

工商月刊

# BULLETIN

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MAY 2017



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## 總商會不斷求進

—— 年前，本人很榮幸當選總商會第87任主席，我懷著謙恭的心接任這個職位，並從一眾前輩和會員身上獲益良多。我的新崗位為我的從商之路賦予了新的意義，我的職責不再只關乎一家公司及其股東的利益，而是商界以至整個社會的利益。

本人衷心感謝理事會、各個委員會、會員和秘書處的指導和支持，希望沒有辜負你們對我的期望。我十分珍惜當中所得的寶貴經驗和學習機會。

總商會年內繼續蓬勃發展，會務蒸蒸日上。秘書處表現卓越，協助我們不斷吸納新會員，令會員數字持續增長。在會員的支持下，我們舉辦的活動數量較一年前增加了15%，而參與會員人數亦錄得相若的增幅。

更重要的是，各委員會及其委員所提供的專業意見，讓本會可迅速和具體地回應商界的關注和政府的諮詢，從而進一步鞏固總商會的「商界之聲」地位。

對於這方面的工作，我們絕對不容鬆懈。總商會定當竭盡全力，在有需要時會聯同其他商會，合力就多項對本港競爭力至關重要的議題，為商界據理力爭。這些議題包括取消強積金對沖機制、標準工時和退休保障等。總商會需要會員與我們連成一線，同心協力。

總商會的另一重要任務，是協助會員建立商業聯繫和結識潛在的業務夥伴，藉以創造新的商機。為此，我們定期接待來自中國內地和全球各地的代表團。我們還推出了「一帶一路」系列活動，如午餐會、實地考察和研討會等，讓會員深入了解這項遠大戰略的潛力。

政治方面，立法會選舉已於去年9月舉行，新一屆立法會加入了眾多新面孔。總商會領導層隨即與立法會的不同黨派會晤，以傳達會員的關注及反映我們的意見，並期望能夠藉此打開與立法會議員對話的渠道，而不分政治取向。

其後，選舉委員會（選委會）選舉於12月舉行，選出在選委會中代表總商會的選委，而選委會亦於3月選出香港第四任行政長官。在競選期間，總商會的選委會代表與各特首候選人逐一會面。適逢香港回歸祖國20周年，我們大部分選委都深切認同候任行政長官林鄭月娥有能力在未來五年帶領香港邁步向前。

經過20年的政治掙扎，我們都期望社會達成和解。我們尤其渴望就本港的經濟發展建立共識，好讓我們能迅速趕上競爭對手，以收復失地，並追回在政治上所虛耗的時間。在這競爭激烈的環境，原地踏步就等同自殺。✿

## Chamber Grows from Strength to Strength

A year ago, I had the honour of being elected as the 87<sup>th</sup> Chairman of the Chamber. I took up this position with humility and learned a lot from my predecessors as well as fellow members. A new dimension was added to my business life. My new task was to act not primarily in the interest of one company and its shareholders, but that of the business sector and the community at large.

With guidance and support from the General Committee and various committees, valued members and the able Secretariat, for which I am deeply indebted, I hope I have not failed your expectations. I have truly cherished the experience and the opportunity to learn.

The Chamber continued to grow from strength to strength during this past year. The amazing Secretariat helped us to continue growing our membership. With support from members, we organized 15% more events than a year earlier, and saw a similar increase in the number of members participating.

More importantly, input from committees and members have enabled the Chamber to respond promptly and substantively to issues concerning the business community as well as Government consultations. This has further consolidated the Chamber's position as the "Voice of Business."

We will not let up on this front. The Chamber is prepared to go all out, together with other business chambers if necessary, to champion the case for business on a host of issues pivotal to Hong Kong's competitiveness. They include abolition of the offsetting mechanism for MPF, Standard Working Hours and retirement protection, to mention but a few. We need members to stand up squarely together with your Chamber.

Creating new business opportunities by helping members meet potential business contacts and partners is another important mission of the Chamber. To this end, we have welcomed delegations from Mainland China and around the world. We have also launched our Belt and Road series of events with roundtables, visits and seminars to enhance members' understanding of the potential of this far-reaching initiative.

On the political front, a new Legislative Council was installed following an election in September last year which introduced a large number of new members. Your Chamber leadership promptly conducted a round of meetings with different factions in LegCo. We put across our views on issues of concern to our members and hopefully opened channels of dialogue with LegCo members regardless of their political inclinations.

An election of representatives of the Chamber's members on the Election Committee (EC) took place in December, followed by the EC electing Hong Kong's fourth Chief Executive (CE) in March. The Chamber's EC representatives met with all CE candidates during their campaign. Many of us came away deeply impressed with CE-Elect Carrie Lam's ability to lead Hong Kong over the next five years, as we mark the 20<sup>th</sup> anniversary of Hong Kong's return to the Mainland this year.

After 20 years of political bickering, we look forward to reconciliation. In particular, we look forward to building consensus to help Hong Kong's economy make up on lost ground and quickly catch up to competitors. In this fiercely competitive environment, standing still is by default suicide. ✿

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Family businesses contribute more than 70% to the world's GDP, accounting for over one-third of Fortune 500 companies  
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# New Government Should Listen to the Voices of the Business Community

## 冀新政府聆聽商界聲音

Now that the election for the Chief Executive is behind us, various sectors of the community are now anxious about who will make up the new governing team. After being elected, Carrie Lam made it clear that she would recruit extensively for competent candidates, resolve dissent within society and improve the relationship between the Administration and the Legislative Council. She also indicated that she would be open to a wider scope of opinions when drawing up a blueprint for Hong Kong's long-term development.

I hope the new Administration will be composed of talent widely accepted by the community and pay heed to the voices of the business sector by making economic development its top priority. With the advantage of having Mainland China as its hinterland, Hong Kong should seize the tremendous opportunities presented by the Belt and Road initiative and the development of the Greater Bay Area to strengthen mutual cooperation and complement each other's strengths. The new Administration has to gauge market needs and enhance Hong Kong's competitiveness.

Meanwhile, I also look forward to the new Administration implementing the two-tier profits tax system, which the Chamber has been lobbying to the Government for years and Lam also put it in her election manifesto. This will facilitate SMEs to better expand their business and boost employment.

In addition, the abolition of the MPF offsetting mechanism will seriously affect businesses' liquidity and financing. As such, the Government should address opposition from businesses on the abolition of the offsetting arrangement. The government should also come up with a proposal that facilitates mutual acceptance by both employers and employees.

Globally, rising protectionism in the U.S., Brexit and political tensions in the Middle East and North Korea have added to the uncertainties in the world economy. Hong Kong needs talented officials well-trained in economic, finance and trade affairs to fulfill finance and monetary positions and tackle all challenges. To maintain and promote investors' confidence, the new cabinet needs to thoroughly understand the economic landscape and decide on contingency measures in advance to prepare for future changes resulting from global volatility.

Due to constant political disputes and other issues, the economic development of Hong Kong has come to a standstill. Now that the election is over, I sincerely hope that members of the community would put aside their differences and support the Government in developing our economy for the good of society as a whole. The new Administration should also continue to improve Hong Kong's business environment by allocating appropriate resources for creating more development opportunities, which will ultimately allow everyone to share the fruits of economic growth. 🌸

隨著特首選舉圓滿結束，社會各界都非常關注新政府班子人選。林鄭當選後明言要廣納賢能，修補社會撕裂，改善行政立法關係。她亦表示要廣泛聽取不同意見，規劃香港的長遠發展藍圖。

我期望新組成的管治班子是為社會接受的賢才，能用心聆聽商界聲音，以經濟為先。香港應好好把握背靠祖國的優勢，抓緊國家「一帶一路」及「大灣區」發展帶來的龐大機遇，加強兩地合作，實現優勢互補。新班子須了解市場需要，提升香港競爭力。

與此同時，我促請林鄭盡快落實政綱提到的「雙層利得稅」建議，回應我們多年來的訴求，令中小企可藉此拓展業務，創造就業。另外，取消強積金對沖機制將對企業的流動資金及借貸方面帶來嚴重影響，故政府應正視商界反對取消對沖的意見，必須作出長遠承擔，尋求勞資雙方皆接受的方案。

環球方面，美國貿易保護主義抬頭、英國脫歐、中東以至北韓等地政局嚴峻，都為全球經濟增添不確定性。香港需要一班熟悉經濟、金融、貿易等方面的政治人才，擔任財金官員，應對各種挑戰。新班子須洞悉經濟大勢，預先部署好應變措施，應付未來環球波動所帶來的變化，以穩定投資者信心。

眾所周知，香港近年因政治紛爭，社會持續內耗，發展停滯不前。我希望選舉過後，各界人士能放下成見，以市民福祉為依歸，支持政府發展經濟。我亦期望新班子能持續優化香港的營商環境，適度投放資源，為社會各界爭取更多發展機遇，共享經濟成果。🌸





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CEO Comments 總裁之見

## Regulating Smartly

Remember Milton Friedman? He once famously said: "If you want to see capitalism in action, go to Hong Kong." According to Friedman, Hong Kong embodied what was possible under a free market economic system with minimal intervention. Hong Kong's achievements were indeed the envy of and a source of wonder for many. We continue to rank highly in the international competitiveness stakes but lately, have been clinging to such honours by the skin of our teeth.

The reason Hong Kong is struggling to keep its mantle as a poster child for limited government intervention and free markets is the gradual chipping away at the very institutions that form the foundation on which our success and comparative advantage have been built. Slowly but surely, the Government has embarked on a pattern of introducing new laws in the name of justice and morality.

Lest this be misconstrued as a case of business crying wolf, the Chamber has always maintained that it does not oppose legislation per se. We do however take issue with bad laws – laws that are poorly thought through and without due regard to the unintended consequences that are often manifested as increased costs to businesses and ultimately consumers. SMEs invariably bear the brunt of these in the form of a higher compliance burden, but it is not often understood that there are indirect ramifications such as the denial of critical services – opening of bank accounts being a more obvious and recent example.

For many years now, the Chamber has been beating the drum about the need for the Government to make regulatory impact assessment (RIA) an integral part of its law-making and review process. This can either take the form of a full cost benefit analysis where consideration is given to monetizing all possible tangible and intangible costs and benefits, or a cost effect evaluation where there is a set objective and the costs associated with attaining this objective are appraised.

To its credit, the Government has always recognized the importance of business facilitation as a means of maintaining Hong Kong's status as a preferred business destination. However, its approach has mostly been confined to tinkering around the margins, which fall short of the measures in the U.K. where a fully-fledged RIA system has been up and running since 2010.

The stakes are very high when viewed in the context of the savings that could be achieved by streamlining legislation and reducing compliance costs to business and the general community. In the U.K., gains in efficiency attributable to the removal or improvement of legislation are estimated to be around £2.2 billion per year. This is money not spent on generating economic activity and therefore contributes little to, or even reduces, productivity. Imagine the boost to GDP if even a portion of these savings were invested into the economy.

The U.K.'s experience in implementing RIA provides an encouraging reference and useful benchmark for Hong Kong. It is time for us to make a conscious effort to ensure that legislation, whether new or existing, is justified by subjecting these to a systemic, detailed and rigorous vetting process. ✨

## 明智規管

還記得米爾頓·佛利民嗎？他曾說過一句名言：「要一睹資本主義的運作，可到香港。」佛利民認為，香港體現了自由市場的精神，對經濟體系作出最少的干預。香港的成就確實為人所稱羨，令人嘖嘖稱奇。雖然我們近年來繼續在國際競爭力中名列前茅，但要保持這方面的名聲，卻顯得相當吃力。

香港之所以要苦苦掙扎，力求維持其作為有限政府（limited government）和自由市場典範的地位，原因是本港的體制——我們賴以成功和建立比較優勢的基礎——正逐漸被削弱。事實上，政府正開始打著公義和道德的名義來慢慢引入新法。

為免這被誤解為商界大喊「狼來了」，總商會一貫的立場是不反對立法。然而，我們一定會就不良法例提出異議。這些不良法律多未經深思熟慮、未有充分考慮到預計以外的結果。它們往往會增加企業和最終消費者的成本。中小企作為本港經濟的支柱，更總是首當其衝，須為守法而承受沉重負擔。大家有時亦忽略了它們所帶來的間接影響，如無法取得重要的商業服務，較近期和明顯的例子有銀行開戶服務。

多年來，總商會一直促請政府，在制訂和檢討法例的過程中進行規管影響評估，包括全面的成本效益分析或成本效益評估。前者為衡量一切可能產生的有形、無形成本和效益的價值，後者則有一個既定目標，當中會評估達標所需的相關成本。

值得讚賞的是，政府一向認同便利營商十分重要，以維持香港作為營商勝地。然而，當局所採取的措施大多只是小修小補，與英國相比仍有一段距離，因為當地自2010年起已推行一套全面的規管影響評估制度。

從精簡法例及減少企業和社會的合規成本所節省的開支來看，這個做法事關重大。英國每年通過取消或改良法規，可帶來約相當於22億英鎊的額外效率提升。這些支出本來並沒有創造經濟活動，對提升生產力的幫助不大，甚至可能造成抑制。可想而知若我們能把這些支出回撥到經濟發展，將可大幅提振GDP增長。

英國實行規管影響評估的經驗，為香港提供了良好的參考和實用的基準。現在是時候認真行動，確保可以全面、周詳和嚴謹地審查新法例或現存法例，以確實證明其必要性。 ✨



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\* 凡在香港從事製造業而聘用少於100名僱員，或從事非製造業而聘用少於50名僱員的公司，均被界定為中小企(資料來源：工業貿易署)。只有中小企獲提供是項免費知識產權諮詢服務。凡屬律師事務所及提供知識產權諮詢或其他專業服務的機構所提出的申請，概不接受。

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- ➡ 完成課程後可獲發修習證書乙張
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# The New Internet+ Era

## 邁向**互聯網+** 新時代

More businesses and  
consumers are embracing  
the online world of  
consumerism

愈來愈多企業和消費者  
投奔網上消費世界

**H**ong Kong is one of the world's most tech-savvy and connected populations on the planet. We purportedly are so addicted to technology that we spend an average of 11 hours a day looking at a screen. Whether in a meeting, walking on the street, and even having dinner with friends or family, we cannot help ourselves from “phubbing,” a new word coined to describe the habit of ignoring someone in favour of a mobile phone.

Given our love of being connected, coupled with our love of shopping, Hong Kong has been relatively slow to embrace e-commerce compared to our regional and global peers. This can be partly explained by the city's high population density and easily accessible shopping malls. However, this is starting to change, particularly among the younger generation.

“It is no surprise that consumers find it convenient enough to just visit stores. But online shopping – including cross-border online shopping – has enjoyed much greater popularity in recent years,” said Chief Executive C Y Leung, at the Internet Economy Summit 2017 Chambers Forum “Forging Ahead with Doing Business Online” on April 11. “And that makes perfect sense. After all, Hong Kong has everything in place for embracing e-commerce.”





According to eMarketer, global retail e-commerce sales will more than double, from US\$1.9 trillion last year to US\$4.1 trillion by 2020. For Hong Kong, e-commerce sales have been steadily increasing over the years, from US\$2,919 million in 2015 to an estimated US\$3,710 million for 2017, according to Statista. This is forecast to show an annual growth rate of 10.2% to US\$5,465 million by 2021.

Ricky Wong, Chairman of HKTV, is bullish that growth could be even higher if businesses did not wait for demand to drive supply. "I believe businesspeople are not supplying what products people want to buy online, so customers are not generating demand," he told the audience.

Despite having lost \$200 million, his recent marketing strategies are doubling his sales, from 1,300 customers per day in January last year to 2,500 in December. "Just now, our servers crashed for two hours, because we had too many customers. I cannot keep up with demand," he said.

Data released by the Census and Statistics Department in April this year showed

that there is still enormous room for growth. Some 1.7 million people aged 15 and over said they had made purchases online, which is just over a quarter of the population in that age group. And they are spending significant amounts of money. A survey by the Consumer Council released in November 2016 showed local online shoppers are spending an average of US\$1,955 per year, with the 25-34-year-old segment being the most predominant online shoppers.



### Identify Patterns 了解客戶流量



Half of our income comes from retail sales. When you are at the airport, you have time restrictions, so you won't spend much time shopping. With e-commerce, when you fly in from overseas, you can reserve some products online, and we can even arrange delivery.

On our future e-commerce platform, we will be able to use data to identify patterns in passengers flow and their activity, what they are interested in, etc. So for example, if we are doing a particular promotion, we can send them some promotions that they might be interested in.

我們的一半收入來自零售業。當你身在機場時，往往有一定的時間限制，因此你不會花太多時間購物。但透過電子商貿，你可以在網上預訂當地的商品，我們甚至可以安排送貨服務。

在未來的電子商貿平台上，我們能夠利用數據了解乘客流量、其活動模式及感興趣的事物等。例如當我們正進行某推廣活動，便可向乘客發送他們可能感興趣的相關推廣資訊。

**Andy Bien**  
Chief Information Officer,  
Airport Authority Hong Kong  
香港機場管理局首席資訊主管 卞家振

### Winning more customers

Scaling an online business somehow remains a challenge even for seasoned e-commerce experts. Finding the right balance of what people want to buy online tends to be more of an art than a science.

Genevieve Chow, Chow Sang Sang's General Manager for Omni-channel Development, said the jewelry retailer set up an e-shop in 2000, when e-commerce had not even kicked off yet. Last year, the company's e-commerce turnover reached \$900 million. That may not sound much when you are selling high-end jewelry, but a key factor in having an online presence is that "e-business brings more traffic to our physical stores," she said.

Few doubt that e-commerce will continue to thrive for many years to come as it makes shopping easier than ever, whether you are buying a diamond ring or new sofa.

Chamber CEO Shirley Yuen said at the summit that: "Online shopping brings a new user experience to consumers and makes our life more convenient. We can search online for clothing, food, housing and transportation. Today, we order from Taobao, get a special deal from Groupon, buy tickets from Ctrip, book a hotel directly from Airbnb, order a car from Uber."

Having the world's shops, products and services at our fingertips is further driving the need for greater connec-

### Test the Market 市場測試

A key factor to success is your product must fit the market. Having a product test or soft launch is a good way to test products and price points so that they appeal to buyers. But even if you have a great product, you still need to talk to customers to get your message across.

產品迎合市場需求是成功的關鍵因素。進行產品檢測或試行推出產品，均是測試產品市場和價位的理想方式，從而吸引買家的興趣。即使你擁有一件出色的產品，但仍需與客戶交流以傳遞你的訊息。

**Sandy Diao**  
Director of Strategic Programs,  
Indiegogo  
Indiegogo 策略總監 **Sandy Diao**







清潔生產  
Cleaner Production  
Partnership Programme  
伙伴計劃

# 清潔生產伙伴計劃



香港特別行政區政府  
環境保護署  
Environmental Protection Department  
The Government of the Hong Kong  
Special Administrative Region

香港環境保護署聯同廣東省經濟和信息化委員會開展的《清潔生產伙伴計劃》，目的是鼓勵和協助香港和廣東省的港資工廠採用清潔生產技術和作業方式，以改善區域環境。

名額有限  
請即申請

## 示範項目：

為工廠用作安裝設備或改良生產工序，  
展示清潔生產技術的成效及潛在的經濟  
回報。

政府資助50%費用，每個項目的  
上限為

**HK\$ 330,000**

## 項目個案

### 節能技術

#### 空氣壓縮機廢熱回收

節省電費：約RMB 600,000/年  
投資回本期：約 11個月



### 空氣污染減排技術

#### 化學溶劑 (VOC) 回收

VOC回收量：約234 噸/年  
節省成本：約RMB 1,480,000/年  
投資回本期：約 2年4個月



### 污水減排技術

#### 無水脫色 (紡織業)

污水減排量：約27,000噸/年  
減少化學品用量：約60%/年  
節省電費：約RMB 68,000/年  
投資回本期：約 6個半月



## 實地評估項目：

為工廠評估節能、減排及降耗空間，  
並建議切實可行的清潔生產改善方案。

政府資助50%費用，  
上限為

**HK\$ 28,000**

### 查詢：

電話：(852) 2788-5588 (香港) / (86 755) 8615-6942 (深圳) / (86 769) 2299-2096 (東莞)  
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### 執行機構：

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Productivity Council  
香港生產力促進局



tivity. Even luxury brands, who felt their customers were as interested in the experience of shopping in their stores as the products themselves, are starting to come around. Another reason some brands were reluctant to develop their online operations is that it has taken a long time for them to shake off the idea of the web as a discount emporium ruled by parallel traders and counterfeiters.

But as we get more used to being able to order what we want whenever we want, businesses, products, and support services will increasingly need to be seamlessly connected, said Alex Yung, Corporate Vice President and Managing Director of the Amazon Web Services Greater China.

The Internet+ evolution will increasingly center around the applications of cloud, IoT, Big Data and AI developments. He also strongly believes that innovation is the key to success. Quoting Amazon CEO Jeff Bezos, he said: "I think frugality drives innovation, just like other constraints. One of the only ways to get out of a tight box is to invent your way out."

In the age of the internet, Yung said your competitor is no longer your only worry. "You are competing with time – how can you make lead time shorter? We are recognized as the most innovative company in the industry. We keep transforming to meet market needs and opportunities, which is why at Amazon we have a lot of new crazy ideas," he added.

There is not a lot that Amazon does not sell, but it is not simply the choice of products that makes people buy online. According to the Consumer Council's survey, only 9% of Hongkongers surveyed said they bought online because they couldn't get what they wanted through other channels. Lower prices (29%) and greater convenience (36%) were the main reasons people cited for shopping online. But it was recommendations from friends



and relations (43%) that was the key driving factor in persuading the uninitiated to take the plunge online.

