to Korea (2010)
- U.S.'s 6th largest high tech market



## KOREA: BEST PROSPECTS

- Aerospace & Defense Industry Equipment
- Broadcasting Services and Equipment
- Computer Software
- Construction & Engineering
- Cosmetics/Fashion
- Health Supplements
- Education and Training Services
- Medical Devices
- Power Energy Equipment
- Renewable Energy Equipment
- Smart Grid Technology and Services
- Special Chemicals
- Travel and Tourism

[www.buyusa.gov/Korea](http://www.buyusa.gov/Korea)



## KOREA STRATEGIC TRADE CONTROLS



- Independent export control system
- Licenses exports of strategic commodities (tracking the major multilateral export control lists)

<http://www.yestrade.go.kr>



# TAIWAN OVERVIEW



- **2010 GDP - \$430.5 billion**
- **Per capita GDP (2010)- \$35,000 (IMF)**
- **Services and industry split roughly 70/30**
- **9<sup>th</sup> Largest U.S. trading partner**



# TAIWAN: BEST PROSPECTS

## High-Tech Inputs

- Electronics
- Information/Communication
- Medical Devices

## Machinery & Other Sectors

- Machinery
- Chemicals
- Agriculture and Food
- Green Energy and Environmental Technology

## American Lifestyle

- Educational Service
- Tourism
- High – Quality Household Consumer Goods
- Natural Health & Beauty Products
- Pet Products
- Publishing



## TAIWAN STRATEGIC TRADE CONTROLS



- Independent export control system
- Licenses exports of strategic commodities (tracking the major multilateral export control lists)

<http://eweb.trade.gov.tw/kmi.asp?xdurl=kmif.asp&cat=CAT459/>



## HONG KONG REGIONAL EXPORT CONTROL OFFICER

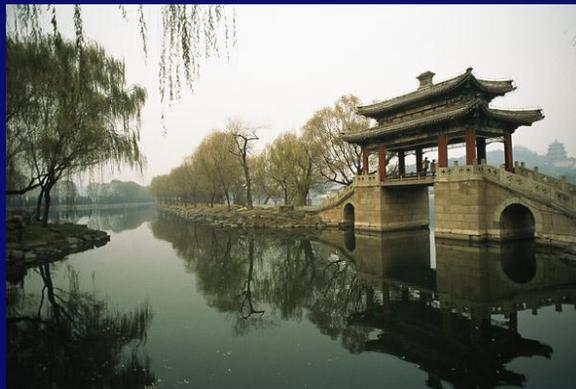
- Conducts End Use Checks
- Regional coverage includes *Hong Kong, Macau, Korea, Taiwan and the Philippines*
- Outreach and Assistance on U.S. Export Controls



**THANK YOU**



**CHINA**



**Larry Panigot  
Export Control Officer**



## Role of the Export Control Officer (ECO)

- China is the third largest US trading partner behind Canada and Mexico with \$92B in exports in 2010
- High tech trade is one of the most significant components of U.S. exports and offers tremendous growth potential
- The PLC & PSV checks by the ECOs are designed to facilitate appropriate trade in sensitive items
- Of \$92B in exports in 2010, less than one percent required a DOC license



## Opportunities In Key Sectors



### Green technology:

- 30% of all lighting via LED by 2015
- 656,000 deaths annually from air pollution
- 15% of world's energy consumption

### Clean energy:

- \$105 billion investment in nuclear power over 10 years
- 120-160 GW by 2030; 14 active plants, 28 being built, 28 planned
- leading producer of wind turbines and solar modules

### Transportation:

- Needs 4330 new airliners in next 20 years, \$480B, 300 air freighters
- China will have 45,000 km of express railway by 2015



**If you think understanding  
the EAR is hard ...**



**Try being an electrician  
in Beijing**



## **Tips for doing business in China**

- **Do your due diligence – twice** - It is difficult to perform due diligence in China, not impossible.
- **Don't be afraid to say no** - Your products may be too advanced for the market , or impossible to import competitively.
- **Choose the right partners** - Your agent, distributor, customer, suppliers, advisor and your local joint venture partner. Get to know them well. Visit their facilities. Talk to their employees, clients & customers.
- **Be Flexible** - Chinese legal and regulatory regime can be complex and difficult to negotiate, but China is large enough and growing rapidly enough to be worth some flexibility.



## Tips for doing business in China

- **Be prepared to visit China frequently** – “Hearing a hundred times is not as good as a single look.” It takes time to investigate the market and find the right partners, and it takes even more time in China to nurture that business & cement relations.
- **Get professional help** – You had a lawyer draw up your contracts, a realtor find your office space, an accountant maintain your books. Don’t hesitate to turn to BIS for help with exports.
- **China is not just one market-** Consider that the national currency, the Renminbi, has five languages on each bill.



## China Trade Resources



- U.S. Commercial Service in Beijing and 4 Consulates (Shenyang, Shanghai, Guangzhou, Chengdu)
- American Trading Centers in 14 cities (responsible for 54% of China’s imports)
- Counseling, matchmaking, advocacy, market research, due diligence, trade events & promotions, e-newsletter



[www.buyusa.gov/china](http://www.buyusa.gov/china)  
[www.export.gov/china](http://www.export.gov/china)  
**China Business Information Center**  
**China Commercial Guide**  
**QuickTake \* IPR Toolkit**



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**SINGAPORE**



**Donald Pearce**  
**Regional Export Control Officer**



## SINGAPORE OVERVIEW



- Population of 4.8 million
- 2009 GDP - \$182 billion
- Per capita GDP \$ 36,537
- Services make up 72% of GDP and industry 27%



