



Trends and Prospects of Immigration Market in China

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Contact

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Howard Wu - Bibliographic Information

Currently, President and CEO of Can-Achieve Consultants (Shanghai) Group, and former CEO of Can-Achieve Consultants Group (China).

Howard has considerable experience in planning, directing and managing service-oriented business. He has worked at an executive role for several large organizations like TCL Group, Can-Achieve Consultants Group (China). He also counseled a few medium/large sized companies and higher learning institutions both at home and abroad.

He has held several academic appointments (professorship) at a few leading higher learning institutions including the University of Wollongong (Australia), Beijing Normal University, and Huazhong University of Science & Technology in China.

He was also a member of the Advisory Board for the Ministry of Education of China (2002-2004), visiting research fellow at the Policy Research Division of the Ministry of Trade, authorized agent of BC Department of Education for offshore school program (2003-2005).



Can-Achieve Background



Can-Achieve Background

- Headquartered in Vancouver, Canada, CA has been one of the strongest and most successful immigration consulting companies in China
- Established in 1994, CA established its footprint in HK in 1994 and quickly established 28 offices around China afterwards
- CA has continued to thrive in China even as other consulting companies have gone out of business, sometimes as they were unable to adjust to changes in the immigration laws



CA Background continued

- CA was a leader in fighting the Canadian government when it unfairly tried to change the selection criteria for federal skilled workers by “retroactively” applying the new criteria to previously lodged applications (total group of people affected by this proposed change about 500,000 including applicants and family members)
- We started a Federal Court action in March 2003 for over 2,000 of our applicant clients that would have been affected and our lawsuit and the lawsuit of some other consultants and lawyers resulted in CIC conceding they were wrong and changing the law and giving up on “retroactivity”. At the same time the Minister lowered the passmark from 75 to 67, the present passmark
- As a key player in Canadian immigration, CA was also one of the first group of agencies which started to involve in providing consulting services on EB5 programs when the program first appear in China about six years ago.



Immigration Market in China

Immigration Market in China

- **Brief history**

- Sequenced process of economic reform and opening up – China had sustained a centralized economic system since 1949. From 1949 through 1979, the economy was closed and isolated from the rest of world. China announced and implemented economic reform and opening up policy in the late 1970's.
- Growth path of economic growth in China. Despite the cyclic fluctuations, the domestic economy has sustained a rapid growth over the past 30 plus years with an average annual growth rate of around 8.5 per cent, at constant prices.
- Immigration market emerged in the mid-1990s following significant and continued growth of disposal income for the first hands of group of new riches and opening to China the opportunities of main immigration destination countries (e.g. Canada).
- The market thrived in the first eight years (1995-2003) with the skilled work or independent skills migration as the main.

Immigration Market in China continued

- **Brief history (continued)**

- The market thrived in the first eight years (1995-2003) with the skilled work or independent skills migration as the main
- The next 10 years (2003-present) witnessed tremendous growth in the investor category. Several important factors are worth noting, such as, China's returning to WTO, skyrocketing of property market and accelerated growth process.

- **Current situation**

- New riches seeks to emigrate with a view to provide better education opportunities to their children, to diversify wealth management options and, to fulfill further goals of career and life.
- There has been a growingly strong correlation of immigration and seeking educational opportunities overseas.
- Marked opportunities has been expanding to second and third tier urban centers while the first tier cities have been further explored

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Immigration Market in China continued

- **Future trends**

- Immigration and education
- Immigration and wealth management
- Immigration and globalizing biz development



Basic Legal Requirements of EB5 Visa Program



EB-5 Visa Program – Legal Requirements

- EB5 - Employment Based 5th Preference
- Investment of \$1 million USD or \$500000 (TEA), by a foreign national in the United States, either to participate in creating a new business or in an existing business to create 10 new full-time jobs
- At-risk nature of EB5 Investment



Main Factors EB5 Investors Need to Consider



Our Investors Goals

- U.S. permanent green card
- Return of the investment
- Return on the investment



- **Job creation**

- USCIS required job creation --- direct job creation, indirect job creation or the combination of the two
- This is one of the most important factors in EB-5 investments



- **Safety**

- All the EB-5 Regional Center investments are loan based or equity based
Equity based investments require the investors to sell something in order to exit the partnership at the end.
- Which party will receive the investors' funds?
- Who is the responsible party to pay back the funds?
- How the funds will be repaid?
- What is the investment term? What is the likelihood for the responsible party to achieve the goal of paying investors back
- All the EB-5 Regional Center investments are loan based or equity based.
- Equity based investments require the investors to sell something in order to exit the partnership at the end.



- **Exit Strategy**
- Are the investors required to sell anything to exit the partnership
- Who will be the real buyer when there are other investors exit the partnership at the same time?
- How much value can the investors expect to achieve?



- **Transparency**

- How the investors make sure what has been told is true?
- Is there any supporting document to back up what was told?
- Are the financial reports of the investment project and the partnership open to public?



- **Income and Expenses**

- Are the expenses of the partnership capped? Do the investors need to pay for extra expenditures in the future?
- How the investors make sure the project will actually earn profit or even break even?
- Are there other sources of funds like: tax, Federal grants or government bonds?



- **Regional Center's history and background**
 - How many approvals?
 - How many denials?
 - How many investors already invested?
 - What does the management team look like?



CA leads you to success

Thank You