Many traditional stores in Hong Kong have established online purchasing platforms, such as Wing On and Watsons, as Hong Kong is a small place where "shopping in a physical store is so convenient that consumers need to 'look and feel' before buying," said HKTv's Wong. "Some people say they don't need e-commerce in Hong Kong because they can buy anything within walking distance. And when they buy things, they have to touch it."

However, knowing your customer in an online world is becoming increasingly difficult. "Last week I sold 200 sofas. I don't understand why. I have to feel and try a sofa before buying it. So, I have to admit that I really don't know our customers," Wong added. "Why would they buy things like that online?"

While businesses are looking more seriously at online retailing as a way to reduce high rents and other overheads, Wong has opened small concept stores in North

# Internet Economy Summit 2017 Forging Ahead with Doing Business Online 網經濟峰會「商會論壇：網上營商攻略」



## Online And Offline Boundary will be Blurred 線上與線下的界線變得模糊

People use e-commerce to buy different things – air tickets, hotel rooms, etc. Fewer people buy home appliances online because they want to see the physical product, and for clothes, you need to try them on. But if you are buying Spanish luncheon meat online, you know what it is so you don't need to try it.

When the digital age truly arrives, the online and offline boundary will be blurred. Physical stores will shrink in size. For example, we will have 300-500 small stores so people can get a feel of our products and company. For customers who have not yet bought from my company, their confidence will increase six-fold if they can visit a physical store.



人們透過電子商貿購買各式各樣的東西，由機票以至預訂酒店房間等，但一般不常在網上購買家用電器，因為他們傾向先查看產品實物；至於購買衣服，也得先試穿上身。可是，當你在網上購買西班牙午餐肉，則已清楚了解購買的產品而毋須試食。

當真正踏入數碼時代後，線上和線下的界線將變得難以劃分，實體店舖的規模也將有所縮小。舉例說，我們將開設300至500家小店，讓顧客親身體驗產品及認識公司。如新客戶能到訪我們的實體店，他們對我們公司的信心將提升六倍之多。

**Ricky Wong**  
Chairman,  
HKTV  
香港電視網絡有限公司主席 王維基





### You Have to Deliver the Products

#### 滿足客戶所需

It's not just a matter of having a product and trying to sell your products. At the end of the day, what really matters is you have to deliver the products and meet clients' expectations. You have to make sure your calculations not only include production and design costs, but also costs for logistics and customer experience.



研發並銷售產品並非單純的目標，至關重要的是你必須提供能滿足客戶期望的產品，並確保其預算不僅包括生產及設計成本，還有物流和客戶體驗的成本。

**Kevin Chi Heng So**

COO,

AV Concept Holdings Limited

先思行集團有限公司營運總裁 蘇智恒

Point and South Horizons, because he believes the online and offline boundary will become two sides of the same coin.

"We opened small concept stores in North Point half a year ago and in South Horizons two to three months ago. This is an experiment to find out the most applicable O2O retail model in Hong Kong. The stores are overcrowded. We display 300 different types of drinks for one week, then 100 types of wines in another week, etc. I just want to tell people that everything is available in our company. The stores are a billboard and transactions take place online, either by mobile or PC. After we opened the store in South Horizons, our online business grew six times. This is incredible," he said.

#### Building confidence and markets

Most surveys find that people say they don't shop online due to worries about personal data leakage, followed by lack of confidence in product quality. Wong's steady growth may partly be a result of increasing consumers' confidence as well as word-of-mouth recommendations from people who visited his concept stores.

Although many new payment systems are being rolled out, the mentality of cash on delivery for many businesses and consumers persists, said Joseph Chan, CEO of



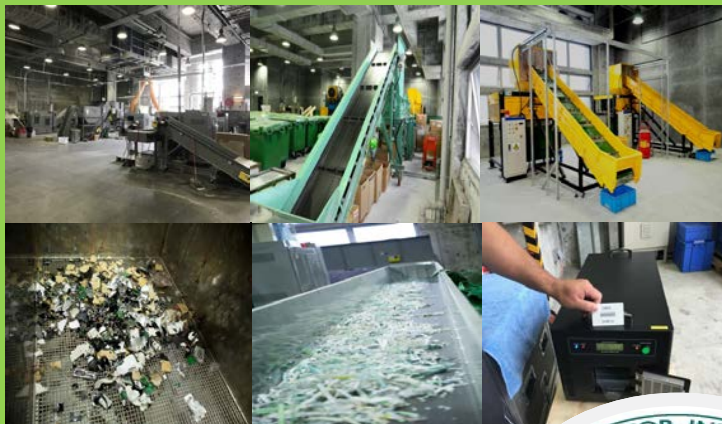
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AsiaPay. To instill more confidence in online payments and ecommerce, many governments are approaching the banking sector to develop fin-tech solutions.

Will Leung (*right*), Co-founder, Overseas, QFPay, echoed his views, adding that for B2B, the traditional payment business model continues to dominate. However, Mainland consumers are getting increasingly quite comfortable with using their mobile wallets to pay for goods online.

One platform that depends a lot on word-of-mouth recommendations among peers is Facebook. It is also often a first stepping stone for start-ups to launch and promote their new online business. However, most of these SMEs are focused solely on their domestic market.

Nicole Chou, Head of e-Commerce, Greater China of Facebook, also speaking at the summit, said in today's connected world of global consumers, less than 25% of traditional SMEs sell goods across borders, so Facebook could help SMEs to tailor their markets and customer segments, and expand internationally.



"In Hong Kong, 67% of Facebook customers have connected to at least one business in a foreign country, with Taiwan, the United States, the United Kingdom, Japan and Singapore being the top five countries respectively. With global internet trends, competition these days is not just about relying on price, but competing on knowledge, and how you can reach out to potential consumers," Chou said.

We are living in a connected world. It is hard to imagine that only 10 years ago the smartphone didn't exist, but now it is an indispensable part of our daily lives and work.

"Two-thirds of the world's population have a mobile phone, and one-third of those have access to the internet, so consumers' purchasing power is really global if you know how to tap those markets," she said.

HKTV's Ricky Wong concluded the session with some sound advice: "I'd like to persuade some of you to throw away old ways of thinking, forget what you've learned in the past, and move into a new era and way of doing business." ❀

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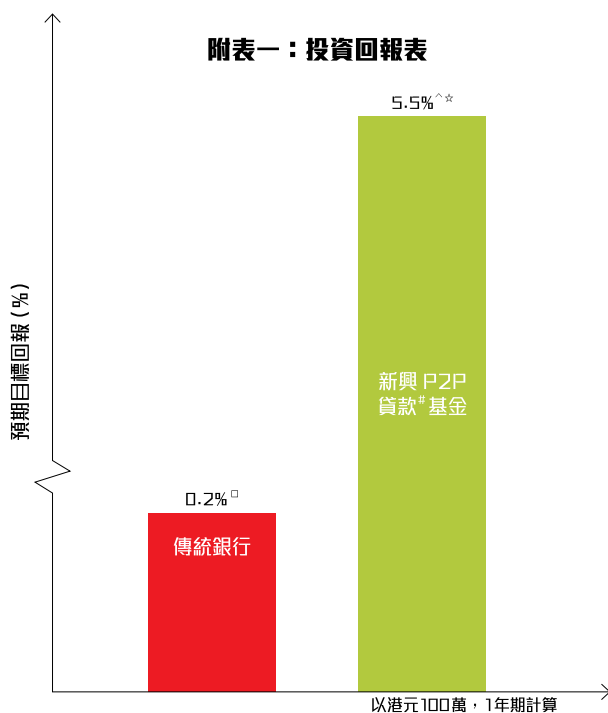
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# 共享經濟

## 如何為上市企業的存款增值

近年來，共享經濟的影響力日益擴大，而 P2P、眾籌更成為目前共享經濟中快速發展的一種全新金融服務模式，未來，更有望成為繼銀行信貸、IPO 和債券市場直接融資外，實行共享金融理念，服務中小企業和大眾市民的重要融資方式。上市企業該如何受惠於共享經濟帶來的可觀機遇？據統計，上市公司囤積數千萬，甚至數億元現金，若上市公司希望將過剩的現金進行投資，並賺取穩定回報提升業績，以盛滙商舖基金(Bridgeway)的全港首個 P2P 貸款<sup>#</sup>基金為例，此基金由盛滙透過集體投資計劃向專業投資者集資，然後經由放債人牌照持牌人 MoneySQ.com 貸款予借款人。若以 1,000 萬投資金額計算，預期一年可獲得約 55 萬目標回報<sup>△</sup>，有效為閒置資金穩定增值，有助上市公司業績穩健增長。



盛滙商舖基金投資服務部董事郭志偉先生談到盛滙商舖基金與 MoneySQ.com 聯手推出全港首個眾籌<sup>+</sup>網貸平台<sup>◇</sup>，聯盟至今約一年間，已成功獲得超過 2 億 5 千萬港元認購，能夠短期內成為投資者及機構投資之選，投資服務部董事郭志偉先生稱多數投資者認為現時環境並不適合進行高風險投資，與其在銀行投放閒置資金去換取低於一厘回報，倒不如投資賺取穩定可觀的回報，同時分散投資風險。

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盛滙商舖基金管理有限公司

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網址：www.BWfund.com

### 企業擬定投資策略 穩健提高回報

郭志偉先生受詢時表示，香港的上市公司大多擁有充裕的流動資金，若選擇合適的投資項目，將大大提高資產回報率。郭志偉先生續分享一例子，如香港某上市公司坐擁逾 1 億港元流動資金，打算運用當中 2 千萬作投資用途，佔企業流動現金約 20%，投資 P2P 貸款<sup>#</sup>基金，有可能賺取 5.5%<sup>△</sup>目標回報即約 110 萬。

### 香港上市公司 A 投資策略分析案例

	銀行定期存款	新興P2P貸款 <sup>#</sup> 基金
投資本金	\$20,000,000	\$20,000,000
1年投資回報	0.2% <sup>□</sup> 即約 \$40,000	5.5% <sup>△</sup> 即約 \$1,100,000

### 創新的融資模式 為投資者把關

談及投資項目的風險，郭志偉先生表示：「盛滙商舖基金管理有限公司持有香港證監會(第9類牌照—即資產管理)，可依法營運集體投資計劃，而 MoneySQ.com 創辦人兼行政總裁李根泰先生及其團隊均擁有近 20 年貸款市場經驗，精通貸款市場運作。」盛滙的資產管理經驗，與及 MoneySQ.com 團隊豐富的借貸網絡，兩者聯盟，定能為投資者把關。

### 創辦人提供個人擔保 令保障更全面

為更進一步保障投資者，MoneySQ.com 與香港唯一信貸資料庫環聯(TransUnion)合作，採用其風險控制系統及大數據分析市場環境，將客戶違約率掌握在預期中，同時 MoneySQ.com 創辦人兼行政總裁李根泰先生對該 P2P 貸款<sup>#</sup>基金附設個人擔保<sup>△</sup>以保障投資者利益。

### 未來展望

聯盟成立一週年，被問及未來計劃，郭志偉先生認為：「首階段專業投資者不可選擇貸款人，但隨着市場對 P2P 眾籌平台的認識加深，風險管理進一步完善後，或可讓專業投資者與貸款人自由配對，達至真正 P2P 經營模式。」另一方面郭表示來年將持續改善客戶體驗，並繼續以「透過分享，增值財富」為使命，協助投資者及借款者把握每個財富增值的機遇。

# 此為間接 P2P 網貸模式。P2P 借貸可採用由投資者直接貸款予借款人的模式，即直接借貸模式，或採用由中介人向投資者籌款然後貸款予借款人，即間接借貸模式。

△ 該回報率由 MoneySQ.com 創辦人兼行政總裁李根泰先生作出個人擔保

□ 該回報率以一年期一般定期存款港幣 \$1,000,000 作為參考數據，資料來源：

<https://www.hkscb.com.hk/zh-hk/personal/deposit/accounts/hong-kong-dollar-time-deposit.html>

\* 眾籌集資由香港證監會持牌法團盛滙(Bridgeway)安排

◇ 網貸平台由放債人牌照持牌人 MoneySQ 管理

△ 個人擔保保障範圍包括本金及目標收益率

☆ 投資涉及風險，基於任何投資的價值都會浮動，並無保證可達到目標回報

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放債人牌照號碼：0374 / 2016

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# 香

港是全球最精通科技、聯繫最緊密的人口之一。據稱，我們平均每日有11小時盯著屏幕，足見對科技的沉迷程度。無論是開會、走在街上，甚至與親朋好友聚餐，我們都不禁成為「低頭族」，只顧低頭玩手机，而忽略了其他人。

儘管我們既沉迷時刻上網亦熱愛購物，然而與區內和全球其他國家相比，香港在電子商貿方面的發展一直較慢。當中的部分原因是本港人口稠密，商場林立。不過，這個情況正開始轉變，尤見於年青一代。

特首梁振英在「2017互聯網經濟峰會——商會論壇：網上營商攻略」會上指出：「顧客無疑會覺得直接逛店最方便，但近年來，網上購物——包括跨國網上購物——亦愈來愈受歡迎。」他續指：「這個趨勢很合邏輯，因為香港已擁有發展電子貿易的所有條件。」

eMarketer的資料顯示，環球網上銷售營業額將會由去年的1.9萬億美元，增長至2020年的4.1萬億美元。Statista數字亦顯示，香港網上銷售近年亦穩步增長，由2015年的29.19億美元，估計會增長至2017年的37.1億美元，預料年增長會達10.2%，至2021年更可達54.65億美元。

港視主席王維基更相信，如果業界不會坐待需求增長來帶動供應，有關增幅將可更高。他對與會者說：「我相信商人其實未能在網上供應客戶所需，所以顧客需求未能增加。」

雖然他先後虧損了2億元，但他近期的行銷策略成功為其帶來雙倍銷售增長，由去年1月每天錄得1,300顧客人次，至12月的每天2,500人次。他表示：「就如現在此刻，我們的伺服器因顧客人次過多不勝負荷，我根本應付不及需求。」

統計處在4月份發布的數據亦顯示相當增長潛力。約170萬年齡超15歲人士表示，他們有在網上購物的經驗，佔該年齡層人口超過四分之一，而他們為此支出頗大。消委會在2016年11月發表的一項調查指出，本地網上購物顧客每年平均支出1,955美

元，當中又以25至34歲一群佔網上購物顧客的最多數。

### 贏取更多顧客

即使對經驗豐富的電子貿易專家而言，營運電子貿易業務依然是極大挑戰。要平衡客戶想網購甚麼，往往是一門藝術甚於科學。

周生生全渠道發展總經理周嘉穎指出，該店早在2000年已設立網上商店，當年電子貿易還未成氣候。及至去年，公司

的網上購物營業額已達9億元。她指出，雖然在一家主打貴價珠寶的零售商來說，這個營業額並不算超乎想像，但能在網絡上佔有一席之地，最大的作用其實是「網絡業務同時可為實體商店帶來更多人流。」

相信沒有多少人會不同意，無論要買的是珠寶或是沙發，電子貿易使購物更為方便。在可見將來，電質依然會蒸蒸日上。

總商會總裁袁莎妮在會上說：「網上購物為顧客帶來全新體驗，也讓我們的生活更方便。今天我們可以在淘寶下單、在Groupon上找優惠、在攜程旅行網上購票、在Airbnb上訂酒店，在Uber上叫車。」

全世界的商店、產品及服務彈指可達，故強大的網絡就更形重要。即使像各大奢侈品牌，一向認為顧客除著緊產品本身，也同樣重視體驗在其店內購物，如今在態度上也有所改變。部分品牌不願發展網購業務的另一個理由是它們認為網絡世界是由水貨客和假貨客所主宰的殺價天地，並花了很長時間才能擺脫此印象。



## Explore New Ways to Deliver Products 探究新方式來提供產品

During the internet age, we know what customers need and want, and then modify products accordingly. Amazon started by selling physical books, but now we are focusing more on electronic books. We are also continuing to try out new products and services and explore new ways to deliver our products and services.

For example, in 2012, we installed robots to enhance the efficiency of delivering goods. In 2016 we introduced Amazon PrimeAir to deliver entertainment. This year, Amazon introduced GO, a new cashier-less system where you only need your smart phone to take away a product. It is a pilot scheme in Seattle involving IOT and AI, but we have a lot of hope for its success.



在互聯網時代，我們透過了解客戶的需求，為產品作出相應的改善。亞馬遜起先只銷售實體書籍，但現在我們更著重銷售電子書籍。我們還不斷積極創新，探究新方式來提供旗下產品及服務。

例如我們在2012年安裝了機器人設備來提高貨運效率，並在2016年推出了Amazon PrimeAir，以提供富娛樂性的貨運形式，更在今年推出了完全不用收銀機的新系統GO，讓你只憑智能手機即可購買產品，這是目前在西雅圖進行的一個利用物聯網和人工智能的試點計劃，但我們對其成功充滿信心。

**Alex Yung**

Corporate Vice President and Managing Director,  
Amazon Web Services Greater China  
亞馬遜AWS全球副總裁及大中華區董事總經理 容永康



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Tel: 2730 8121 Fax: 2735 7093

Fo Tan

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( ✳ Fo Tan Station Exit B)  
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亞馬遜AWS全球副總裁及大中華區董事總經理容永康亦指出，當大家愈來愈慣於隨時隨地購買心頭好，各類業務、產品及支援服務就更加要連繫無間。

互聯網+的發展將日益集中於雲端、大數據和人工智能的應用。他亦深信，創新是成功的關鍵。他引述亞馬遜行政總裁貝索斯（Jeff Bezos）指出：「我認為節約就如其他限制一樣推動創新，跳出框框的唯一方法，是開創你的出路。」

容永康又稱，在互聯網年代，你的競爭對手不再是你的唯一顧慮。他續道：「你要與時間競賽——如何縮短交付時間？我們獲公認為行內最創新的企業。我們不斷轉型，致力滿足市場需求，同時抓緊機遇，這正好解釋何以亞馬遜會想出眾多嶄新的瘋狂意念。」

亞馬遜出售的產品包羅萬有，但吸引用戶進行網購的並非全因產品選擇多元化。根據消費者委員會的調查，只有9%的受訪港人表示他們網購的原因是未能透過其他渠道購買想要的產品。網上購物更廉宜（29%）和更方便（36%）是人們網購的主因。不過，朋友和家人的推薦（43%）才是說服新手一試網購的主要推動因素。

本港許多傳統店舖已建立網上購物平台，例如永安和屈臣氏。港視王維基認為，在香港這個彈丸之地，「到實體店購物極為方便，消費者希望在購物前先『看看和感受』一下。」他又說：「有人指香港不需要電子商貿，因為他們只需徒步便可購買各式各樣的產品。他們購物時，喜歡親身體驗一下。」

然而，要在網上世界了解你的客戶已日趨困難。王維基續稱：「我於上周售出了200張梳化，而我實在不明白如何做。在購買梳化前，我要親身去感受和試坐一下。所以，我得承認我對顧客缺乏了解。他們何以會上網購買這類產品呢？」

正當企業日益視網上零售為減少高昂租金和其他經常開支的途徑，王維基卻在北角和海怡半島開設概念小店，因為他相信線上與線下的界線其實是一體兩面。

他說：「我們半年前在北角開設概念小店，兩至三個月前再擴展到海怡。這是一項實驗，旨在找出最切合香港的線上到線下零售模式。店舖每天其門如市。我們連續七天陳列300種不同的飲料，接著的一周再陳列100種葡萄酒等。我希望讓顧客知道，我們公司的產品一應俱全。實體店的作用好比廣告牌，交易則透過手機或個人電腦在網上進行。我們於海怡開店後，網上業務增長了六倍，令人難以置信。」

### 建立信心和市場

大部分調查發現，受訪者表示不進行網購的原因是擔心洩漏個人資料，其次為對產品質素缺乏信心。王維基的公司錄得穩

## NFC Has a Lot of Possibilities

### 近距離無線通訊潛力無限

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八達通並非經營電子商貿，而是在交易完成前進行的電子支付形式。20年來，八達通是無需現金的最快付款方式，但即使八達通閱讀器的反應只慢了半秒，也足以令顧客感到不耐煩。在手機初面世之際，我們實在想不到其功能之多，但隨著近距離無線通訊（NFC）已成為現時的通用技術，預計其在未來的應用或會更為廣泛。

**Sunny Cheung**

CEO,

Octopus Holdings Limited

八達通控股有限公司行政總裁 張耀堂

## Global Purchasing Power

### 環球消費力

Global citizens have become global consumers, and their purchasing power can reach other parts of the world. For example, we found out that 84% of British consumers like to buy products online from the U.S. In Taiwan, 66% of people like to shop online for products from the U.K. Around 93% of people in Indonesia like to buy French products, and 50% of Russians prefer to buy products produced in Japan. With the popularity of the internet, consumers can have immediate access to products no matter where they are in the world.