## Singapore Small Country, Global Hub

- One of the world's top container ports and a regional manufacturing and trading hub
- U.S.'s #12 export market
- Over 1500 U.S. firms in Singapore
- Singapore-U.S. FTA since 2004





# SINGAPORE: BEST PROSPECTS

- Information and telecommunications technologies
- Specialty chemicals
- Green technologies
- Aviation/aerospace
- Construction
- Medical equipment
- [www.buyusa.gov/Singapore/en](http://www.buyusa.gov/Singapore/en)



# SINGAPORE STRATEGIC TRADE CONTROLS



- Independent export control system
- Licenses exports of strategic commodities (tracking the major multilateral export control lists)

<http://www.customs.gov.sg/stgc/topNav/hom/>



## **EXPORT CONTROL OFFICER**

- **Conduct End Use Checks**
- **Regional coverage: Singapore, Indonesia and Malaysia**
- **Outreach and Assistance on U.S. Export Controls**



**THANK YOU**

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# UNITED ARAB EMIRATES

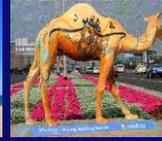


**Michael Burnett**  
**Regional Export Control Officer**



## OVERVIEW

- UAE, founded in 1971, consists of 7 emirates, incl. Abu Dhabi and Dubai
- Population of 5.1 Million: 19% are Emirati & 81 % are Expats
- Abu Dhabi – national capital
- Dubai – commercial hub for Gulf
- 82,880 sq. km. – roughly size of Maine



## ECONOMY

- 2010 GDP - \$ 199.8 billion (2<sup>nd</sup> largest in Arab World)
- Per capita GDP - \$40,200
- Almost 10% of world's oil & about 5% of natural gas reserves (oil for 100+ years)
- Largest market in Middle East and North Africa for US exports
- ADIA is largest Sovereign Wealth Fund in world



## UAE: BUSINESS HUB

- Business and commercial hub of Arabian Gulf
- Jebel Ali is 2<sup>nd</sup> largest man-made port in world and the 3<sup>rd</sup> largest re-export port in world
- Khalifa Port in Abu Dhabi is proposed to come online in 2012 (Purported to be larger than Jebel Ali when complete)
- Excellent infrastructure
- Excellent air service (Dubai Airport, 4<sup>th</sup> busiest Passenger and Cargo airport in the world)
- Over 38 Free Zones (Foreign Owned and No Duty)
- Over 750 US companies located in UAE



## **UAE MARKET: BEST PROSPECTS**

- **Oil & Gas Machinery & Services**
- **Aircraft & Parts**
- **Defense Equipment & Systems**
- **Healthcare Services and Equipment**
- **Architecture/Construction/Engineering**
- **Safety & Security Equipment**
- **Computers/Peripherals**
- **Power Generation Equipment (Oil, Gas, Renewable and Nuclear)**
- **Green Technologies and Pollution Control Equipment**



## **REGIONAL TRANS-SHIPMENT HUB**

- **UAE is the 3<sup>rd</sup> largest reexport market in the world. Small manufacturing base.**
- **Compelling geography: Center of the Persian Gulf. Many goods are reexported to Iran, the Indian subcontinent and other regional locations.**
- **U.S. Export Controls/Sanctions: Volume of reexports highlight the importance of being aware of customers and ultimate end users.**



## EXPORT CONTROL OFFICER

- Conduct End Use Checks
- Regional coverage: *UAE, Bahrain, Cyprus, Egypt, Iraq, Israel, Jordan, Kuwait, Lebanon, Malta, Oman, Pakistan, Qatar, Saudi Arabia, Syria, Turkey, and Yemen*
- Outreach and assistance on U.S. Export Controls



**THANK YOU**

Michael Burnett

Export Control Officer Abu Dhabi

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# INDIA



**Perry Davis**  
**Export Control Officer**



# OVERVIEW



- **Population: 1.21 billion as of 2011**
- **Over 40 cities with a population of one million**
- **7<sup>th</sup> largest country in the world**
- **Capital: New Delhi**
- **IT Centers: Bangalore & Hyderabad**
- **Financial Center: Mumbai**



# ECONOMY



- **2010 GDP: \$1.43 trillion (5<sup>th</sup> largest)**
- **8-9% GDP Growth**
- **U.S. exports to India: \$19.2 billion (2010)**
- **India exports to U.S. 29.5 billion (2010)**
- **India is the I in BRIC**



# INDIAN MARKET: BEST PROSPECTS

- **Energy**
- **Civil Aviation**
- **Defense**
- **Healthcare**
- **Telecommunications**
- **Infrastructure**
- **Services**





# EXPORT CONTROLS IN INDIA

- **Entity List: Defense and Space-Related Entities Removed**
- **Export Licensing Policy Realignment**
- **U.S. – India Export Control Cooperation**



# CHALLENGES



**Out of 183 Countries, India Ranks:**

- |                                 |            |
|---------------------------------|------------|
| • <b>Ease of Doing Business</b> | <b>134</b> |
| • <b>Protecting Investors</b>   | <b>44</b>  |
| • <b>Trading Across Borders</b> | <b>100</b> |
| • <b>Enforcing Contracts</b>    | <b>182</b> |

• **Source: World Bank 2011**

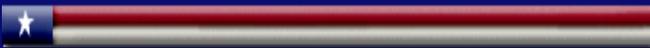


# INDIA RESOURCES



## Exporting to India:

- **U.S. Commercial Service**  
[www.export.gov](http://www.export.gov) or [www.buyusa.gov/india](http://www.buyusa.gov/india)
- **Patent and Trademark Office**  
[www.uspto.gov](http://www.uspto.gov)
- **Market and Access Compliance Office**  
[www.mac.doc.gov](http://www.mac.doc.gov)



# CONTACT INFO



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**Thank you**

