

Gist of the HK-New Zealand Arrangement on Co-operation in Wine-related Business

- The Co-operation Arrangement with New Zealand is similar to that we have signed with Australia in April 2009. The **common areas** include promotion of wine trading, investment, wine-related tourism, wine education and appreciation, the fight against counterfeits, promoting commercial co-operation on wine auctions and storage, greater information-sharing on wine regulatory regime, as well as maintaining minimum certification requirements.
- It also embraces some **new areas** such as sharing of information on market conditions and wine companies, information and experience sharing on sustainable production of wines in New Zealand, and possible co-operation in international organisations where both Hong Kong and New Zealand participate.
- The **new elements** are :
 - (a) **facilitation of the sharing of trade-related information** - both sides would facilitate and promote the sharing of information, including information on market conditions and wine companies in Hong Kong and New Zealand, for use in trade and business promotions;
 - (b) **facilitation of sharing of information and experience on sustainably produced wines in New Zealand** – we would facilitate exchange of information and experience with New Zealand on the auditing, accreditation, labelling and promotion of sustainably produced wines in New Zealand¹; and

¹ According to New Zealand, they have made great strides in developing a sustainable wine industry - working towards the goal that all wineries and vineyards will be operating in accordance with a sustainability framework by 2010. Sharing of New Zealand's information and experience in this regard may be beneficial for Hong Kong, as wine consumers will become increasingly interested in the sustainable methodologies of wine-producers and a greater understanding of this could be beneficial to Hong Kong's development as a wine hub.

Interested parties in Hong Kong may include retailers, agents and the hospitality industry.

- (c) **possible co-operation in international organisations** - Hong Kong and New Zealand would co-operate, where possible, on wine-related issues in international organisations in which both New Zealand and HKSAR participate.
- Details of the **common elements** with the Australian MOU are :
 - (a) **facilitation of business visits, training, seminars, and wine-related trade fairs** – to strengthen wine-related trading activities, both sides will facilitate business visits and encourage each other’s participation in wine fairs and other wine-related events organised in Hong Kong or New Zealand, particularly those which benefit Hong Kong’s development as a regional wine hub and New Zealand’s development as an international wine exporter;
 - (b) **investment promotion activities** – the investment promotion agencies of the two sides will facilitate exchange of information on wine-related investment activities and services;
 - (c) **education and training** – the two governments will encourage the training institutions in Hong Kong and New Zealand to enhance partnership so as to strengthen education on wine appreciation/culture;
 - (d) **wine-related tourism and wine culture** – we will encourage enhanced partnership on promoting wine-related tourism and wine culture through for example co-ordinated activities between New Zealand and Hong Kong where appropriate;
 - (e) **customs co-operation against wine counterfeiting and smuggling** – the customs administrations of Hong Kong and New Zealand will co-operate with each other, including through the exchange of information, to address and prevent counterfeiting and smuggling of wine products. Hong Kong has a clean record on this. We will upkeep our vigilance through such enhanced co-operation;
 - (f) **information-sharing on regulatory regime for wine** – Hong Kong maintains a simple regulatory regime for wine. Both sides agree to support greater information sharing between Hong Kong and New Zealand on this, providing a more open and certain environment for traders; and

- (g) **reduction of trade barriers through minimum certification requirements** – Hong Kong has a very simple and basic requirement on wine certification, which is normally only required when there are health and safety concerns. New Zealand has agreed with Hong Kong to keep these requirements to the minimum to reduce trade barriers. This facilitates wine trading between the two places.

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