全球公民已成為全球消費者，購買力可擴展到世界各地。舉例說，我們發現84%的英國消費者傾向在網上購買美國的產品；66%的台灣人傾向在網上購買英國的產品；93%的印尼人傾向購買法國的產品；50%的俄羅斯人則傾向購買日本的產品。隨著互聯網日漸普及，無論消費者身處何地，各地產品皆垂手可得。

**Nicole Chou**

Head of e-Commerce for Greater China,

Facebook

Facebook大中華區電子商貿行業總經理 周雁冰



健增長，部分原因可能是消費者信心日漸提升，以及其概念店贏得顧客的口碑。

聯款通行政總裁陳永祥表示，儘管市場相繼推出多個嶄新的支付系統，惟不少企業和消費者仍然堅持货到付款。為加強用戶對網上支付和電子商貿的信心，各地許多政府正與銀行業接洽，以開發金融科技方案。

錢方好近海外聯合創始人梁生光亦認同他的見解，並補充指傳統的支付業務模式將繼續主導商業對商業（B2B）的電子商貿業務。然而，內地消費者已逐漸慣於使用他們的流動錢包進行網上付款。

Facebook是一個十分倚賴朋輩口碑的平台，亦是不少初創企業的踏腳石，以推出和推廣他們的網上業務。不過，這些中小企大多只專注發展本地市場。

同場的另一位講者——Facebook大中華區電子商貿行業總經理周雁冰指出，在現今全球消費者緊密相連的世界，只有不足25%的傳統中小企從事跨境銷售，因此Facebook可助中小企窺準他們的目標市場和客戶群，進軍國際。

周雁冰說：「在香港，67%的Facebook客戶已經與外國至少一間企業建立聯繫，當中以台灣、美國、英國、日本和新加坡為首五個國家。面對全球的互聯網趨勢，當前的競爭已不僅針對價格，還涉及知識上的競爭，以及如何接觸潛在消費者。」

我們活在一個互通互連的世界。很難想像在僅僅10年前，智能手機還未出現，但如今已成為日常生活和工作不可或缺的一部分。

她說：「全球有三分二的人口擁有手機，三分之一的人口已連接互聯網，因此消費者的購買力可謂遍布全球，而前提是你得懂得開發市場。」

港視的王維基提出一些明智的忠告為論壇作結：「我在此勸籲各位拋開舊有的思維方式，忘記過去所學到的知識，邁向一個全新的時代，並迎接嶄新的營商模式。」

The “Forging Ahead with Doing Business Online” session was co-organized by HKGCC, together with the Chinese General Chamber of Commerce, Chinese Manufacturers’ Association of Hong Kong, Federation of Hong Kong Industries, Hong Kong Electronic Industries Association, and Hong Kong Young Industrialists Council, to provide a platform to discuss and exchange views on the latest developments and future trends in e-commerce.

The summit looked at the use of digital marketing strategies and social media to engage customers and help SMEs expand businesses online and overseas, as well as how traditional businesses can transform. More than 600 businesspeople attended the event.

「網上營商攻略」論壇由香港總商會、香港中華總商會、香港中華廠商聯合會、香港工業總會、香港電子業商會，以及香港青年工業家協會合辦，旨在為業界提供一個平台，就電子商貿的最新發展和未來趨勢進行討論和交流意見。

峰會探討企業如何利用數碼營銷策略和社交媒體來接觸客戶，以及協助中小企拓展網上和海外業務，並討論傳統業務的轉型方式。逾600位商界人士出席當日會議。





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# May Day Is Coming

## 歐洲進入緊急狀態

**T**he departure of the U.K. from the European Union is now set to be no later than April 2019 as U.K. Prime Minister Theresa May has triggered Article 50 – which states the right for members to quit the E.U. unilaterally as well as the procedure for doing so.

### Regional political uncertainties pose major challenge

Forecasting developments with the E.U. and British economies has become extremely tricky as there are lots of moving parts inside and outside the U.K. Nevertheless, it is safe to say that the Brexit process will be challenging, complicated and lengthy.

First and foremost, as stated in Article 50, the U.K. will have to negotiate and conclude an agreement with the E.U. over the next two years to enable its withdrawal, whilst also trying to establish a framework for the U.K.'s future relationship with the E.U. Given that any deal between the E.U. and Britain will have to be approved by a “qualified majority” of E.U. member states which might run the risk of being vetoed by the European Parliament, the two-year timeframe is already quite tight for the sheer complexity of the issues involved.

And that is even before taking into consideration regional political uncertainties.

For instance, the outcome of the 11-candidate French presidential election on 23 April, which was held after this magazine went to print, will have different implications on the political landscape in Europe. Even if either

one of the leading candidates, Emmanuel Macron or Francois Fillon, wins the election, a new government will unlikely be formed before July.

Similarly, in September, federal elections will be held in Germany to elect members of the Bundestag, the constitutional and legislative body at the federal level in Germany. Polling results suggest a showdown between Chancellor Merkel and her key challenger from the Social Democrats (*see Table 1*). While the result appears to be binary, it could lead to some distinct changes with the U.K.-E.U. negotiations as the Social Democrats have reportedly insisted on “introducing proposals from Germany” on the post-Brexit future of the E.U., while Chancellor Merkel supports sticking to the statements that have already been made.<sup>1</sup>

In addition, the elections in Italy in February 2018 could also hinder the negotiation process.

Therefore, with these key E.U. member states facing potential leadership changes, we suspect the current administrations of these countries may not want to commit to the negotiations about the future relations between the E.U. and the U.K.

### What to expect from the U.K.?

In addition to the risks stated above, the U.K.'s General Election in June could add uncertainties to the outlook. It is also noteworthy that the position of the British leaders is not crystal clear as well, and we also should not write

Table 1 表一

Polling Results of Various Agencies or Institutes 不同機構的民調結果			
	TNS Emnid (8 April 4月8日)	INSA (10 April 4月10日)	Forsa Institut (11 April 4月11日)
Parties 政黨	% of respondents 受訪者		
Christian Democratic Union 基督教民主聯盟	35	33	36
Social Democratic Party 社會民主黨	33	31.5	30
The Greens 綠黨	7	6.5	7
Free Democratic Party 自由民主黨	5	6.5	6
Left Party 左翼黨	8	8.5	8
Alternative for Germany 德國另類選擇黨	9	10	8
Others 其他	3	4	5

Source 資料來源: <http://www.wahlrecht.de/umfragen/index.htm>



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off the risks of a meltdown in the negotiations if the stakeholders involved do not manage expectations properly.

In January, Prime Minister May suggested that “while I am sure a positive agreement can be reached – I am equally clear that no deal for Britain is better than a bad deal for Britain.”<sup>2</sup> Such a statement was supported by 52% of 1,032 respondents surveyed by Ipsos MORI in March (*see Chart 1*).<sup>3</sup> This, in our view, suggests that a no-deal scenario could in fact materialise.

While this is not the base-case scenario given that it would cause substantial turbulence in the financial markets and the global economy, the possibility should not be ruled out. In fact, we suspect pressing concerns will build up as the deadline of April 2019 approaches.

In any event, as reflected in her letter to the president of the European Council invoking Article 50, May did show her willingness to “agree the terms of our future partnership alongside those of our withdrawal from the E.U.”<sup>4</sup> That is why she urged “sincere cooperation” and acknowledged that “cherry-picking” deals would not be an option.

## Looking ahead

To say the least, institutional and political uncertainties brought on by Brexit will have widespread macro-

and socio-economic implications on the British and European economies. Trade between Britain and the E.U. economies accounted for over 52% of the aggregate two-way trade flows, suggesting that any meltdown in negotiations would have serious consequences on the economies (*see Chart 2*). Failure to conclude mutually beneficial deals would lead to rising global risk aversion, which may in turn bring severe macroeconomic repercussions channelled through the financial system, as well as international trade and investment activities.

As always, the clock is ticking and the deadline is quickly approaching. Seeing that there may be little progress in negotiations with its neighbours in the near term, the U.K. will likely engage in trade and investment negotiations with the rest of the world so as to diversify its economy from being too reliant on the E.U. members. The two largest economies, namely the U.S. and Mainland China, will obviously be the key targets. 🌸

1 Spiegel (March 2017) German Campaign Turning into a Debate Over Europe.

2 Telegraph (January 2017) Brexit: Theresa May tells EU that ‘no deal is better than a bad deal for Britain’.

3 Ipsos MORI March 2017 Political Monitor.

4 Prime Minister’s letter to European Council President Donald Tusk

**隨** 著英國首相文翠珊引用第50條——條文列明成員國有權單方面退出歐盟及相關的程序，英國將於2019年4月之前脫離歐洲聯盟。

## 地區政治不明朗 帶來主要挑戰

預測歐盟和英國的發展已變得極其困難，因為英國內外都充滿變數。然而，可以肯定的是英國脫歐將會是一個挑戰重重、繁複且冗長的過程。

首先，根據第50條，英國於未來兩年須與歐盟進行談判，並達成退出協議，同時嘗試就英國與歐盟的未來貿易關係建立框架。鑒於歐盟與英國之間的任何協議均須獲「特定多數」的歐盟成員國通過，並可能遭到歐洲議會否決，議題之複雜使兩期限實顯得相當緊迫。

而且，這還未考慮到當中所涉及的地區政治不明朗因素。

例如，在4月23日（即本刊印行後）舉行、共有11名候選人競逐的法國總統大選，其結果會對歐洲的政治形勢產生不同的影響。即使是馬克龍或菲永這兩位領先候選人其中之一當選，新政府亦不大可能於7月前成立。

同樣，德國將於9月舉行聯邦憲法及立法機關——聯邦議院選舉。民意調查結果顯示，是次選舉將會是總理默克爾與其社

亦不應忽視因持分者沒有適當地管理期望而引致談判崩潰的風險。

首相文翠珊曾於1月份表明：「儘管我確信能達成一一份好的協議，但我亦深信對英國來說，寧願沒有協議，也不要壞的協議。」<sup>2</sup> 根據Ipsos MORI於3月份對1,032人進行的一項調查，這個說法得到52%的受訪者支持（見圖1）。<sup>3</sup> 我們認為，這顯示沒有協議的情況實際上有機會實現。

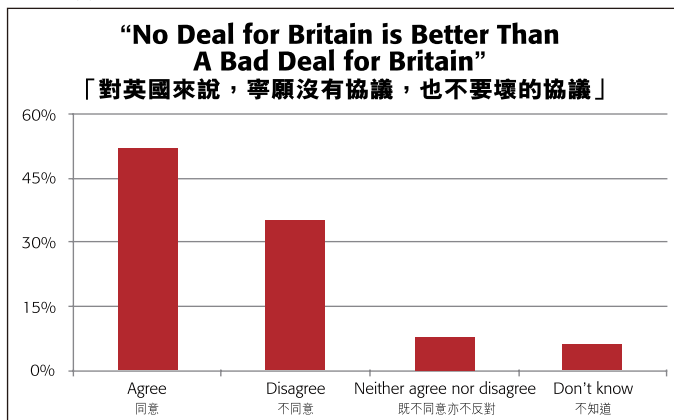
儘管這並非基準預測情況，因其會導致金融市場和全球經濟大幅波動，惟這個可能性不應被排除。事實上，我們推測隨著2019年4月的限期迫近，市場憂慮會逐漸增加。

無論如何，從文翠珊發給歐洲理事會主席，表明啟動第50條的通知書中，可見她願意「接受未來雙方合作及退出歐盟的條款」。<sup>4</sup> 因此，她呼籲各方「衷誠合作」，並認同「挑肥揀瘦」的協議不會是一個可行的方案。

## 展望

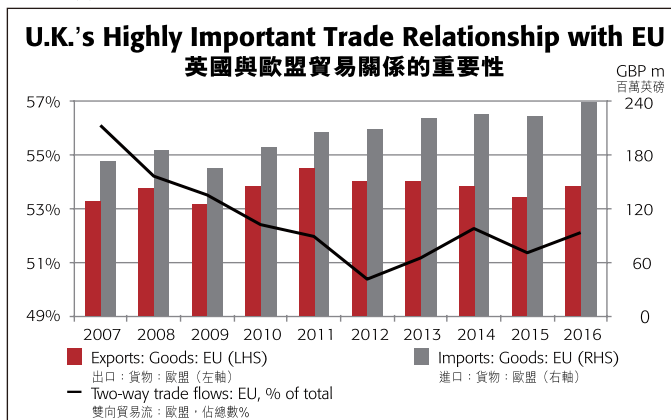
至少，英國脫歐在體制和政治上所帶來的不明朗因素，將會在宏觀及微觀層面上同時影響英國和歐洲經濟體。英國與歐洲經濟體之間的貿易佔整體雙向貿易流超過52%，可見談判崩潰會對這些經濟體影響嚴峻（見圖2）。若無法達成互惠互利的協

Chart 1 圖一



Source: Ipsos MORI  
資料來源：Ipsos MORI

Chart 2 圖二



Source: CEIC data  
資料來源：CEIC數據

會民主黨主要對手之爭（見表1）。這個傾向兩面的結果或會導致英國與歐盟之間的談判出現變數，因為據報社會民主黨一直堅持歐盟於英國退出後「應引入德國的建議」，而總理默克爾則支持維持既有立場。<sup>1</sup>

此外，意大利於2018年2月舉行的選舉，亦可能會阻礙談判過程。

因此，隨著這些歐盟主要成員國或面對領導人換屆，我們推測這些國家的現屆政府可能不想就歐盟與英國的未來關係展開談判。

## 對英國有何預期？

除了上述風險，英國6月舉行的大選或令前景更添不明朗。同樣值得關注的是英國領導人的立場亦不太清晰，我們

議，會令全球的避險情緒升溫，繼而通過金融體系及國際貿易投資活動，對宏觀經濟造成嚴重的打擊。

一如既往，時間正在分秒流逝，限期亦日漸迫近。有見短期內與鄰近國家談判的進展甚微，英國很可能與世界其他地區展開貿易和投資談判，務求使其經濟變得多元化，以免過分依賴歐盟成員國。顯而易見地，美國和中國內地這兩個最大的經濟體將成為主要的目標。✿

1 Spiegel (2017年3月) 德國大選演變成整個歐洲的討論。

2 電報 (2017年1月) 英國脫歐：文翠珊向歐盟表示「對英國來說，寧願沒有協議，也不要壞的協議。」

3 Ipsos MORI 2017年3月Political Monitor

4 首相去信歐洲理事會主席圖斯克



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**New**

# The Future of Malaysia's Investment Environment

## 馬來西亞未來投資環境

**T**he recent reform of the Malaysian Companies Act means Malaysia is now equipped to attract and encourage new investment, whether it be local or overseas.

The new Act, apart from allowing the setting up of a company in Malaysia to be simpler and more expeditious, also permits businesses to be set up with a single shareholder and a single director.

Despite the new Act coming into effect in Malaysia later than neighbouring Singapore, Malaysia is still filled with business opportunities.

Malaysia's partners in the Middle East as well as its long established partner, the People's Republic of China, have stepped in with significant investment, especially in the oil and gas industry and infrastructure.

The country's moderate and multilingual education system is one of the most attractive elements for business investment as it helps ensure the supply of a quality workforce. The multicultural education system has been bolstered with the newly built Xiamen University which is near to Kuala Lumpur International Airport.

Malaysia has yet to set any preference or enact restrictions or barriers to anyone who wishes to make use of its unexplored opportunities. However, exploiting these business opportunities does come with a price slightly higher than Singapore in terms of tax. The level of tax is expected to be gradually lowered to enable Malaysia to stay competitive with her neighbours.

One of the interesting opportunities in Malaysia is that it has a reputation as a moderate Muslim country and exports a lot of halal goods, certified by its relevant authorities, which facilitates wider global business opportunities.

Recently, billions of foreign dollars have been invested in Malaysia, especially in the central and southern parts of Peninsular Malaysia where a proposal has been made to extend a new port in Malacca and the development of a forest city in the very south is in progress.

Think of whatever business you want to do and you can do it in Malaysia. 🌸

*The view of the author may not be exhaustive in whole or in part and any reliance shall firstly be consulted by the members of T. H. Kuan & Co. at [www.thkuan-aica.com](http://www.thkuan-aica.com).*





I General	
Forms of Investment vehicle	
Rep Office	Common vehicle to explore the market.
Branch	Common vehicle to undertake trivial business activities.
Limited Company	Most common for any quantum of business activities.
II Taxation of companies	
Resident	
Definition Resident	A corporation is considered as tax resident in Malaysia, if the management and control of its business are exercised in Malaysia.
Income Tax on Corporates	Effective tax rate of 19% and/or 24%, depending on size and level of profit.
Group Taxation	Only for certain industries and under certain conditions, a group of companies within the same ownership are allowed to utilize current year unabsorbed business losses for income tax purposes.
Incentives	Various incentives are available but the most common one is Pioneer Status where tax exemption is given for first 5 years of business and with an extension of another 5 years.
Losses	Losses can be carried forward and utilized to set off against the statutory business income in the following years.
Tax Base	Territorial basis where taxes will be levied on all gains or profits accrued in or derived from carrying out a business in the territory of Malaysia, including the seabed.
Capital Gains	Capital gains are applicable only for the disposal of real property or on the sale of shares in a Real Property Company. The gain is subject to a minimum tax rate of 5% with the highest tax rate of 30% depending on the length of holding period.
Dividends	Tax exempt.
Non-Resident	
Permanent Establishment	The tax base includes all gains or profits accrued in or derived from Malaysia by the permanent establishment, usually referred to as Branch.
Branches	Tax at 24%.
Tax Base	All gains or profits accrued in or derived from Malaysia by the branch.
Capital Gains on shares in a resident company	Capital gains are applicable only for the sale of shares in a Real Property Company. The gain is subject to a minimum tax rate of 5% with the highest tax rate of 30% depending on the length of holding period.
Non-Resident	
Dividends	Tax exempt.
Technical fee and installation fee for services performed in Malaysia and rent of moveable property	10%
Service Portion of Contract Payments	10% (where a non-resident has mobilized its employees in Malaysia who are involved in the contract, a further 3% withholding tax is to be deducted.)
Interest	15%
Royalties	10%



II Taxation of Companies (Cont'd)	
<b>Anti-Avoidance</b>	
<b>Thin Capitalisation</b>	Currently the implementation of the Thin Capitalisation Rules has been deferred to the end of December 2017 and will be effective from 1 January 2018.
<b>Controlled Foreign Companies</b>	There are no specific controlled foreign companies' rules in Malaysia.
<b>Transfer Pricing</b>	Malaysia applies strict Transfer Pricing rules. In general, all transactions must meet the arm's length requirement. Documentation of price calculations is required.
<b>Value Added Tax</b>	
<b>System</b>	The sale of goods and services rendered are subjected to Goods And Services Tax (GST) which is similar to VAT. Input tax can be offset against output tax.
<b>Tax Rate</b>	6%.
<b>Registration Requirements</b>	Registration is mandatory if the annual taxable turnover is more than RM500,000. However, voluntary registration is available but subject to approval. The GST return is filed in a fixed periodic basis of monthly or quarterly period.
III Taxation of Individuals	
<b>Resident</b>	
<b>Definition Resident</b>	An individual who is in Malaysia for a period or periods amounting to one hundred and eighty-two days (182) or more in a calendar year will be regarded as a tax resident.
<b>Income Tax Rates</b>	The gradual scheduler tax rates is applied, starting from 0% (on the first RM5,000) to a maximum of 28% on chargeable income exceeding RM1,000,001.
<b>Tax Base</b>	Territorial basis where taxes will be levied on all gains or profits accrued in or derived from carrying out a business in the territory of Malaysia, including the seabed.
<b>Tax Collection</b>	The employer is required to withhold monthly tax deduction from their employees' remuneration and paid to tax authority.
<b>Capital Gains</b>	Capital gains are applicable only for the disposal of real property or on the sale of shares in a Real Property Company. The gain is subject to a minimum tax rate of 0% with the highest tax rate of 30% depending on the length of holding period.
<b>Non-Resident</b>	
<b>Income Tax Rate</b>	At flat rate of 28%.
<b>Tax Base</b>	Territorial basis where taxes will be levied on all gains or profits accrued in or derived from carrying out a business in the territory of Malaysia, including the seabed.
<b>Withholding Tax</b>	
<b>Dividends</b>	Tax exempt.
<b>Interest</b>	15%
<b>Royalties</b>	10%
<b>Tax administration</b>	
<b>Tax Year</b>	Calendar year.
<b>Preparation of Tax Returns</b>	Tax return is required to be submitted not later than 30 April (without business income) and 30 June (with business income) in the following calendar year.
<b>Tax Assessments</b>	Self-assessment system.
<b>Statute of Limitation</b>	5 years and in cases of tax evasion, there is no time limit.
IV Other Taxes	
<b>Real Property</b>	Depending on the holding period and the tax rate applicable is between 0% and 30%.
V Social Securities	
<b>Contribution Requirements</b>	Each and every employer is required to contribute for social security for every wage pay employee under the prescribe regulation.
<b>Rate</b>	Maximum of RM88.80 for employee and employer contribution and only applicable to Malaysia citizen only.



**馬**來西亞近日推行公司法改革，顯示該國已準備就緒，以迎接和鼓勵不論是本地還是海外的新投資。

新法除了令在馬來西亞設立公司的程序變得更簡單快捷外，亦容許以一位股東及一位董事成立公司。

與鄰國新加坡相比，儘管馬來西亞的新法推行較遲，但當地仍然商機處處。

馬來西亞在中東地區的夥伴，以及其長期夥伴——中國，已在石油、天然氣業及基礎建設等各方面投入大量投資。

當地的中庸、多語言教育制度，有助確保高質素勞工的供應，是最吸引商業投資的因素之一。新近落成的廈門大學座落於吉隆坡國際機場附近，更進一步鞏固當地的多元文化教育制度。

對於有意利用當地尚未開發的機遇之投資者，馬來西亞仍未

推出任何優惠措施，或實施任何限制和壁壘。不過，從稅務角度看，在馬來西亞開發商機的成本略高於新加坡，惟預料稅務水平將逐步降低，讓該國能夠與鄰近地區維持競爭。

馬來西亞提供的其中一項誘人機遇，是該國一向被譽為是溫和穆斯林國家，並出口大量具備清真認證產品，有助促進更廣泛的全球商機。

近日，數以十億計的外資流入馬來西亞，特別是馬來半島中南部，因為當地正計劃在馬六甲興建新港口，並會在半島最南端發展森林城市。

在馬來西亞，只有您想不到的業務，沒有不能實現的商機。✿

作者的意見未必詳盡無遺，任何人士在信賴有關意見前，應先諮詢T. H. Kuan & Co.的成員，電郵[www.thkuan-aica.com](mailto:www.thkuan-aica.com)。

# Embracing Entrepreneurship

## 體現創業精神

“Families are the driving force of many companies in the world. Family businesses contribute more than 70% to the world's GDP, accounting for over one-third of Fortune 500 companies,” said Aron Harilela, the second-generation leader of a Hong Kong-based global hotelier at the Entrepreneur Series luncheon on 29 March.

As the Chairman and CEO of Hari Harilela Ltd, Harilela oversees a hotel empire spanning across Asia, Europe, Canada and the U.S.

“The Chinese have a saying that ‘wealth cannot be passed on to the third generation.’ It basically means that the first generation creates the wealth, the second generation maintains it, and the third generation loses it. So my task is not only to maintain my family business, but also to create a platform for the third generation to sustain the business,” he said.

### Entrepreneurship stemmed from honesty

Harilela said the story of his father, who went from tailoring to real estate to the hotel industry, is all about entrepreneurship. His father Hari Harilela moved to Hong Kong from his native India in the 1930s at the age of 10. Life was not easy and the Harilela brothers had to hawk daily essentials outside the British army barracks to make a living.

“The British army had no money. They took my father to the warehouse and asked him to take whatever he wanted in return for the stuff he supplied them. My father only took some scotch and cigarettes. The British were very surprised that he took so little. Impressed by my father's honesty, the army gave him a bigger contract to make their uniforms,” Harilela said.

In the late 1960s, his father ran a tailoring shop on the ground floor of the Imperial Hotel. The hotel owner later defaulted on his loan. His father wanted to save his business so he decided to buy the hotel. That was how the family entered into the hotel industry.

“Later in 1967, my father and a group of shareholders bought the plot of land where the Holiday Inn Golden Mile now stands. He met Holiday Inn founder Kemmons Wilson in the U.S. and signed a deal to bring the brand to Asia,” said Harilela.

Yet, at the time, it seemed like a mistake for his father to make this bold decision because of the serious riots taking place in Hong Kong at that time. The shareholders in Harilela's father's business were uncertain about the future and wanted to quit. But his father believed that diversifying his business was the right thing to do. He sold the Imperial Hotel and other assets to buy out the investors and fund the construction of the Holiday Inn Golden Mile.

Despite a bumpy start, the hotel proved to be a success. As a result, the family continued to invest in hotels and now owns 19 hotels across the globe.

### Challenge yourself

Harilela joined the company's London office in 1994. Since then he has committed to reinventing the business. “Throughout the years I had lots of opportunities to innovate the hotel industry and I kept challenging myself all the time. You have to believe in what you see even when you face criticism,” he said.

“I made my first hotel acquisition in 1997. It was a small hotel in London. That was a good time to go into the U.K. as the pound was weak. A few years after I bought the hotel, I decided to do a big renovation because I thought the hotel was not maximizing its potential. The whole first floor was just offices without revenue-generating spaces,” said Harilela.

“I faced a lot of opposition from my company. They said the renovation would cost half as much as what we had spent on the acquisition. But I thought London was burgeoning and the market had changed. I strongly believed we could make our way by maximizing the capital value of the property. I did some research and thought the idea would work and eventually we went ahead. The hotel is now called The Hari and we are doing incredibly well,” he continued.

It can be hard to make decisions when you hold views that often differ from others. Harilela thinks that entrepreneurs may have good business ideas, but they must rely on data to convince others. When you see the potential in something, you still have to show people the reasons behind your idea.





His idea to give the Holiday Inn Golden Mile Hotel a facelift faced strong opposition. “I had seen Canton Road overtaking Nathan Road in terms of shopping. More two-storey shops with big signs were being opened on Canton Road. In the face of this trend, I proposed decreasing the size of our restaurants and expanding retail space in our hotel,” said Harilela.

“I was challenged by questions like how much rent could we get, and how we could generate profits given the money we had to spend. So I talked to estate agents and asked them how much could the rents be increased to back up my proposal. There was no precedent on Nathan Road. But when we did that, we did a great job. It took six to seven months to complete the renovation but we made all the money back in nine months,” said Harilela.

### Creating the family’s own brand

Tasked to take the company to the next level, Harilela has always been seeking to change. “For 40 years we have built or bought hotels and given them to a third party for management. I thought it was time to change the business model by creating our own brand. We named our brand ‘The Hari’ and launched our first hotel in

2016. The second one will be in Hong Kong, and it will open in 2019,” he said.

“More people are travelling and this creates more niches in the hotel market. With our own brand, I want to offer a different hotel experience to customers. I think travellers would rather go outside and explore the city than stay in a five-star fancy hotel. So people don’t need the space anymore and we will create smaller rooms in our new hotel. We will increase the technology as people work in public places more than they previously did,” he added.

### Nurturing entrepreneurship

Harilela thinks that Hong Kong is dynamic, multi-cultural and international, which makes it a good place to start a business.

He hopes Hong Kong can keep up its “can do” spirit and also do more to nurture start-ups. “Hong Kong is a bit too regulated for start-ups. The availability of funds from individual companies is also not adequate. I think our strict education system is not good for nurturing creativity. So I am trying to convince the Government to create a small mock campus for employers and employees to exchange creative ideas,” he explained. ✿

# 香

港著名酒店巨頭夏雅朗於3月29日的企業家系列午餐會上擔任講者，作為家族企業的第二代領導人，他強調：「家族是全球眾多企業發展的主要動力。家族企業佔全球GDP逾70%，當中超過三分之一為世界500強企業。」

Hari Harilela Ltd主席及行政總裁夏雅朗經營遍及亞洲、歐洲和美国的酒店王國。他說：「中國俗語有云：『富不過三代』，意指第一代創富，第二代守富，第三代則耗盡了財富。因此，我的任務不僅是要守業，還要為第三代創立企業傳承的平台。」

### 創業精神建基於忠實

夏雅朗指父親由成衣業進軍房地產業以至酒店業，是其創業精神的最佳體現。1930年代，夏雅朗父親夏利萊在10歲時離鄉來港，當時生活艱苦，他幾兄弟以在英軍軍營外擺賣日常用品維生。

夏雅朗說：「當時英軍缺乏資金購物，於是便帶我父親到倉庫，讓他拿取想要的物資以作交換。他只取了一些蘇格蘭威士忌和香

一家小酒店。當時英鎊疲弱，正是進入英國市場的好時機。數年後，我決定為酒店進行大規模翻新，因為我認為酒店尚未發揮其最大的潛力——酒店一樓整層僅用作辦公室而未能帶來任何收益。」

他續稱：「我的決定遭到許多集團成員的反對，他們指翻新工程的所需費用將高達酒店收購價的一半。但我認為倫敦當時發展迅速，市場氣候改變，故我堅信只要令酒店發揮其最大的資本價值，便可取得成功。經過一番調研，我們認為計劃切實可行，最終落實展開。這正是現時名為『The Hari』的酒店，而且發展非常順利。」

當你經常持有與別人不同的意見時，或會難以作出決定。夏雅朗認為，不少企業家或有出色的營商理念，惟他們必須運用數據來說服他人。一旦你看到事物的發展潛力，亦要向他人展示理念背後的理據。

夏雅朗提出為金域假日酒店進行翻新的意念，同樣曾遭強烈反對。他說：「我留意到廣東道開設愈來愈多佔地兩層的大型品牌店舖，並已超越彌敦道，成為購物熱點。面對這一趨勢，我建議縮小酒店餐廳的規模，擴大酒店的零售空間。」



Throughout the years I had lots of opportunities to innovate the hotel industry and I kept challenging myself all the time. You have to believe in what you see even when you face criticism.

多年來，我得到大量革新酒店業的機會，並不斷挑戰自我。縱使面對批評，亦必須堅持自己的信念。

煙，其數量之少令英軍人員感到十分意外。英軍受他的誠信和忠實所打動，使他獲得為英軍縫造制服的大好商機。」

1960年代末，夏雅朗父親於帝國酒店地下開設服裝裁縫店。其後，酒店業主拖欠貸款，他父親為了保存其業務，便決定買下酒店，他們一家正是因而踏足酒店業。

夏雅朗說：「1967年，我父親聯同股東購入一塊地皮，即現今香港金域假日酒店的所在地。他前往美國與假日酒店創辦人Kemmons Wilson會面並簽下合同，將假日酒店的品牌引進亞洲。」

然而，由於當時香港正爆發嚴重暴動，故他父親作出這個大膽決定似乎並非明智之舉，其他股東也因而對前景表示憂慮，紛紛考慮退股。可是，他父親始終堅信擴充業務是正確的做法，繼而賣出帝國酒店及其他資產，將所得資金用於購入所有股份以及興建香港金域假日酒店。

儘管開業初時困難重重，香港金域假日酒店還是順利踏上成功之路。因此，夏利里拉家族繼續投資興建酒店，現時在全球合共擁有19家酒店。

### 挑戰自我

夏雅朗於1994年加入集團的倫敦辦事處，自此致力重整業務。他說：「多年來，我得到大量革新酒店業的機會，並不斷挑戰自我。縱使面對批評，亦必須堅持自己的信念。」

他指出：「我在1997年作出了首次的酒店收購，那是位於倫敦的

他表示：「我曾就租金收入及如何收回成本等問題而遭受質疑，因此我諮詢房地產代理，問及租金可上漲多少以支持我的發展計劃。此舉在彌敦道上是史無前例的，而我們開創了這個先河，並表現出色。翻新工程耗時六至七個月，但我們在九個月內便已收回所有成本。」

### 打造家族品牌

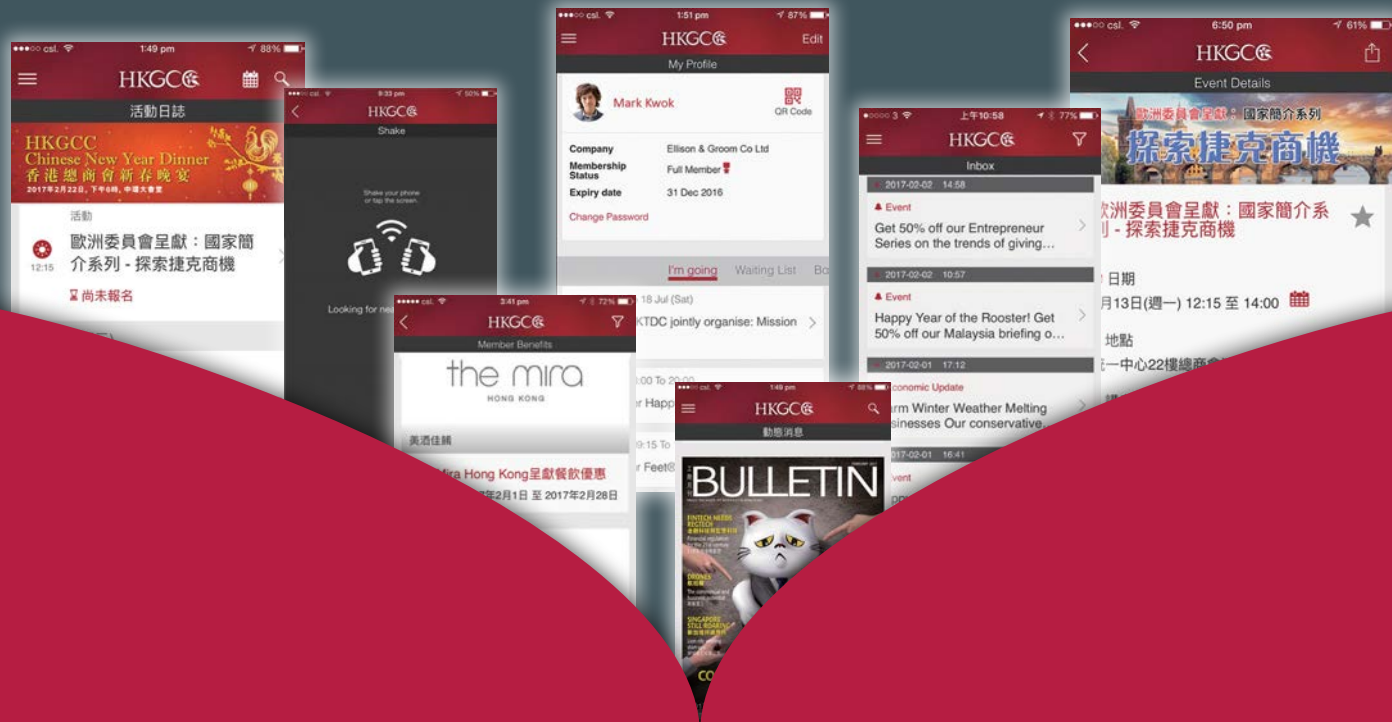
為了令集團更上一層樓，夏雅朗一直致力推動改變革新。他說：「40年來，我們的酒店一直交由第三方來管理，我認為現在正是時候改變商業模式，創建家族品牌。我們將酒店品牌命名為『The Hari』，並於2016年開設了首家酒店。第二家酒店將於2019年在香港開幕。」

他補充：「旅遊的人愈來愈多，這為酒店市場創造更多的利好因素。我希望透過打造家族品牌，為客戶提供與眾不同的酒店體驗。相比停留在五星級的豪華酒店，我認為現今的旅客寧願出外探索城市景點。他們不再需要那麼多空間，故我們將在新酒店建造面積較小的房間；另外愈來愈多人亦選擇在公共場所工作，我們將會引進更多的科技設備。」

### 培育創業精神

夏雅朗認為香港是一個與時並進、具多元文化及國際化的地方，造就理想的營商勝地。

他期望香港能保持其「做得到」的精神，以及致力培育初創企業。他解釋：「香港對初創企業的規管過多，而且個別公司的可用資金不足。本港嚴格的教育制度亦有礙創意培育，因此，我正游說政府創立一個小型模擬校園，讓僱主及僱員交流創意心得。」



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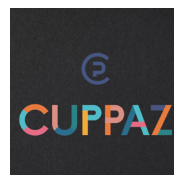
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# Going Green with Packaging

Vegware aims to help cut waste with its range of recyclable plant-based food packaging, reports the Chamber's staff writer **Elaine Chan**

“Food waste is the largest source of municipal solid waste in Hong Kong, as it accounts for approximately 40% of the total. Even worse is this waste cannot be recycled when it is mixed with plastic packaging,” said Ceicy Wong, General Manager of Vegware Hong Kong.

The compostable food packaging organization offers a potential solution for this problem – low-carbon, plant-based and plastic-free disposable packaging that can be recycled together with food waste. The company, which was founded in the U.K. in 2006, offers more than 250 products from cutlery to tableware and takeaway packaging, but is always working on expanding its lineup. It ventured into the Hong Kong market in 2015, and the Vegware team has been developing food packaging products that are tailor-made for Asian food. “We take our clients’ needs seriously, and we are always trying to find the best solution to serve their needs,” said Wong.

She recalled a bride-to-be client who wanted to give away 200 free lunch boxes to the homeless in Hong Kong. The charitable act was made even more meaningful by choosing to use compostable lunch box packaging.

In addition, Wong stresses the importance of the quality of Vegware’s products: “Consistent

service is key to customer loyalty. They will come back when they trust they will have a consistent experience each and every time they patronize your business. Bit by bit, we have earned the trust of many customers and become a well-known brand in our industry.”

While recycling tends to get more attention in the F&B sector in Hong Kong, package innovation also plays a key role in the ongoing green trend. As an industry pioneer that is experienced in sustainable food packaging solutions, Vegware aims not only to provide plastic-free packaging products, but help their clients to create carbon-conscious brands through eco-responsible packaging.

“We have been chosen by countless restaurants, coffee houses, educational institutions and event organizers. Our plastic-free products present opportunities for them to address present-day environmental concerns with a stylish, functional, economic and sustainable solution,” she said.

## Increasing the awareness

Given that all their certified compostable catering disposables are the result of extensive research and thorough study, Wong strives to spread the philosophy behind Vegware via different channels. One of the most important ways is the use of social media. “It is the quickest way for our messages to get through to our customers in such a fast-paced city,” said Wong.

Apart from promoting their products online, Vegware has proactively engaged with many schools. The company has teamed up with institutions such as the University of Hong Kong, Baptist University and several international schools to call on Hong Kong society to get more involved in food recycling and composting.

“Food waste recycling is the first step to zero waste. I believe that the more knowledge consumers are given about the true environmental responsibility of various pack types, the better purchasing decisions they will be able to make,” said Wong.

Compared with other parts of the world where Vegware has introduced their green products, plant-based materials are still relatively new to the Asian market. Acknowledging the need to promote sustainable packaging in Hong Kong, Vegware is working towards





# 綠色包裝

Vegware引入以植物物料製造，並可循環再造的食品包裝產品，  
從而減少浪費 本刊記者陳禧凝

香港Vegware總經理王韻詩表示：「廚餘是本港都市固體廢物的最大源頭，約佔當中的四成。更甚的是，如廚餘沒有與塑膠包裝分開，便無法回收。」

Vegware為可分解食品包裝的製造商，其低碳、以植物物料製造和無塑的即棄包裝產品，可與廚餘一併回收，解決了上述的回收問題。該公司於2006年在英國成立，從餐具、容器到外賣包裝，合共銷售逾250種產品，並一直致力研製更多新產品。Vegware於2015年進軍香港市場，公司團隊積極研發針對亞洲食物而設的食品包裝產品。王韻詩說：「我們認真了解客戶的需求，尋找滿足其需求的最佳方案。」

她回想起一位待嫁的客戶，曾為本港露宿者免費派發200個飯盒，並選擇使用可分解的飯盒包裝，令其善舉更具意義。

她強調Vegware重視產品品質：「提供一致的服務水平是建立客戶忠誠度的關鍵。只要客戶相信每次光顧都能享有一致的

attracting more locally-based clients. “Local businesses such as *cha chaan tengs* (tea restaurants) which have always used traditional packaging might not be aware of the idea of sustainability packaging, so it is important that we invest more time to explain to them that such a practical sustainable solution is available when it comes to food service packaging,” she said.

“I am a Hongkonger and I care deeply for our city. Everyone can do their part in protecting the environment with a sustainable lifestyle. Through our products, we hope to inspire our customers so that a small step in the right direction can end up benefiting our environment greatly,” Wong concluded. 🌸

Company 公司名稱: Vegware Hong Kong Ltd  
HKGCC Membership No. 總商會會員編號: HKV0172  
Established 創辦年份: 2006  
Website 網站: [www.vegware.hk](http://www.vegware.hk)



服務體驗，他們便會再次光臨。漸漸地，我們贏得了眾多客戶的信賴，也讓我們成為行內的知名品牌。」

香港飲食業對回收再造的意識日漸提高，在此環保趨勢下，包裝創新同樣是重要的一環。作為行業先驅的Vegware，在可持續食品包裝方面具豐富經驗，不僅致力提供無塑的包裝產品，而且透過推廣環保包裝，協助客戶建立「低碳意識」的品牌口碑。

她說：「很多餐廳、咖啡店、教育機構和活動策劃機構都選用我們的產品。我們的無塑產品，為他們提供了一個集時尚、實用、經濟和可持續於一身的方法，應對現今的環境問題。」

## 提高意識

Vegware的可分解即棄餐具是廣泛和深入研發的成果，並已獲得認可。王韻詩致力透過不同的渠道傳播公司的理念，而社交媒體就是最重要的媒介之一。她解釋：「在這個節奏急速的城市，社交媒體可快捷地把我們的訊息傳遞至客戶。」

Vegware除了在網上推廣產品，也主動與學校展開合作計劃，如香港大學、香港浸會大學以及若干國際學校，鼓勵香港社會積極參與回收和分解廚餘的工作。

王韻詩表示：「回收廚餘是達致『零廢物』的第一步，我相信消費者愈了解各種包裝對環境的影響，愈能作出更明智的購買決定。」

與Vegware的其他市場相比，植物物料對亞洲市場而言是相對較新的概念。Vegware意識到香港有必要推廣可持續包裝，現正積極吸引更多本地客戶。她說：「本地企業如茶餐廳一向使用傳統包裝，未必了解可持續包裝的概念。因此，我們必須投放更多時間向他們解釋，讓他們認識可行及可持續的食品包裝方法。」

她總結道：「身為香港人，我非常關心我們的城市。每個人都可透過可持續的生活方式，為保護環境出一分力。我們希望能藉產品啟發客戶，只要朝正確方向邁出一小步，便可大大改善我們的環境。」 🌸

### Creating Lan Kwai Fong and More 蘭桂坊故事拓展商機

As the “Godfather of Lan Kwai Fong” and a pioneer of trying new things, Dr Allan Zeman has built a business kingdom in Hong Kong and expanded it across Asia, from Macao to Mainland China and Thailand.

Zeman started his entrepreneurial career at the tender age of 10, when he traded clothing between Hong Kong and Canada. Sure enough, Zeman made his first million at the age of 19 by importing to and selling in Canada women’s sweatshirts manufactured in Hong Kong. After being lured by the great potential here, he decided to relocate to Hong Kong, where he has lived since.

In the early 1980s, when Zeman was still in the fashion trading industry in Hong Kong, he realized there was a lack of Western restaurants where he could bring his business partners to. He decided to open his first resto-bar, California, in Lan Kwai Fong, which was just a narrow street back then. California became a roaring success, which led him to buy more properties in the neighbourhood, resulting in Lan Kwai

Fong as we know it today – one of the most popular tourist, entertainment & lifestyle spots in Hong Kong.

Apart from property development and hotel management, Lan Kwai Fong Group is also involved in various other businesses including movie production & distribution, lifestyle private equity investment, innovative technology, themed attractions, and digital entertainment platform LKFtv, which all form an all-inclusive ecosystem of connectivity.

In order to maintain its competitiveness, Lan Kwai Fong Group joined the Chamber family in 2003. “It’s imperative for us to stay connected and informed on the latest developments and opportunities across a wide range of industries. There’s no doubt that HKGCC, a well-established association with strong networks in the business community, is one of the best platforms for that in Hong Kong,” said Zeman.

Zeman has also been a member of the Chamber’s General Committee since 2005.

Besides business, Zeman contributes much of his time to public service in Hong Kong. In 2001, he was appointed a Justice of the Peace, and in 2004, was awarded the Gold Bauhinia Star by the Chief Executive of Hong Kong. Seven years later in 2011, he was awarded the Grand Bauhinia Medal, the highest award in Hong Kong honors system, for his significant contributions to the well-being of the city. “I just love the people, culture and opportunities here in Hong Kong,” concluded Zeman. ❀

素

有「蘭桂坊之父」美譽的盛智文博士，為開拓新商機的先驅，他在香港建立其事業王國，並把業務拓展至亞洲各地，包括澳門、中國內地及泰國。

他早在10歲時已開始兼職，其後投身於香港及加拿大兩地之間的成衣貿易，開展其創業生涯。他主力把香港製造的女裝運動服進口至加拿大出售，果然，他在19歲時憑此賺到人生的首個一百萬。他被香港的巨大潛力所深深吸引，繼而決定移居香港。

在1980年代初，盛智文仍從事本地時裝貿易界，他意識到香港缺少可以輕鬆談生意的西餐廳，於是決定在當時不過是一條小街的蘭桂坊，開設其第一家酒吧餐廳，名為「加利福尼亞」（California）。隨著California的成功，他開始收購蘭桂坊街區的物業，成就了現時廣為人知的蘭桂坊——香港最受歡迎的旅遊、娛樂及消閒熱點之一。

除了物業發展及酒店管理外，蘭桂坊集團亦積極參與各類業務，包括電影製作及發行、時尚生活概念私募投資、創新科技、主題景點、網上娛樂平台LKFtv，各業務緊密連繫。

為了保持競爭力，蘭桂坊集團於2003年加盟總商會。盛智文說：「我們必須與各行各業保持密切聯繫，了解其最新發展及機遇。總商會是具規模的組織，擁有強大的商業網絡，無疑是全港最佳的平台之一，協助我們達成此目標。」

自2005年起，盛智文成為總商會理事會的成員之一。他不但專注於集團業務，而且還投放大量時間擔任公職。2001年，他獲香港行政長官委任為太平紳士，並於2004年獲頒授金紫荊星章，更於2011年獲頒授香港特別行政區的最高榮譽——大紫荊勳章，表彰他對香港發展的傑出貢獻。他總結道：「我熱愛香港人和本地文化，也被眾多的機遇吸引。」 ❀



Company: Lan Kwai Fong Holdings Ltd

公司名稱：蘭桂坊控股有限公司

HKGCC Membership No. 總商會會員編號: HKL0457

Established 創辦年份: 1996

Website 網站: [www.lankwaifong.com](http://www.lankwaifong.com)

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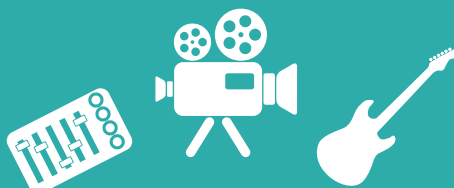
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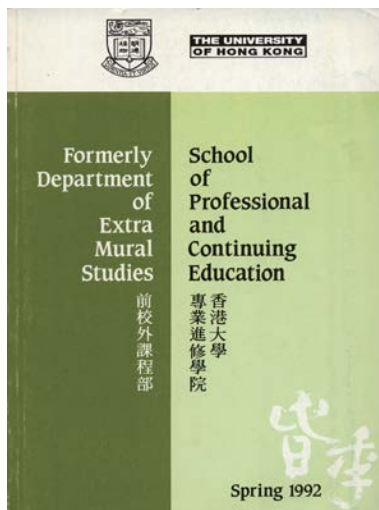


### Extending an Arm to the Community 外展教學 連繫社區

To respond to the rapidly changing social and economic development of Hong Kong in the 1950s, Hong Kong University (HKU) launched the Department of Extra-Mural Studies (DEMS) in 1957 to offer pioneering courses.

DEMS then became an independent school within the university in 1992 and changed its name to HKU School of Professional and Continuing Education (HKU SPACE). In 2000, they established the city's first community college to provide award-bearing programmes leading to sub-degree awards.


Having been with HKU since 1990, Dr John Cribbin, a career university administrator, helped launch HKU SPACE by producing the Working Party Report. As the Deputy Director (Academic Services) of HKU SPACE now, his major duties include corporate governance as the company secretary supporting the Board of Directors and its committees; the servicing of the school's



boards, committees and academic units; and overseeing the school's Registry Affairs and Quality Assurance teams. Dr Cribbin is also part of the school's senior management as a member of the Directorate team and is responsible for the internal application of the Hong Kong Government's Qualifications Framework.

"As the university's extension arm to the community, it seemed

appropriate to also be a part of the business community to better understand their needs and, hopefully to help to meet them, particularly for training," said Dr Cribbin, who joined the Chamber in 2003. Hence, he also serves on the Chamber's Manpower Committee. In addition, as HKU SPACE is a self-financed entity, it is important for them to operate in an efficient and business-like manner, so the seminars and events that the Chamber runs are of interest to Dr Cribbin as well.


Apart from his university work, Dr Cribbin is the Chairman of the Hong Kong Cricket Association and represents cricket on the Sports Federation and Olympic Council Committee. He also represents Hong Kong on the Asian Cricket Council where he has just completed his term as Vice-President, and the International Cricket Council where he serves on a number of their committees. 

為 應對1950年代瞬息萬變的社會及經濟發展，香港大學於1957年開辦校外課程部（DEMS），提供嶄新的課程。

1992年，DEMS易名為香港大學專業進修學院（HKU SPACE），成為港大校內的一所獨立教育機構。2000年，其全港首間附屬學院成立，提供獲資歷認可的副學位課程。

祁樂彬博士自1990年起在港大擔任行政工作，其發表的「工作小組報告」推動了HKU SPACE的成立。他現任HKU SPACE常務副院長（學務），主要職責包括：為院校董事會及委員會擔任秘書；支援院校董事會、委員會及學術單位；監察學院的學務組和學術質素保證組。祁樂彬亦是該校院長室成員之一，負責處理香港政府資歷架構的內部申請。

祁樂彬於2003年加入總商會成為會員，他表示：「學院為港大的外展教學部門，成為商界的一分子有助我們更深入了解和幫助滿足大眾的需求，特別是在培訓方面。」因此，他已加入總商會的人力委員會。此外，由於HKU SPACE為一所自資院校，以高效率及商業形式來營運學院尤為重要，故他對總商會所舉辦的研討會和活動均深感興趣。

除了院校的職務外，祁樂彬亦是香港板球總會的主席，並兼任香港業餘體育協會暨奧林匹克委員會的板球界代表。同時，他為亞洲板球理事會的香港代表，並剛卸任該會的副會長一職。他亦參與國際板球理事會多個委員會的工作。 



Company : HKU School of Professional and Continuing Education

公司名稱：香港大學專業進修學院

HKGCC Membership No. 總商會會員編號: HKH0614

Established 創辦年份: 1999

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# Cutting Edge Peruvian-Japanese Fusion

## 日系秘魯菜全新煮意

The Chamber's staff writer **Elaine Chan** enjoys the bold flavours of one of the world's most exciting fusion cuisines at El Mercado

本刊記者陳禕凝到訪El Mercado，品嚐令人驚喜的fusion好味道

**E**l Mercado, Hong Kong's much lauded Nikkei restaurant, lets diners sample the unique fusion of Peruvian and Japanese cuisine (Nikkei) in a laidback ambiance. The restaurant features bold and vibrant dishes that scream diversity and deliciousness. While the ever-evolving nature of hybrid cuisines makes them exciting, one thing that remains unchanged at El Mercado is the culinary team's enthusiasm in experimenting with fresh, memorable ingredients in new ways. Ease yourself into an adventurous, culinary mood in the restaurant's intimate yet relaxed setting, and be ready to open your mind to something unexpected.

**在**港備受推崇的日系秘魯菜館El Mercado，讓食客在輕鬆悠閒的環境下品嚐獨一無二的日系秘魯融合（fusion）菜式。該餐廳提供創新、充滿活力的菜式，大膽呈獻多元化的味覺驚喜。融合菜式之所以令人興奮萬分，在於它們不斷演變，日新又新，但El Mercado團隊對烹飪的熱誠，務求為新鮮、特色的食材注入新創意的精神就歷久不衰。齊來在親切、輕鬆的氣氛下放開懷抱，準備開展一趟驚喜刺激的美食探尋之旅吧！



### Ceviche de Classico

This sea bass ceviche is a Peruvian classic that mustn't be missed. The stand-out component is the tiger's milk (or leche de tigre, a Peruvian sauce) employed to marinate the raw, firm and fresh fish. The citric chili sauce, a favourite in Peru, enlightens your palate with its tanginess while the soft, sweet potato slices offer a hint of natural sweetness to balance the flavours of the dish. The presence of onion, fresh chilli and coriander flakes adds to the mix of flavours.

這道海鱸ceviche是不能錯過的秘魯經典菜式。當中以虎之奶（一種名為leche de tigre的秘魯醬汁）的味道最為突出，用以醃製肉質結實的新鮮魚生。香檸辣汁是秘魯人的醬汁至愛，能令你的味覺為之一振，而鬆軟的蕃薯片則增添一點天然甜味，以平衡菜式的味道。另外再加入洋蔥、新鮮辣椒和芫荽片，令味覺層次更見豐富。



### Empanadas

Filled with well-seasoned beef, red onion and tomato, these traditional Peruvian meat pastries with a golden-brown, crescent-shaped crust are fried and crisped to perfection. Pairing perfectly with all three tasty dipping sauces – creamy, refreshing or spicy, these mouth-watering delights are heavenly. One bite should be enough to make you a believer too.

這款傳統的秘魯餡餅外型像餃子，以牛肉、紅洋蔥和蕃茄為餡料，外皮烤至金黃酥脆，再蘸上三款美味的醬汁——軟滑、清新或香辣，實在令人回味無窮，足以讓你一試愛上。



### Ceviche de Salmon

Combining salmon slices with tiger's milk of yellow chili, the result is an appealing bowl of tender, cured fish with bold and bright flavors. Crispy sweet potato chips on the top add extra flavor to the dish. Refreshing and zingy, this creative take on the classic ceviche will leave you with fresh taste buds eager to try the next dish.

嫩滑的三文魚片配以虎之奶黃辣椒，使味道更見鮮明突出。香脆的蕃薯片灑於其上，令菜式滋味更上一級。這道經典ceviche的創意演繹清新怡神，讓你的味蕾煥然一新，準備迎接下一道佳餚。



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## Chef's Profile 大廚小檔

Heading up the kitchen team is Head Chef Ronaldo Layug, who has more than two decades of professional cooking experience in multinational cuisines. Inspired by his time in Lima working with Chef de Cuisine Jose Manuel Sabrera Meza, his creations reflect the authenticity of Peruvian cuisine. From timeless flavors to seamless service, he stresses El Mercado's emphasis on giving diners a satisfying gastronomic experience.

餐廳的烹飪團隊由大廚Ronaldo Layug率領。他擁有逾廿年主理多國菜式的專業經驗，於利馬工作時與主廚Jose Manuel Sabrera Meza合作無間，並把期間所得的啟發融合其創作之中，充分帶出正宗秘魯菜的風味。從經典味道到貼心服務，他強調El Mercado專注為客人打造稱心滿意的美食體驗。



### Sea Urchin Tiradito

This artistic dish features sea urchin in green tiger's milk, accompanied by charcoal cassava, radish and baby corn. The sweet and briny flavour of the sea creature works in perfect harmony with the coriander-based sauce, resulting in an immensely satisfying dish.

這件藝術品的主角是翠綠色的虎之奶海膽，伴以炭烤木薯、小蘿蔔和玉米筍，滲出鹹中帶甜的海水鮮味，與芫荽汁取得完美的平衡，令人大感滿足。



### Hot Duck Ceviche

This fragrant hot dish features a duck confit with squid ink-coloured cassava. The salty edge of the meat combines wonderfully with the tangy, spicy tiger's milk, exciting your taste buds with its intensity of flavours.

這道香氣四溢的油封鴨配以墨魚汁木薯，鴨肉的鹹香與虎之奶的香辣味道十分匹配，濃郁豐富的味道定能為你的味蕾帶來刺激。



### Hot Salmon

These tender slices of pan-fried Norwegian salmon come on top of a bed of cassava and baby corn. The vibrant, yellow chilli ricotta spices up the delicate dish, leaving a pleasant tingling sensation and a lingering taste that will immediately have you sold after the first bite.

這味嫩煎的挪威三文魚片香軟幼滑，放於木薯和玉米筍之上，再配搭以鮮黃色的香辣意式軟酪，吃起來更覺惹味。辛辣的感覺與縈繞的滋味，實在令人難以抗拒，一口愛上。

### Peruvian Pisco Sour

Enjoy the essence of Peru in a glass with this classic cocktail featuring 1615 Pisco Quebranta, which impeccably blends fresh zesty lime juice with frothy egg white, sugar syrup and bitters. Balancing sweet and sour, the national drink of Peru will go well with even the most illustrious palates.



不妨來一杯以1615 Pisco Quebranta調配的經典雞尾酒，細嚐秘魯飲食文化的精髓。清新的鮮青檸汁融入泡沫蛋白、糖漿和苦啤酒之中，入口時甜酸恰到好處，不愧為可隨時搭配至佳美饌的秘魯「國飲」。



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Gabriel Wong, PwC China Corporate Finance Leader  
羅兵咸永道會計師事務所 中國企業融資部主管 黃耀和

# Moving Along with Belt & Road

## 與「一帶一路」同步向前

**T**he Silk Route once stretched across the entire Asian continent centuries ago but was resurrected after Chinese President Xi Jinping's state visits to Southeast Asia in 2013. The modern-day Silk Route, which is part of the Belt and Road (B&R) initiative, is redefining economic activities in the greater Asian continent, with its need for economic cooperation and promotion of trade in emerging markets.

Composed of the Silk Road Economic Belt (SREB) and the Maritime Silk Road (MSR), the initiative is expected to become an express lane to facilitate increased trust among neighbour countries and integrate economic collaboration.

Developments are taking place fast. Shaanxi Province, a strategically indispensable area for trade pro-

ber of projects including the 420-kilometre China-Laos railway and a US\$1.4 billion reclamation project for Colombo Port City, Sri Lanka.

Yet despite all the positive results and effort put into the initiative, some critics still question the intentions behind B&R. Many people believe that this framework is nothing more than a political gimmick by the Chinese government and a geopolitical manoeuvre – yet these accusations are not consistent with the latest news in some of the B&R countries.

Simply put, B&R is not a political tool but a platform to attract countries to join and gain. The long-term goal is to achieve more trade flows, more connectivity, and cultural exchanges.

In April 2017, the London-Yiwu Express train left for



As a financial megacity situated at the center of international shipping routes, and partially independent of the Mainland under the “One Nation, Two Systems” arrangement, Hong Kong can utilize its unique strategic qualities as a fast track for Mainland China to explore trading opportunities and facilitate RMB internationalization.

地處「21世紀海上絲綢之路」的起點與多條國際貨運航線的中心，  
作為金融樞紐的香港可以充分利用其「一國兩制」的政治特色，  
積極輔助中國開拓商機，並加快人民幣國際化的進程。



motions and cultural exchanges, has taken the lead by implementing preferential tariff measures for trading items originally made in or exported to B&R countries.

At the same time, funding has been swiftly and generously put in place. In 2014, Mainland China poured US\$40 billion into the Silk Road Fund in hopes of investing in B&R projects, and the following year, provided another US\$40 billion in founding capital to the Asian Infrastructure Investment Bank (AIIB) to support infrastructure projects. In the four years from the planning stage to now, Mainland China has started a num-

Mainland China carrying 30 containers filled with U.K.-made products. This provides a middle ground between costly air freight and time-consuming sea transportation. The London-Yiwu rail trade will help the U.K. expand its foreign trade network and will ultimately come in handy when Brexit becomes effective within the upcoming two years.

While B&R smoothens bilateral trading cooperation, it is also changing the political landscape in Asia. This April, India offered another attractive financing package to Bangladesh, a US\$5 billion low-interest loan allow-





ance specifically for national defence and key infrastructure projects. India has actually been investing in the infrastructure sector for decades but has significantly upgraded its competitiveness following China's B&R announcement. Since then, the country has participated in 17 infrastructure projects including airport and highway construction. The B&R initiative has pushed India to assert its determination to compete with regional superpowers and to have a major defining say in the current economic situation in Asia.

Most importantly, B&R's core aim is not as an infrastructure program, nor is it an investment portfolio. Although currently at a very preliminary stage, B&R also aims to export Chinese artworks and literature overseas. Since Book of Silk Road Project's launch in 2014, the organization has entered several inter-translation arrangements with B&R countries including Sri Lanka. These agreements, plus the rising export of classic Chinese literature to over 190 countries, will noticeably increase the presence of Chinese culture in B&R countries and raise cultural exchanges in Asia to a higher and more engaging level.

Bearing this in mind, Hong Kong sits on a prime spot along the Maritime Silk Road and can act as a "super connector." As a financial megacity situated at the center of international shipping routes, and partially independent of the Mainland under the "One Nation, Two Systems" arrangement, Hong Kong can utilize its unique strategic qualities as a fast track for Mainland China to

explore trading opportunities and facilitate RMB internationalization. Ranked no.1 as the freest economy in the world for 22 consecutive years, Hong Kong has accumulated significant experience in capital markets and can serve as a textbook tutorial for mainlanders along the B&R development path. And lastly, not to be overlooked: the unique east-meets-west cultural environment the city has successfully sustained in the past two decades that will be used as a successful city governance example when integrating Chinese culture with B&R countries in the future.

From a long-term perspective, the outlook is bright for B&R trade. The healthcare sector has an optimistic growth outlook due to increasing hospital capacity. The energy sector will likely see significant ramp-ups in national power demand. However, more recent potential can be identified specifically in the railway industry. The trans-Europe rail networks, planned to connect Mainland China to Western Europe, will dramatically reduce the transportation time between Mainland China and European consumer markets. From a more macroeconomic perspective, market expectations will see M&A infrastructure construction rebound in the near future. While the rate of increase will be limited and subject to the outcome of the Communist Party 19th Congress later this year, maturing and consolidation of the Chinese economy should help B&R markets continue to offer riskier but more attractive returns with higher potential for organic growth. ✿





在數個世紀前，絲綢之路曾是橫跨古代中國與歐亞各國間通商經貿的重要橋樑；2013年，國家主席習近平前往東南亞進行國事訪問，為這條舉足輕重的經濟走廊賦予了全新的責任。這條現代絲綢之路是「一帶一路」戰略中的重要一環，旨在重塑歐亞大陸經濟格局，加強新興市場的商業合作與貿易往來。

「一帶一路」由「絲綢之路經濟帶」和「21世紀海上絲綢之路」組成，這兩條「絲綢之路」將推動中國與亞歐鄰國之間的互信，促進雙方的經貿合作。

「一帶一路」提出後，一連串的發展項目相繼實行。其中位於「一帶一路」戰略中心地帶的陝西省，是推動貿易及促進文化交流的關鍵中樞。該省率先制定基於原產地證書的免稅政策，減免了生產於或出口至「一帶一路」沿線國家的商品海關關稅。

除政策支持外，財政支持也隨即到位。2014年，中國投入400億美元成立絲綢之路基金，用於對「一帶一路」項目的投資。次年，中國再斥資400億美元於設立亞洲基礎設施投資銀行，為各國開展的基建項目提供資金援助。在「一帶一路」戰略誕生至今的四年中，中國積極開展多項發展項目，其中包括總長420公里的中國老撾鐵路，以及耗資14億美元的斯里蘭卡港口城項目。

中國在「一帶一路」戰略的引領下迅速發展的同時，外界對戰略背後真正目標表示質疑，指「一帶一路」不過是中國為求擴張自身領導力的政治手段及地緣政治產物。然而，此等指責卻與「一帶一路」沿線國家的近期新聞大相逕庭。

簡而言之，「一帶一路」並非外媒所指的政治工具，而是一個吸引各國共同參與、共同獲利的貿易平台。「一帶一路」的長期目標是開拓更多貿易往來，增加與其他國家的聯繫，促進文化交流。

2017年4月，一輛載滿30多個集裝箱的貨運列車，將英國製造的產品從倫敦送往中國義烏。鐵路為過往高昂的空運費用及耗時的海路運輸提供折衷選擇，有助英國拓展貿易網絡，這將對兩年內正式脫歐後的英國經濟起到至關重要的支持作用。

「一帶一路」戰略在促進沿線各國雙邊貿易合作的同時，也改變了亞洲的政治局勢。今年4月，印度政府再為孟加拉國提供高額貸款——一筆高達50億美元的低息貸款，用作建設國防及重點基建項目。事實上，印度一直致力投資其基建項目，在中國宣布「一帶一路」戰略後，印度的競爭力更大幅提升。至今，印度已為孟加拉17個基建工程提供資金援助，項目涉及新機場和高速鐵路的建設。「一帶一路」的發展也促使印度表明其與地域大國競爭的膽識，以及在當今亞洲經濟局勢下爭取話語權的決心。

最重要的是，「一帶一路」的核心目標並非僅僅是基礎建設項目，亦非一個純粹的投資平台。政策的另一重點是把中國古典文學傳播海外，儘管工作目前仍在起步階段，但自2014年絲綢書香項目成立以來，中國已與斯里蘭卡等地建立了雙邊古典文學互譯的合作關係。加上中國正向190多個國家推動古典名著，可望將中國文化在「一帶一路」沿線各國廣泛傳播，也帶領亞洲各國間的文化交流更上一層樓。

在此基礎上，作為世界金融中心的香港將在「一帶一路」戰略中扮演「超級聯繫人」的角色。地處「21世紀海上絲綢之路」的起點與多條國際貨運航線的中心，香港將充分利用其「一國兩制」的政治特色，積極輔助中國開拓商機，並加快人民幣國際化的進程。香港連續22年榮獲全球最自由經濟體的殊榮，在資本市場累積了大量投資經驗，也將為中國「一帶一路」的發展起重要的參考作用。而不容忽視的是，香港在過去二十年來，一直維持中西文化薈萃的獨特文化環境，其成功的城市管理方式可為未來將中國文化融入「一帶一路」沿線國家的工作作為借鏡。

長遠來看，「一帶一路」的發展前景非常樂觀。由於醫院規模日益強大，醫療業務有望持續增長；國內對電力需求日增，亦將加速能源業發展。而發展潛力最大的則是鐵路建設業。當中旨在聯結亞歐的鐵路系統，將大大縮減中國與歐洲消費者市場的貨運時間。從較宏觀的經濟角度而言，企業併購基礎設施的市場將有所回暖。儘管增速放緩，但在即將召開的中共「十九大」的影響下，可望成熟穩健的中國經濟將有助促進「一帶一路」市場實現更高風險但更高回報的可持續增長。✿

# 營 商 倍 輕 鬆

## 產地來源證

全港最大網上平台  
簽證處及簽發量最多

## 代辦領事認證

商會加簽及領事認證  
一站式完成

## 紙張轉換電子

進出口報關  
產地來源證  
道路貨物資料申報  
(ROCARS)

## 商事證明

可提高文件確實性  
促進雙方互信

## 暫准進口證

貨物可暫准免稅進口

### 旺角 (總行)

彌敦道 707 - 713 號銀高國際大廈 3 樓  
✳ 旺角站 A1 出口  
電話: 2398 6033 傳真: 2391 9469

### 中環

德輔道中 48 - 52 號裕昌大廈 2 樓 202 室  
✳ 中環站 C 或香港站 C 出口  
電話: 2525 2131 傳真: 2877 2032

### 金鐘 (暫准進口證)

金鐘道 95 號統一中心 22 樓  
✳ 金鐘站 D 出口  
電話: 2823 1275 傳真: 2110 9442

### 尖沙咀

河內道 5 號普基商業中心 13 樓 1301 室  
✳ 尖沙咀站 D2 或 尖東站 N2 出口  
電話: 2730 8121 傳真: 2735 7093

### 荔枝角

長順街 7 號西頓中心 9 樓 904 室  
✳ 荔枝角站 A 出口  
電話: 2310 1378 傳真: 2310 1360

### 觀塘

巧明街 111 - 113 號富利廣場 15 樓 1508 室  
✳ 觀塘站 A2 出口  
電話: 2344 8713 傳真: 2342 5574

### 荃灣

青山道 264 - 298 號南豐中心 10 樓 1047 室  
✳ 荃灣站 A1 出口  
電話: 2416 0844 傳真: 2412 2799

### 火炭

山尾街 18 - 24 號沙田商業中心 14 樓 1406 室  
✳ 火炭站 B 出口  
電話: 3586 8180 傳真: 3586 9290







Chamber Chairman Stephen Ng attended a luncheon with Wen Guohui, Mayor of Guangzhou, and representatives from other major local chambers in Hong Kong on 22 March to exchange insights on the Greater Bay Area and closer cooperation between Guangzhou and Hong Kong. Wen previously led an official delegation to Hong Kong in March.

總商會主席吳天海於3月22日出席午餐會，就大灣區的發展及廣州與香港的更緊密合作，與廣州市市長溫國輝及本港其他主要商會的代表交流意見。溫市長曾於3月份率領官方代表團訪港。

Chamber General Committee member Edmond Yue and China Committee members attended a spring dinner organized by the Hong Kong Chamber of Commerce, Qianhai in Shenzhen on 22 March to further strengthen relations between Hong Kong and Qianhai business communities.

總商會理事及中國委員會委員余國賢於3月22日赴深圳出席由前海香港商會舉辦的春茗，以進一步加強香港與前海商界的關係。



Dr Xu Chenggang, Professor of Economics, Cheung Kong Graduate School of Business (CKGSB), shared his insights about the Mainland's Two Sessions with members on 22 March, less than a week after their conclusion. He shed light on the key economic challenges and reforms needed in the Mainland, against the backdrop of its recent political and social development.

長江商學院經濟學教授許成鋼於兩會閉幕後不足一星期，出席本會3月22日的午餐會，與會員分享對內地兩會的見解，並從政治和社會發展的層面，分析內地面對的主要經濟挑戰和改革方向。



Chamber General Committee members PC Yu and Edmond Yue, CEO Shirley Yuen, and China Committee members attended an Annual Spring Dinner in Hong Kong on 23 March organized by the Government of Guangdong Province, fostering the relationship between the Chamber and the Guangdong Government.

總商會兩位理事余鵬春及余國賢、總裁袁莎妮及多位中國委員會委員於3月23日出席由廣東省政府舉辦的春茗晚宴，以促進本會與廣東省政府的關係。

Zhao Bingbing, Deputy Director General of Liaoning Foreign Affairs Office, called on the Chamber on 27 March to discuss expanding cooperation. Wendy Lo, Senior Manager, China Business, received Zhao and the delegation.



遼寧省外事僑務辦公室副主任趙冰冰率領代表團於3月27日到訪本會，由中國商務高級經理盧慧賢接待，雙方討論擴展合作。



Jackit Wong, Economist from Coface, Asia Pacific Region, shed light on the risks and opportunities in Mainland China in 2017, as well as for the U.S. and the Eurozone, at a roundtable luncheon on 23 March. She said that despite the moderate growth of the Mainland's economy in 2016, people should remain cautious on the macroeconomic outlook of the Mainland.

科法斯亞太區經濟師黃詠詩於3月23日的午餐會上，剖析2017年中國內地、美國及歐元區的風險和機遇。她指出，儘管內地經濟於2016年錄得溫和增長，惟我們仍需對中國的宏觀經濟前景保持謹慎。



China Committee Vice Chairman Eric Fok attended a meeting chaired by the Economic Affairs Department, Liaison Office of the Central People's Government in the HKSAR on 28 March to exchange thoughts on the development of the Greater Bay Area.

中國委員會副主席霍啟山於3月28日出席由中央人民政府駐香港特區聯絡辦公室經濟部主持的會議，就大灣區的發展交流看法。

The China Committee held a meeting on 31 March at Hunan Sunshine Holding Ltd. Liu Shenghui, Managing Director of Hunan Sunshine Holding Ltd, and Zheng Zhe, Director, Division of Taiwan, Hong Kong & Macao Affairs, Department of Commerce of Hunan Province, briefed members about Hunan's economy and investments made by Hunan's enterprises in Hong Kong and overseas.

中國委員會於3月31日到三湘集團開會。三湘集團董事長劉勝輝及湖南省商務廳台港澳處處長鄭哲向委員簡介湖南的經濟，以及湖南企業在香港和海外的投資。

David Ip, General Manager, QS Search Limited, shared some insights on recent consumption trends in the Mainland, potential opportunities and digital marketing strategies during a roundtable luncheon on 27 March. He said that the key to success in the Mainland market often depends on in-depth understanding of customers by leveraging big data. He also shed light on how enterprises could leverage insights from big data analytics and enhance competitiveness in the Mainland market.

彩皓集團有限公司總經理葉青陽於3月27日的午餐會上，闡釋內地近年的消費趨勢、潛在商機及數碼營銷策略。他表示，在內地市場營銷的成功關鍵，往往在於利用大數據深入了解客戶。他亦講解企業該如何利用大數據分析中所得的見解，提升在內地市場的競爭力。



Chen Hong Liang, Vice Chairman of China Council for the Promotion of International Trade Hainan Sub-Council, called on the Chamber on 31 March. General Committee member Edmond Yue welcomed Chen, who introduced the latest developments in Hainan and invited the Chamber to support their investment promotion activities in Hainan in June.

中國國際貿易促進委員會海南省委員會副會長陳鴻亮及隨員於3月31日到訪，由本會理事余國賢接待。陳副會長介紹海南的最新發展，並邀請總商會支持該會將於6月假海南舉行的投資推廣活動。

Li Qinghong, Party Member of Jiangxi Development and Reform Commission and Director of Jiangxi Government Project Approval Centre, visited the Chamber on 28 March to promote the forthcoming investment symposium in Hong Kong. China Committee Vice Chairman David Hsu received Li and his delegation.

江西省發展和改革委員會黨組成員及江西省政府投資項目評審中心主任李慶紅率領代表團於3月28日到訪，以推廣即將在港舉行的投資研討會，由中國委員會副主席許立慶接待。



### Americas Committee 美洲委員會

#### Linking with Miami

HKGCC CEO Shirley Yuen and Hernando Gomez, representing the Greater Miami Chamber of Commerce (GMCC), signed a Memorandum of Understanding on 21 April to establish a relationship between their respective business communities of Hong Kong and Miami. The GMCC delegation explained to Chamber members that downtown Miami is swiftly developing into a global city center with tremendous enhancements in infrastructure, facilities and cultural development. There are also projects in the pipeline aimed at strategically developing downtown Miami into a super-connector between the city's downtown area and its emerging northern parts, such as the Smart Infrastructure Plan with several Rapid Transit Corridors.



#### 與邁阿密聯繫

總商會總裁袁莎妮與大邁阿密商會（GMCC）代表Hernando Gomez於4月21日簽署合作諒解備忘錄，以建立香港與邁阿密更緊密的經貿關係。GMCC訪問團表示，隨著基建、設施及文化方面的發展日趨完善，邁阿密市中心正迅速發展為國際都市。當地亦積極開展多項發展計劃，如智慧基建計劃中的若干快速轉運系統，旨在策略性地連繫市中心與北部新興地區，從而強化邁阿密市中心作為「超級聯繫人」的角色。

### Asia & Africa Committee 亞洲及非洲委員會



#### Building HKGCC-Myanmar Chamber Ties

Over 120 members attended the HKGCC-Myanmar networking cocktail reception to welcome a visiting business delegation from Myanmar on 30 March. The 21-member delegation comprised high-level businesspeople and officials from the Union of Myanmar Federation of Chamber of Commerce and Industry (UMFCCI), the country's largest business body with over 20 regional organizations and 30,000 members.

Led by Myo Thet, UMFCCI Vice President, and Than Aung Kyaw, Deputy Director General, Department of Investment and Company Administration, Myanmar Investment Commission, the delegation was in Hong Kong on a five-day fact-finding mission.

#### 與緬甸建立聯繫

逾120名會員出席3月30日的總商會緬甸聯誼酒會，款待訪港的緬甸商務訪問團。代表團由21位來自緬甸工商聯合會（UMFCCI）的官員和商家組成，該會是緬甸最大的商業機構，旗下設有20多個地區組織，並擁有3萬名會員。

在UMFCCI副總裁Myo Thet及緬甸投資委員會投資及企業行政部副總監Than Aung Kyaw的率領下，代表團展開為期五天的訪港之行。



## Colombia Looking for Future Opportunities 哥倫比亞探索新機遇

Oscar Orlando Rueda Garcia, Ambassador of Colombia in China, visited the Chamber on 31 March, accompanied by the Consul of Colombia in Hong Kong, Diana Catalina Dávila Suárez. They said that they were eager to know more about Hong Kong's business environment, especially on how companies can enter the Mainland market through Hong Kong. Both sides discussed the possibility of organizing a webinar in future so that Colombian businessmen could learn more about Hong Kong and to foster bilateral trading. Ambassador Garcia also mentioned that there will be a Colombian delegation visiting Hong Kong in May which will visit the Chamber.



哥倫比亞駐華大使Oscar Orlando Rueda Garcia在哥倫比亞駐港領事Diana Catalina Dávila Suárez的陪同下，於3月31日到訪總商會。他們期望了解香港的營商環境，尤其是企業可如何通過香港進入國內市場。雙方討論未來展開網絡研討會的可能性，期望藉此加深哥倫比亞商人對香港的認識，促進雙邊貿易。Garcia表示哥倫比亞訪港考察團將於5月到訪總商會。



## Welcoming New South African Consul General 歡迎新任南非總領事履新

The new South African Consul General Madoda Ntshinga, along with Political Consul Leon Naidoo, paid his first visit to the Chamber on 18 April. They were welcomed by Andrew Wells, Chairman, Asia & Africa Committee; Malcolm Ainsworth, Director of PR & Programs, and Hilton Yip, Assistant Manager. They discussed recent developments in Hong Kong and South Africa, and boosting the awareness of South African products and opportunities in Hong Kong.

新任南非總領事Madoda Ntshinga聯同政治領事Leon Naidoo於4月18日首次到訪總商會，由亞洲及非洲委員會主席華賢仕、公共關係及項目總監麥爾康及副經理葉治平接待。雙方討論香港及南非的近期發展，以及如何在港推廣南非的產品和商機。

Indonesia Consuls Natan Kambuno and Erwin Muhammad Akbar visited the Chamber on 24 March for a working meeting with Chamber CEO Shirley Yuen and Malcolm Ainsworth, Director of PR & Programs. They discussed the visit of Indonesia's President Joko Widodo on 1 May, and the signing of an MOU with the Indonesian Chamber of Commerce and Industry.

印尼貿易領事Natan Kambuno及經濟領事Erwin Muhammad Akbar於3月24日到訪，與總裁袁莎妮及公共關係及項目總監麥爾康進行工作會議，討論印尼總統佐科·維多多於5月1日訪港的事宜，以及總商會與印尼工商會館簽署合作諒解備忘錄。

## Committee Chairmen 委員會主席



### Americas Committee

美洲委員會

Mr Thomas Wa Sun Wong

黃華榮先生



### Asia/Africa Committee

亞洲/非洲委員會

Mr Andrew R Wells

華賢仕先生



### China Committee

中國委員會

Mr P C Yu

余鵬春先生



### HKCSI – Executive Committee

香港服務業聯盟 — 執行委員會

Dr Mark C Michelson

麥高誠博士



### Digital, Information & Telecommunications Committee

數碼、資訊及電訊委員會

Dr Eric Chin

錢樹楷博士



### Economic Policy Committee

經濟政策委員會

Mr Peter Churchouse

卓百德先生



### Environment & Sustainability Committee

環境及可持續發展委員會

Dr Jeanne Chi Yun Ng

吳芷茵博士



### Europe Committee

歐洲委員會

Mr Stephen Weatherseed

韋大象先生



### Financial & Treasury Services Committee

金融及財資服務委員會

Mr George S K Leung

梁兆基先生



### Industry & Technology Committee

工業及科技委員會

Mr Emil Chen On Yu

于健安先生



### Digital, Information & Telecommunications Committee 數碼、資訊及電訊委員會



"Chambers Forum: Forging Ahead with Doing Business Online," part of five thematic events at the Internet Economy Summit, was held on 11 April and attracted more than 600 attendees. The Forum featured prominent speakers and honourable guests, including CY Leung, Chief Executive, HKSAR, and Allen Yeung, Government Chief Information Officer. Three panel discussion sessions focused on business transformation with innovation, development of e-payment, and new online business models.

互聯網經濟峰會於4月11日舉行，「商會論壇：網上營商攻略」為五大專題論壇之一，吸引逾600名人士出席。是次論壇邀得城中知名講者和貴賓蒞臨演說，包括香港特區行政長官梁振英及政府資訊科技總監楊德斌。當中的三場專題討論，分別重點討論企業創新轉型、電子支付的發展，以及全新的網上營商模式。



May Wong, General Manager (Business Development) of the Hong Kong Housing Society, spoke about the application of innovation and technology to the services and facilities in the Tanner Hill Project to provide quality retirement living at the committee meeting on 29 March.

香港房屋協會業務發展總經理王美香在3月29日的委員會會議上，講解如何將創新及技術應用於雋悅的服務及設施，以提供優質的退休生活。

Charles d'Haussey, Head of FinTech of InvestHK, briefed members on the work of InvestHK's FinTech Office to facilitate the growth of the FinTech eco-system in Hong Kong at the Chamber FinTech Working Group meeting held on 5 April.

投資推廣署金融科技 (FinTech) 主管夏多希在4月5日出席總商會金融科技工作小組的會議，向會員概述FinTech辦公室就促進金融科技業穩健發展的工作。



### Environment & Sustainability Committee 環境及可持續發展委員會

WC Mok, Assistant Director of the Environmental Protection Department, presented the latest status of the Air Quality Objectives Review at the committee meeting on 23 March.

環境保護署助理署長莫偉全於3月23日的委員會會議上，闡述空氣質素指標檢討的最新情況。

## Committee Chairmen 委員會主席

### Europe Committee 歐洲委員會



Jordi Baiget Cantons, Minister of Business and Knowledge, Government of Catalonia; Núria Betriu i Sánchez, Director General of Industry and CEO of the Agency for Business Competitiveness (ACCIÓ); Peter Yeung, Head of ICT & GreenTech Cluster of Hong Kong Science and Technology Parks Corporation; and Ken Chou, Group Commercial Director of Hutchison Ports; spoke about how start-ups and corporations could benefit from Catalonia's investment incentives at a roundtable luncheon on 30 March. The Spanish region, including its capital Barcelona, is widely known as a hub for technology and industry 4.0.

加泰隆尼亞政府商務及知識部部長Jordi Baiget Cantons、加泰隆尼亞工業署署長及商業競爭力機構（ACCIÓ）行政總裁Núria Betriu i Sánchez、香港科技園公司資訊科技及電訊產業群主管楊天寵，以及和記港口集團商務總監周光宇於3月30日的午餐會上，講解初創企業和公司可如何受惠於加泰隆尼亞的投資措施。該西班牙地區包括其首府巴塞隆拿在內，廣被視為科技及工業4.0的樞紐。

### Building Ties with European Union 與歐盟建立聯繫

Carmen Cano De Lasala, Head of European Union Office to Hong Kong and Macao, briefed members at a committee meeting on 20 April about the Brexit timeline and how the E.U. acts as a major point of investment and economic force, as well as the economic outlook for E.U. member states.

歐洲聯盟駐香港及澳門辦事處主任Carmen Cano De Lasala出席4月20日的委員會會議，向委員簡介英國脫歐的時間表，並講解歐盟如何作為投資和經濟動力的樞紐，以及歐盟成員國的經濟前景。



### HKCSI Executive Committee 香港服務業聯盟－執行委員會

Stephen Olson, Research Fellow of Hinrich Foundation, briefed members on the impact of the new U.S. Administration's policies and initiatives on the global economy at the HKCSI-Executive Committee meeting on 26 April. He shared a few scenarios about how Trump's trade policy stance might evolve and prospects for the U.S. trade relations with other countries.



Hinrich Foundation研究員Stephen Olson出席4月26日的委員會會議，向會員概述美國新一任政府所推行的政策措施對環球經濟的影響，並剖析特朗普的貿易政策可能會導致的若干情況，以及美國與其他國家的貿易關係前景。

#### Legal Committee

法律委員會

Mr Stephen Crosswell  
高善和先生



#### Manpower Committee

人力委員會

Mr Albert Wong  
王舜義先生



#### Membership Committee

會員關係委員會

Dr Aron H Harilela  
夏雅朗博士



#### Real Estate & Infrastructure Committee

地產及基建委員會

Mr Douglas Woo  
吳宗權先生



#### Retail & Tourism Committee

零售及旅遊委員會

Mr Frank Lee  
李敬天先生



#### Shipping & Transport Committee

船務及運輸委員會

Dr Kelvin Leung  
梁啟元博士



#### Small & Medium Enterprises Committee

中小型企業委員會

Mr William Wong  
黃龍想先生



#### Taxation Committee

稅務委員會

Ms Grace Tang  
鄧卓敏女士



#### Taiwan Interest Group

台灣小組

Mr Stanley Hui  
許漢忠先生



#### Women Executives Club

卓妍社

Ms Jennifer Chan  
陳佩君女士



#### Young Executives Club

卓青社

Mr Oscar Chow  
周維正先生





### Industry & Technology Committee 工業及科技委員會

Professor Lap-Chee Tsui, President and Founding Member of the Academy of Sciences of Hong Kong, shared his insights on how to develop Hong Kong into a regional hub for innovation and technology on 6 April.

港科院院長及創院院士徐立之教授於4月6日分享如何將香港發展成為創新與科技中心的見解。



### Legal Committee 法律委員會

The launch meeting of an Ad Hoc Working Group on Regulatory Impact Assessment was held on 5 April. The Working Group was established as a joint undertaking between the Legal and Economic Policy Committees with the objective of formulating concrete proposals to the Government on improving its approach to lawmaking.

規管影響評估專責小組於4月5日舉行會議，小組由法律委員會及經濟政策委員會成員組成，聯手為改善政府立法模式制定具體方案。

### Manpower Committee 人力委員會



Carrie Yau, Executive Director of the Vocational Training Council (VTC), discussed with members at the Manpower Committee meeting on 20 April about the vocational and professional education and training programmes offered by the VTC. Dr Yau also introduced VTC's strategic plan to cope with the tight labour market conditions in Hong Kong.

職業訓練局（VTC）執行幹事尤曾家麗於4月20日的委員會會議上，向會員介紹VTC提供的職業專才教育課程，並闡述VTC為應對本港勞動市場緊絀而擬定的戰略計劃。

Seven Manpower Committee members attended a consultation session on the draft "Specification of Competency Standards," organized by the Human Resource Management Cross-Industry Training Advisory Committee on 11 April. Participants provided suggestions on the draft and the implementation of the Qualification Framework for the human resources management community.

七名委員會成員於4月11日出席由人力資源管理跨行業培訓諮詢委員會舉行的諮詢會議。會上與會者就多項事宜提出建議，包括《能力標準說明》草稿以及推行人力資源管理界別資歷架構。

### SME Committee

To learn more about services and support provided to SMEs from different organizations, the SME Committee held its meeting on 24 March at Hong Kong Productivity Council (HKPC). Raymond Leung, Assistant Manager, Marketing Communication, Corporate Communication and Marketing Division, delivered a briefing about the services provided by HKPC's SME One, including funding schemes and consultation services for SMEs.



Kelvin Chua, Senior Executive Advisor of CEB, spoke at a Chamber roundtable luncheon on 24 April. He shared with members some emerging trends in the areas of recruiting, learning and engagement. He also discussed some successful cases of companies using technology to improve human resources and organizational effectiveness.

CEB高級行政顧問蔡輝明於4月24日的午餐會上，講解有關人手招聘、學習及員工投入感方面的最新趨勢，並分享運用科技成功改善人力資源管理及組織效率的企業實例。



## Real Estate & Infrastructure Committee 地產及基建委員會



Thomas Ho, Chief Executive of Gammon Construction Ltd, introduced his company's initiatives in applying innovation and technology in the construction industry at the Committee meeting on 30 March. He also highlighted the challenges faced by the construction industry and how innovation and technology could alleviate the challenges.

金門建築有限公司總裁何安誠於3月30日的委員會會議上，介紹公司在建築業應用創新及技術的策略，並探討如何以創新及技術應對建築業面對的種種挑戰。

## Retail & Tourism Committee 零售及旅遊委員會

Aaron Liu, Deputy Commissioner for Tourism, and Anthony Lau, Hong Kong Tourism Board's Executive Director, spoke at a Chamber roundtable luncheon on 19 April about the policies to sustain the balanced and healthy development of tourism in Hong Kong and HKTB's 2017 programmes on 19 April. The audience also exchanged views with the speakers on the Hong Kong tourism sector's prospects.

旅遊事務署旅遊事務副專員廖廣翔及香港旅遊發展局（旅發局）總幹事劉鎮漢為4月19日的午餐會擔任講者，與會員分享政府政策如何幫助本港旅遊業維持穩健發展，並提及旅發局2017年最新活動規劃，並就香港旅遊業的前景與會員交流意見。



## Taxation Committee 稅務委員會

The Taxation Committee met on 7 April to discuss recommendations for the proposed Tax Policy Unit and the policy priorities for inclusion in the Chamber's submission to the upcoming Administration. Members also received the latest legislative updates on the proposed regulatory regime for combating money laundering and terrorist financing, the implementation of automatic exchange of information, as well as the dedicated tax regime for enhancing the aircraft leasing industry in Hong Kong.

委員於4月7日會面，就擬議成立的稅務政策組制定政策重點，以向新任政府提呈建議。會上亦提到立法方面的最新消息，包括打擊洗黑錢及恐怖分子資金籌集監管制度的立法建議、自動交換金融帳戶資料的實施，以及引入飛機租賃業務專門稅務制度。

## 中小型企業委員會



委員會於3月24日假香港生產力促進局（HKPC）舉行會議，以進一步了解不同機構為中小企而設的服務及支援。會上，HKPC企業傳訊及市場部助理經理梁偉民概述「中小企一站通」的服務，包括為中小企提供資助基金計劃及諮詢服務。

### Starry Lee

李慧琼

The Hon Starry Lee, Member of the Legislative Council, spoke at the Chamber's Town Hall Forum on 27 March about the political landscape in Hong Kong, the future direction of her party, the Democratic Alliance for the Betterment and Progress of Hong Kong, as well as how to nurture young talent.

立法會議員李慧琼於3月27日的總商會議事論壇與會員會面，談論香港的政治形勢、民建聯的未來發展方向，以及如何培育年輕人才。



### Women Executives Club 卓妍社



Over 20 WEC members met the Dutch designer-entrepreneur, Bianca Blom, on 11 April to learn about how she created her brand – LINJA “The Little Black Dress” of high heels. During the event, members had an exclusive fitting session with the stylish yet comfortable 10 cm black high heels, and browsed elegant cocktail dresses and Chinese qipao at the No. 8 Boutique located at Western Market.

逾20名卓妍社會員於4月11日與荷蘭設計師暨企業家Bianca Blom會面，了解她創辦個人鞋履品牌LINJA並推出「小黑裙」版高跟鞋之路。在活動上，會員可獨家試穿這對高10厘米但時尚舒適的黑色高跟鞋，並一睹上環西港城No. 8店內的優雅酒會禮服和中式旗袍。



WEC Vice Chairmen May Lam and Carol Wing represented the Chamber Women Executives Club at a dinner hosted by Madam Yin Xiaojing, Deputy Minister for Liaison Office of the Central Government in the HKSAR, on 20 April.

卓妍社副主席林慧賢及榮明珠於4月20日代表出席晚宴，活動由中央人民政府駐香港特區聯絡辦公室副主任殷曉靜舉辦。



Mentors and mentees of the WEC Mentorship Programme met on 12 April for a cozy Happy Hour to get to know each other in a casual setting.

一眾參與卓妍社師友啟蒙計劃的成員於4月12日共渡歡樂時光，在輕鬆舒適的環境下歡聚聯誼。



## Young Executives Club 卓青社



YEC held a Network & Learn event on Getting 100,000 followers – Blogging for Professionals featuring Professor Eric Sim, a popular blogger with 500,000 followers on LinkedIn and chief trainer of Institute of Life (IoL), on 6 April at the Chamber. Sim shared his success story and revealed some secret strategies on how to gain more blog followers. Members were able to gain insightful ideas in enhancing and building their own blogs.

卓青社於4月6日舉行第二場Network & Learn活動——「專業人士如何打造『人氣部落格』？吸引十萬追蹤者！」。著名網路人沈文才為Institute of Life (IoL)的首席導師，於網絡上擁有超過50萬追蹤者。他在會上分享他的成功之路及秘訣，講解如何能獲得更多的追蹤者，讓會員深入了解如何改善和打造個人部落格。



The YEC organized a Dining Etiquette workshop at La Parole, a social enterprise located in Sheung Wan, on 6 April. Sixteen members enjoyed lunch with Bernice Lee, an etiquette consultant, and learnt about the finer points of business and dining etiquette.

卓青社於4月6日在位於上環的社企La Parole舉辦了餐桌禮儀工作坊。16位會員一邊享用美味午餐，一邊學習由禮儀顧問Bernice Lee教授之商務及餐桌禮儀。

Several Young Executives Club representatives attended the joint Chamber Young Executives luncheon at the Chinese General Chamber of Commerce on 28 March where the Hon Nicholas Yang, Secretary for Innovation and Technology, introduced the Hong Kong/Shenzhen Innovation & Technology Park project at the Lok Ma Chau Loop and its prospective opportunities for both Hong Kong and the Mainland.

卓青社若干代表於3月28日出席商會合辦的午餐會。會上，創新及科技局長楊偉雄講解在落馬洲河套地區興建「港深創新及科技園」的計劃，以及當中為香港及內地帶來的發展機遇。



The Young Executives Club and the Young Executive Committee of AustCham jointly organized the first YEC Network & Learn event: Technology & Green Sustainability on 30 March, at the HK Innovation Lab sponsored by the Commonwealth Bank of Australia. Around 50 members from both associations attended the event and learned from Sankar Villupuram, JOS Head of Business Development & IoT, about his company's CityTree concept. Members also were able to explore the Innovation Lab.

卓青社與香港澳洲商會青年委員會於3月30日假澳洲聯邦銀行的創新研究所合辦了首場Network & Learn活動——「科技與綠色可持續發展」。怡和科技的業務發展與物聯網總監Sankar Villupuram向合共約50名會員介紹公司的「城市樹木」(City Tree)理念，會員更藉此機會參觀澳洲聯邦銀行在香港設立的首家海外創新研究所。



# Indonesia Wooing Investors

Indonesian President Joko Widodo urged Hong Kong entrepreneurs to consider investing in the country as it looks to raise its economic development, in line with its standing as the world's fourth largest country.

Speaking to the Hong Kong business community at a forum supported by the Chamber on 1 May, he said major reforms in the country are making it easier than ever to do business there. As a result, Indonesia jumped 15 places in the past year in the World Bank's Ease of Doing Business rankings.

"In the latest rankings, due to the reforms we have implemented, Indonesia jumped 15 places in one

year," he said. "We now rank 91 in the world, but we are not satisfied with that, our target is to be among the top 40."

The former businessman said around 3,000 regulations have been removed. Less red tape also encouraged businesses in the country to come forward during a tax amnesty, resulting in US\$300 billion in previously undeclared assets being disclosed.

While the country is eager to woo investors, the result of the gubernatorial election in Jakarta on April 19 has raised fears that radical Islam hardliners in the country will whip up anti-Chinese sentiment. However, Widodo believes people want



to better their livelihoods and so far his policies seem to be meeting with approval. In a recent survey, 75% of Indonesians feel the country's policies are on track.

Investments as part of the Belt & Road initiative will also keep the country's development on track. The President said thousands of kilometres of roads and railway lines will be laid to improve transportation in the country, along with building new airports and upgrading existing facilities. Sea ports and shipping services in Indonesia also need to be upgraded and opened to competition. At the moment, only Indonesian registered ships are allowed in Indonesian waters, resulting in sea cargo charges being approximately 30-40% higher than other countries in the region.

Chief Executive CY Leung also highlighted the importance of Hong Kong businesses in the Belt & Road initiative, and how Indonesia can benefit from our role as a financial hub and gateway to the greater PRD delta. He said that the country's Belt and Road Initiative would bring about enormous develop-



## Paving the Way for Closer Cooperation

During the conference, Chamber Chairman Stephen Ng signed a Memorandum of Understanding (MOU) with Rosan Perkasa Roeslani, Chairman, Indonesian Chamber of Commerce and Industry (KADIN), to further expand cooperation between Hong Kong and Indonesia's business communities. Ng said many HKGCC members have been investing in Indonesia for decades, and he hoped the signing of the MOU will further reinforce the Chamber's relations with the country.



ment potential for Hong Kong and ASEAN countries such as Indonesia.

Leung added that the establishment of the Hong Kong Economic and Trade Office in Jakarta will help develop trade and investment between the two places. Hong Kong is Indonesia's 14<sup>th</sup> largest export partner, while Indonesia is Hong Kong's 20<sup>th</sup> largest import market.

Doing business in Indonesia, even for seasoned businesspeople, can be a challenge, as a member of the audience pointed out. Enggartiasto Lukita, Minister of Trade, also speaking at the conference, said key economic packages have been rolled out to encourage foreign direct investment.

"These include simplification of rules and procedures on trade and investment; speeding up processing time; incentives for investment and industry; financing for SMEs; provision of energy; improvement of the negative list of investment; and simplification of visa procedures," he said.

The country has undergone over two years of prudent fiscal measures and this was starting to pay off with



Moody's having raised their outlook for Indonesia's rating earlier this year, said Thomas Lembong, Chairman of Indonesia Investment Coordinating Board (BKPM), who spoke on a panel with Minister Lukita.

Before the event, Lembong held a one-on-one meeting with Chamber Chairman Stephen Ng to discuss economic and investment developments in Indonesia.

#### Tourism development

Tourism is a major source of investment in Indonesia as well as a major employer. It is also driv-

ing infrastructure development to open up many parts of the country. "As a result, our tourism sector is booming. For example, last year, two airlines launched direct flights from Mainland China to Manado [a pristine island paradise in North Sulawesi Province], increasing Mainland tourist arrivals from 12,000 per year to 12,000 per month," said President Widodo.

He added that with Hong Kong's expertise in serving tourists and in real estate, there is huge potential to develop hotels and resorts in Indonesia to serve both international and domestic tourists. ❀



# 印尼

## 欣迎外來投資

印尼作為世界第四大市場，正尋求推動經濟發展，故印尼總統佐科維多多促請香港企業家發掘當地的投資機遇。

他在5月1日於一個由總商會贊助的論壇上向香港商界指出，該國近年落實了不少重大改革，大大方便營商。印尼因此在世界銀行的營商便利程度排名榜上一連躍進15名。

他說：「我們最近落實了多項改革，讓印尼一年內在排行榜上躍升15名。」他又指出：「目前我們在世界排名第91。但是，我們志不僅止於此，我們的目標是要躋身首40名內。」

這位前商家強調，目前已取消約3,000條規例。另外，拆牆鬆綁亦鼓勵國內企業於稅務特赦期積極申報。目前，已有約值3,000億美元此前未曾披露資產獲得申報。

儘管該國正積極吸引外資，但4月19日首都耶加達的州長選舉結果卻使人憂慮，該國激進的伊斯蘭宗教勢力可能意圖掀起反華情緒。不過，維多多相信人民只想改善生計，而其政策至目前而言仍獲相當支持。在最近一次民調中，75%的印尼人覺得國家政策方向大致正確。

該國發展亦可望受惠於對「一帶一路」項目所作之投資。總統維多多指出，該國將會鋪設數千公里的道路及鐵路，以改善當地的運輸系統，亦會建設新機場及改進現有設施。印尼港口及航運設施亦有待升級，並開放競爭。目前，印尼只容許



在該國註冊的船隻進入其領海，以致海運收費比起區內其他國家要高出三至四成。

特首梁振英亦強調香港商界在「一帶一路」中的重要性，指印尼亦可受惠於香港作為金融樞紐及大珠三角地區門戶的角色。他表示國家的「一帶一路」項目可為香港及東盟國家如印尼帶來極大的發展潛力。

他續指，在耶加達成立香港經濟貿易辦事處，將可進一步促進兩地貿易及投資連繫。香港是印尼第14大出口夥伴，印尼則是香港第20大進口市場。

誠如一位與會者指出，即使對營商老手來說，在印尼經商依然是一項挑戰。同場致辭的貿易部長Enggartiasno Lukita就指已推出重點經濟項目，以吸引外來直接投資。

他表示：「這些項目包括簡化貿易及投資規條及程序；加快審批時間；推出投資及行業優惠；為中小企提供資助；提供能源；改進負面投資清單；以及簡化簽證程序等。」

該國實施兩年多的財政審慎監管措施，近日終於收到成效。印尼投資協調委員會主席Thomas Lembong與部長Lukita一同參與專題小組討論時指出，穆迪於今年較早前就調高了印尼的信貸評級。

在活動前，Lembong與總商會主席吳天海單獨會面，討論印尼的經濟及投資發展趨勢。

### 旅遊業發展

旅遊業是印尼一大投資來源，亦是最大僱主之一。該行業亦推動基建發展，從而促進國內更多地區對外開放。總統維多多指：「我們的旅遊業正蓬勃發展，如去年兩家航空公司就推出由中國內地直航美娜多（Manado，印尼蘇拉威西省北部一處外島勝地），使中國內地的訪客由每年12,000人次大幅躍升至每月12,000人次。」

他強調，香港富有接待旅客及物業發展的經驗，大有潛力在印尼發展酒店及渡假村，以滿足國際及國內旅客的需求。

### 促進更緊密合作

會上，香港總商會主席吳天海與印尼工商會館主席Rosan Perkasa Roeslani簽訂合作諒解備忘錄，以進一步拓展香港及印尼商界的合作。吳天海指出不少總商會會員已在印尼投資數十載。他希望總商會可藉訂立備忘錄，進一步鞏固與當地關係。



# For Lease & Sale

**23/F Silvercorp International Tower**  
**Nos. 707 - 713 Nathan Road Mongkok, Kowloon**



- Located in the heart of Mong Kok with convenient transportation
- Whole floor, approximately 2,427 sq. ft. (Gross)
- 1 minute walk and wheelchair accessible from Exit A1 of Mongkok MTR station
- The former Trade and Industry Department Tower right across from the Property will be refurbished into a modern commercial complex
- Central air-conditioning
- Direct landlord, no commission paid









## 歡迎加入總商會！

近100名商界行政人員於3月28日出席迎新酒會，總商會常務副主席夏雅朗及總裁袁莎妮在會上歡迎新會員，並講解各項會員服務及優惠。在酒會上，一眾新會員與多位委員會主席會面交流，並廣結良朋。







# What Does the Future Hold for Hong Kong's Tourism Industry?

The Government's 2017/2018 Budget earlier this year included an additional funding of \$243 million to facilitate the balanced and sustainable growth of Hong Kong tourism industry. As a result, the tourism authorities are set to put this amount to use with several different initiatives.

To enhance the attractiveness of Hong Kong to more tourists, \$12 million will be used to diversify tourism attractions, such as holding events with local characteristics and \$5 million for green tourism, said Aaron Liu, Deputy Commissioner for Tourism, at the Cham-

ber's roundtable luncheon held on 19 April.

The authorities also plan a new initiative to attract high-spending overnight visitors via cruise tourism and meetings, incentive, conferencing and exhibitions (MICE). Liu said that the growth of transit passengers has increased 20% from 2012 while \$12 million will be spent to establish a new pilot scheme to attract transit passengers to stay in Hong Kong longer.

Liu also said that \$27 million will be used to provide more funding for the training of tourism industry workers.

Hong Kong's tourism industry is facing challenges, not least an unstable global economy, competition from nearby regions such as Taiwan and Japan, and changes in Mainland policies, which allow more Chinese tourists to travel aboard, said Anthony Lau, Executive Director, Hong Kong Tourism Board (HKTB).

To cope with these challenges, HKTB aims to differentiate Hong Kong by focusing on local characteristics and promoting unique experiences. HKTB is also using online platforms and social media to promote Hong Kong and its new branding campaign with vid-



# 香港旅遊業放眼前程

**在**政府早前發表的2017-2018年度財政預算案中，提到額外撥款2.43億元，以促進本港旅遊業的穩健及持續發展。因此，有關的旅遊業部門將運用這筆款項推行各種不同的措施。

旅遊事務副專員廖廣翔於4月19日的總商會午餐會上表示，為提升香港對旅客的吸引力，當局將投放1,200萬於推廣旅遊產品多元化，如發展本地特色旅遊項目，並投放500萬於發展綠色旅遊。

有關當局亦計劃推出新政策，透過會議、獎勵旅遊及展覽產業（簡稱MICE）吸引留港過夜的高消費旅客。廖廣翔指出，過境旅客自2012年起錄得20%的增幅，故當局將投放1,200萬於推行全新的先導計劃，致力吸引過境旅客在香港逗留更長時間。

他亦表示，當局將投放2,700萬，為培訓旅遊從業員提供資助。

香港旅遊發展局（旅發局）總幹事劉鎮漢表示，香港旅遊業正面臨種種挑戰，尤其是在全球經濟不穩、與台灣和日本等鄰近地區的競爭，以及內地政策的改變下，促使更多內地旅客轉投其他地方旅遊。

他續稱，為應對這些挑戰，旅發局將重點推廣旅遊產品多元化，為旅客提供獨特體驗，從而令香港脫穎而出。同時，旅發局亦充分利用網上平台及社交媒體來推廣香港，其全新的品牌推廣活動更錄得超過5億次的短片瀏覽量。

此外，他亦呼籲與會者密切留意旅發局推行的新計劃，如中環舊墟發展計劃、全新的中環夏日派對，以及為外地旅客提供電子優惠券的「香港・我的智遊行程」手機應用程式。

會員建議香港旅遊業界應與廣東省等其他地區加強合作，兩位講者對此表示認同，並強調香港各界應共同努力，加強香港作為首選旅遊目的地的吸引力。✿

“ Hong Kong's tourism industry is facing challenges, not least an unstable global economy, competition from nearby regions such as Taiwan and Japan, and changes in Mainland policies, which allow more Chinese tourists to travel aboard, said Anthony Lau, Executive Director, Hong Kong Tourism Board.

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eos has had over 500 million views, said Lau.

In addition, Lau told the audience to pay attention to new HKTG projects, such as the “Old Town Central” development plan, a new summer party in Central, and the My Hong Kong Guide mobile app that offers e-coupons to overseas tourists.

Members suggested that Hong Kong's tourism sector should cooperate more with other regions, such as Guangdong Province. Both speakers agreed and stressed that all sectors in Hong Kong should work together to enhance Hong Kong's attractiveness as a world-class destination. ✿







## Building Connections with Myanmar 與緬甸建立聯繫

Over 120 members attended the HKGCC-Myanmar networking cocktail reception to welcome a visiting business delegation from Myanmar on 30 March. The 21-member delegation comprised high-level businesspeople and officials from the Union of Myanmar Federation of Chamber of Commerce and Industry (UMFCCI), the country's largest business body with over 20 regional organizations and 30,000 members.

Asia & Africa Committee Chairman Andrew Wells thanked the UMFCCI delegation, as well as the Consul General of Myanmar, Zaw Zaw Soe, for attending and highlighted the emergence of Myanmar as an attractive country for investment. CEO Shirley Yuen seconded his sentiments and proposed a toast to strengthening relations between Hong Kong and Myanmar. The reception was held in cooperation with HKMCC.

Led by Myo Thet, UMFCCI Vice President, and Than Aung Kyaw, Deputy Director General, Department of Investment and Company Administration, Myanmar Investment Commission, the delegation was in Hong Kong on a five-day fact-finding mission. ✿

**逾** 120位會員出席3月30日的酒會，款待訪港的緬甸商業代表團。代表團由21位來自緬甸工商聯合會（UMFCCI）的官員和企業高層組成，該會是緬甸最大的商業機構，旗下設有20多個地區組織，並擁有3萬名會員。

亞洲及非洲委員會主席華賢仕感謝UMFCCI代表團及緬甸總領事Zaw Zaw Soe來訪，並表示緬甸已崛起成為具吸引力的投資目的地。總裁袁莎妮認同他的看法，並向來賓舉杯祝酒，祈願香港與緬甸繼續緊密合作。

代表團由UMFCCI副總裁Myo Thet及緬甸投資委員會投資及工商行政局副部長Than Aung Kyaw率領，展開為期五天的考察之旅。✿









# Catalonia Moving Forward 加泰隆尼亞大步向前

Southern European powerhouse aims to diversify and drive economic growth through foreign investment, start-ups and Industry 4.0

這部南歐火車頭透過海外投資、初創企業和工業4.0，讓經濟蓬勃發展並且更為多元化

“Mainland China and Hong Kong have ranked among the top 10 investors in Catalonia in the last five years. Some 91% of Hong Kong foreign direct investment (FDI) projects and 55% of Mainland China FDI projects in Spain have been in Catalonia,” said Núria Betriu i Sánchez, Director General of Industry and CEO of the Agency for Business Competitiveness (ACCIÓ).

This is not surprising, because Catalonia has a diversified economy built on R&D, Internet of Things (IoT) and Information and Communication Technology (ICT) business ecosystems. In addition, Catalo-

nia possesses several key advantages including a strategic geographical location, a strong logistics industry, and top-level infrastructure, as well as a supportive culture and ecosystem for innovation and technology, she told members at the Chamber’s seminar co-organized with Catalonia Investment & Trade on 30 March.

Jordi Baiget Cantons, Minister of Business and Knowledge of the Catalonia Government, also speaking at the seminar, explained that Barcelona is one of the few cities in Southern Europe that possesses multimodal transportation including port, airport, road and railway, which is a key attraction for investors.



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Jordi Baiget Cantons亦指出，巴塞隆拿是南歐少數擁有港口、機場和道路等聯運系統的城市之一，是吸引投資者的主要因素。



From January 2011 to June 2016, Catalonia attracted 51% of investment projects in Spain from the Asia-Pacific region. Over 6,400 foreign companies are based in Catalonia, including Lenovo and China Construction Bank. In 2015, Catalonia attracted a whopping 71% of all international venture capital invested in Spain, said Sánchez.

Catalonia is home to the Barcelona Supercomputing Center and Eurecat Technology Centre of Catalonia, which engage in cutting-edge research. Having both the hardware and software is also one of the reasons that Barcelona attracts so many ICT companies and start-ups.

“Catalonia prefers to drive Industry 4.0,” said Sánchez. She added that Catalonia has a solid industrial base and powerful ICT ecosystem so it has the perfect mix to become a driver of Industry 4.0.





Catalonia's technological and industrial strengths have attracted interest and investment from Hong Kong.

"In 2006, we acquired a 70% interest in TERCAT, a five-berth container terminal in Barcelona and invested 600 million euros to build a start-of-the-art facility in Barcelona terminal – BEST," said Ken Chou, Group Commercial Director of Hutchison Ports. Boasting the highest productivity of all terminal facilities operated by Hutchison Ports, BEST is the company's first semi-automated container terminal.

He hailed this as an example of successful cooperation between Catalonia and Hong Kong, with support from the Barcelona Port Authority and Government Authorities.

Another successful cooperation between the two places is in R&D.

Hong Kong Applied Science and Technology Research Institute

(ASTRI), located at the Science Park, has signed a collaboration agreement with the research organization of Barcelona Tecnologic de Telecomunicacions de Catalunya (CTTC), to carry out R&D in the Science Park.

Peter Yeung, Head of ICT & GreenTech Cluster of Hong Kong

Science and Technology Parks Corporation (HKSTP), said at the event, "We connect the resources of both HKSTP and the Catalonia region and we work closely with ACCIÓ." HKSTP aims to provide knowhow through technology, applications and solutions to companies who wish to implement Industry 4.0. 🌸



Núria Betriu i Sánchez said that Catalonia has a solid industrial base and powerful ICT ecosystem so it has the perfect mix to become a driver of Industry 4.0.

Núria Betriu i Sánchez 說，該區擁有穩健的工業基礎和強大的資訊及通訊科技生態系統，集多項優勢於一身，能為工業4.0提供動力。







We connect the resources of both HKSTP and the Catalonia region and we work closely with ACCIÓ, said Peter Yeung.

楊天龍表示：「我們結合了香港科技園與加泰隆尼亞區的資源，並且與ACCIÓ保持緊密合作。」



Boasting the highest productivity of all terminal facilities operated by Hutchison Ports, BEST is the company's first semi-automated container terminal, said Ken Chou.

周光宇指出，BEST是和記港口的首個半自動貨櫃碼頭，亦是該公司旗下最高生產力的碼頭設施。



**在** 總商會於3月30日與Catalonia Investment & Trade合辦的研討會上，加泰隆尼亞工業署署長及商業競爭力機構 (ACCIÓ) 行政總裁Núria Betriu i Sánchez向會員表示：「過去五年，中國內地和香港一直位列加泰隆尼亞投資者的首10名。在香港和中國內地在西班牙的海外直接投資項目中，分別有約91%和55%座落於加泰隆尼亞。」

她又指這並不足為奇，因為加泰隆尼亞通過在研發、物聯網和資訊及通訊科技等領域建立業務生態系統，發展了一個多元化經濟。此外，加泰隆尼亞享有幾項主要的優勢，包括戰略地理位置、強大的物流業、頂尖的基礎建設，以及提供有力支援的創新科技文化和生態系統。

出席同一場合的加泰隆尼亞政府商務及知識部部長Jordi Baiget Cantons亦指出，巴塞隆拿是南歐少數擁有港口、機場和道路等聯運系統的城市之一，是吸引投資者的主要因素。

由2011年1月至2016年6月，亞太區在西班牙的投資項目中，加泰隆尼亞便佔有51%。逾6,400家海外企業以加泰隆尼亞為基地，包括聯想和中國建設集團。Sánchez說，當地在2015年吸引了多達71%投資於西班牙的國際風險資本。

加泰隆尼亞也是頂尖研究所Barcelona Supercomputing Center和Eurecat Technology Centre of Catalonia的所在地。巴塞隆拿能做到硬件和軟件兼備，亦是吸引眾多資訊及通訊科技公司和初創企業的原因之一。

Sánchez說：「加泰隆尼亞致力推動工業4.0。」她又稱，該區擁有穩健的工業基礎和強大的資訊及通訊科技生態系統，集多項優勢於一身，能為工業4.0提供動力。

加泰隆尼亞的科技和工業優勢，已引起香港的興趣，並成功吸引本港企業投資當地。

和記港口集團商務總監周光宇指出：「2006年，我們購入了巴塞隆拿一個有

五個泊位的貨櫃碼頭——TERCAT的70%股份，並投資6億歐元建設最先進的碼頭設施——BEST。」BEST是和記港口的首個半自動貨櫃碼頭，亦是該公司旗下最高生產力的碼頭設施。

他表示在巴塞隆拿港口管理局和政府部門的支援下，這是加泰隆尼亞與香港成功合作的例子。

兩地成功合作的另一例子，可見諸研發領域。

位於科學園的香港應用科技研究院有限公司已跟研究機構Barcelona Tecnològic de Telecomunicacions de Catalunya簽訂合作協議，在科學園展開研發工作。

香港科技園公司資訊科技及電訊產業群主管楊天龍在會上透露：「我們結合了香港科技園與加泰隆尼亞區的資源，並且與ACCIÓ保持緊密合作。」科技園致力透過科技、應用和解決方案，為有意推行工業4.0的企業提供技術知識。✿



# Developing Our Innovation and Technology Sectors

## 「創新與科技業」再創新

Innovation and technology are drivers for economic growth and the key to enhancing the competitiveness of our industries. However, questions have been asked about whether Hong Kong is capable of developing itself into a regional hub for innovation and technology and does it present a favourable environment for nurturing scientists to carry out R&D?

Professor Lap-Chee Tsui, Founding President of the Academy of Sciences of Hong Kong (ASHK), tackled these questions and others while sharing his insights with members on 6 April.

“For Hong Kong to be more competitive, the universities and industries need to be linked together,” said Professor Tsui. “Innovation with technology will make us go further. The Hong Kong Science Park has identified three technology platforms, namely Smart City, Healthy Ageing and Robotics, to inject new energy into the city’s economy.”

Speaking about the Lok Ma Chau Loop, Professor Tsui said that the piece of land offered a great opportunity for economic development, but the availability of a talent workforce presented a challenge.

“About 55,000 jobs will be created when the loop is developed. With around 5,000 STEM students graduating each year, it will take us more than 10 years to fill up the vacancies, not to mention a large portion of graduates will be absorbed by other industries,” said Tsui.

**創**新與科技業是經濟增長的動力，也是提高行業競爭力的關鍵。然而，外界質疑香港是否具備發展成為創新與科技中心的能力，以及有否提供有利的環境予培育科學人才，開展更多的研發項目。

港科院院長及創院院士徐立之教授於4月6日與會員會面，逐一解答上述及其他問題，並分享個人見解。

他表示：「要提升香港的競爭力，大學便需與各行各業緊密連繫。創新科技為我們帶來進一步的發展，香港科學園就設立了三大科技平台——智慧城市、健康老齡化及機械人技術，為本港經濟注入新動力。」

至於落馬洲河套地區的發展規劃，他指該地為經濟發展提供大好良機，惟人才不足的問題卻為此帶來挑戰。他說：「當發展項目竣工後，預計可創造約55,000個職位。而每年僅有約5,000名科學、技術、工程和數學（STEM）學科之畢業生，加上大部分畢業生將投身其他行業，這將需時數十年來填補這些職位空缺。」

他亦認為香港應在提升高端研究技術、培育人才及初創科技企業等方面進行投資，以充分利用河套發展計劃所帶來的機遇。

港科院致力促進香港科技業的發展及進步，並提高本港作為科技中心的優越地位。✿



The Hong Kong Science Park has identified three technology platforms, namely Smart City, Healthy Ageing and Robotics, to inject new energy into the city’s economy.

香港科學園就設立了三大科技平台——智慧城市、健康老齡化及機械人技術，為本港經濟注入新動力。



He also believed that Hong Kong should invest in enhancing top-end research capabilities and nurturing talent and technology start-ups to fully utilize the Loop.

The ASHK aims to promote the development and advancement of science and technology in Hong Kong, and to raise the city’s profile as a centre of scientific excellence. ✿







## HKGCC Team Wins Tennis Competition

Congratulations to members of the Chamber's tennis teams who played brilliantly to win the 25<sup>th</sup> Dr Henry Fok Corporate Patron League 2017 tennis league on 23 April. After three days of intense heats, the HKGCC team won the final. Well done guys, we are so proud of you all!

On the HKGCC team were: Edmond Yue, Tai Chan, Thomas Lee, Mikael Pare, Bryant Shu and Richard Tao. On the HKGCC-YEC team were: Oscar Chow, H Livar Afshin, Nicolas Bouvier, Gary Hui, May Lam and Marco Sze.

## 總商會勇奪網球賽殊榮

香港總商會熱烈恭賀本會網球代表隊在「第25屆霍英東盃網球團體邀請賽2017」中取得驕人成績。總商會代表隊經過三天激戰，最終在4月23日勇奪殊榮，在此衷心恭喜各位！

香港總商會網球隊成員包括余國賢、陳啟泰、李卓偉、彭偉浩、舒天俊和陶家祈；香港總商會卓青社網球隊成員包括周維正、H Livar Afshin、Nicolas Bouvier、許鷹傑、林柳媚和施德志。





# Meeting the Dutch Entrepreneur Behind the Perfect Heels

## 與設計完美高跟鞋之荷蘭企業家全接觸



**卓**妍社會員於4月11日到訪位於上環西港城的No. 8店，與荷蘭設計師暨企業家Bianca Blom會面。卓妍社主席陳佩君向會員介紹Bianca的背景，並娓娓道出她如何追隨夢想，創辦個人鞋履品牌LINJA並推出「小黑裙」版高跟鞋，開展其創業之路。

Bianca說：「跟每位女士一樣，我無法找到一雙完美的高跟鞋，總是對高跟鞋又愛又恨。這正是我創辦LINJA的原因——它在古高地德語中代表輕柔、溫雅和美艷。」她與一名意大利鞋匠合作，經過多番的調整及原型製作，終於推出了LINJA，並一如所料馬上受到歐美各地女士的青睞。

Bianca 對LINJA首次進軍香港表示熱切期待，她除與會員分享自己的故事，還邀請會員試穿LINJA 10厘米高的高跟鞋，以及No. 8店的中式旗袍和優雅酒會禮服。✿

**W**omen Executives Club members met Dutch designer-entrepreneur, Bianca Blom at No. 8 Boutique in Sheung Wan's Western Market on 11 April. WEC Chairman, Jennifer Chan, introduced Blom, who followed her passion to start her entrepreneurial journey by creating LINJA – “The Little Black Dress” of high heels.

“Like every woman, I never found the ultimate high heels and was always in a love-hate relationship with high heels. This is why I wanted to create LINJA – it means soft, gentle and strikingly beautiful in Old High German,” said Blom. After making numerous adjustments and prototypes with an Italian shoemaker, Blom finally launched LINJA. Not surprisingly, her shoes immediately found favor



with women across Europe and the United States.

Excited about the introduction of her line in Hong Kong for the first time, Blom shared some stories and

invited members to try out LINJA's 10 cm high heels. WEC members also enjoyed trying on Chinese *qipao* and elegant cocktail dresses available at No.8 Boutique. ✿





# Hong Kong's First Quality Retirement Housing Project

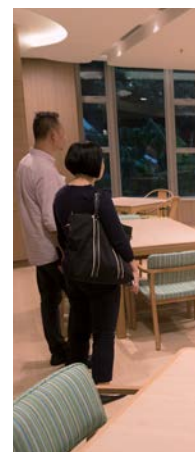
Led by Eric Chin, Chairman of the Digital, Information and Telecommunications Committee, members visited The Tanner Hill, Hong Kong's first non-subsidized rental housing project for senior citizens aged 60 or above, on 21 April. The Tanner Hill has been well-received by many people and to date, has an occupancy rate of 74%.

Members met with May Wong, General Manager for Business Development, who introduced

the use of cutting-edge technology in in-room services. All flats are equipped with an emergency call response system, entrance door tracking sensors and no-motion response detection system, as well as a thermometer, sphygmomanometer and diabetic equipment to measure body temperature and blood pressure, and test blood sugar of tenants. This data will be collected and monitored by a team of medical professionals to provide regular

consultation to tenants. Members also got a tour of the project's show flats and facilities.

Consisting of 588 units in three towers, The Tanner Hill has brand new facilities including a club house with a library, gym, indoor-heated swimming pool, and a mahjong room. It also has two clinics, one Chinese and one family; a day care and cognitive training centre; and a rehabilitation centre to offer specialty and geriatric services for residents. 🌸







# 本港首個優質退休房屋計劃

在數碼、資訊及電訊委員會主席錢樹楷的帶領下，會員於4月21日參觀雋悅。雋悅是本港首個為60歲或以上人士而設的非資助租住房屋項目，並廣受市民歡迎，至今入住率已高達74%。

香港房屋協會業務發展總經理王美香與會員會面，講解如何將尖端科技應用於雋悅的室內服務。當中的所有單位均設有緊急召喚系統、進出單位探測系統、靜態探測系統，以及分別為租戶量度體溫、血壓和血糖的溫度計、血壓計和血糖監測設備，錄得的數據將交由專

業醫療團隊跟進，並定期為租戶提供診斷服務。會員亦參觀了雋悅的示範單位及會所設施。

雋悅一連三座大樓，提供合共588個住宅單位，結合嶄新的配套設施。當中的住客會所包括圖書館、健身室、室內恆溫游泳池及麻雀室等。另設有家庭及中醫專科診所、日間照護和認知訓練中心，以及復康中心，為居民提供完善的專業及老人服務。✿







### Students Visit Exxon Mobil

#### 學生參觀埃克森美孚公司

**T**hirty-eight students from MKMCF Ma Chan Duen Hey Memorial College visited Exxon Mobil's Tsing Yi Terminal on 17 March to gain a better understanding of the energy sector. The students were given an overview of the business and terminal operations of Exxon Mobil Hong Kong as well as a first-hand look at daily operations and career opportunities at the terminal. They then toured the terminal and its systems and facilities, including a truck loading rack, LPG cylinder filling shed, barge loading and outside tank area, to see first-hand how the facility operates.



**38**名就讀馬錦明慈善基金馬陳端喜紀念中學的學生於3月17日參觀埃克森美孚香港有限公司（Exxon Mobil Hong Kong）青衣油庫，深入了解能源業的發展。埃克森美孚向學生簡介公司及油庫的日常運作及工作機會，並帶領學生參觀油庫系統及設施，包括缸車台、石油氣入樽台、駁船落油、大碼頭及燃油儲存區域，讓他們親身了解設施的運作。

### NEC IT Solutions 日本電氣香港有限公司

**A** group of students from Munsang College visited Citybus Depot, organized by NEC Hong Kong Ltd, on 6 April. The students learned about NEC's company background and its Fleet Management Solution – Automatic “Bus Stop Announcement System,” designed by NEC for Citybus. Two NEC staff, one from IT and another from HR, shared with students their career paths and gave advice.

Commenting on the trip, students Cheng Ka Hei Phoebe and Chui Chun Yee said they learned a lot about the attributes that ICT companies look for in employees. Whether to study computing in univer-

sity is not the most important issue, as they understood the importance of equipping themselves with more workplace and communications skills to increase employability.

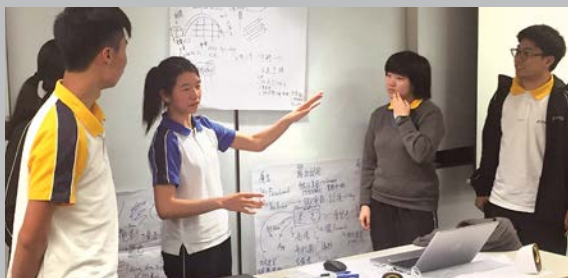
**民**生書院學生於4月6日參觀城巴車廠。活動由日本電氣香港有限公司舉辦，讓學生了解企業背景以及公司設計的巴士報站系統。兩名資訊科技部及人力資源部的員工亦與學生分享職場經驗，提供建議。

學生鄭嘉熙及崔臻怡於參觀後表示，明白到科技企業對員工所需條件的要求——在大學修讀電子計算學與否並非要點，只有充分裝備個人的工作及溝通技巧，才能提升就業能力。

## Learning Marketing Strategy from Philips Lighting 從飛利浦照明學習營銷策略

Twenty students from Stewards Pooi Kei College visited Philips Lighting Hong Kong Limited on 3 April, where they learned about Philips Lighting's innovative lighting technology as well as its products. The students were asked to try and develop marketing campaigns for products, which they then presented. The winning team won Disney luminaires, one of the company's products.

"Besides lighting technology, I learned about business and marketing strategies on this visit. From our group work designing a marketing campaign, we realized the importance of reaching targeted customers by using the appropriate media. To catch the attention of teenagers and middle-class families, new media channels, such as YouTube and Facebook, are more effective than traditional advertisements on television and newspapers," said student Zita Mak.



香港神託會培基書院的20名學生於4月3日參觀飛利浦照明香港有限公司，了解公司的創新照明技術及產品。學生獲邀為產品構思市場推廣計劃，並作出匯報，勝出隊伍贏得公司旗下產品之一的迪士尼系列燈具。

學生麥茜兒說：「是次參觀除了讓我深入了解照明技術，更增加了我對商業及營銷策略的認識。在設計市場推廣計劃的過程中，我們意識到必須利用合適的媒體以接觸目標客戶。相比傳統的電視及報章廣告，運用新媒體如YouTube和Facebook，可更有效地吸引青少年及中產家庭的關注。」



## Student Ambassadors Programme 學生大使計劃

Student ambassadors in the Business School Partnership Programme gained practical etiquette insights as well as dos and don'ts for job interviews from Chamber member Bernice Lee, a certified etiquette consultant and interview coach, in an exclusive workshop on 5 April. Lee held the complimentary workshop, which concluded with mock practice interviews, for the students to help prepare them for future interviews.

現職為認證禮儀顧問及面試教練的總商會會員Bernice Lee，於4月5日特為參與商校交流計劃的學生大使主持工作坊，面授實用禮儀及工作面試宜忌事項。這場工作坊以模擬面試訓練作結，讓學生為未來的面試作好準備。





# Mark Your Diary



Download our app  
HKGCC Mobile



10-12 May

HKGCC Delegation to  
Guangxi (Nanning, Qinzhou,  
Fangchenggang)



15 May

Aircraft Leasing in Hong  
Kong: What are the  
Opportunities of Rent to Fly?

## 2017 Chamber Events

For further details and a complete  
listing of all our events, visit us online



MAY

05  
MAY

Sustainability Tour to Wo Shang Wai & Nam Sang Wai

05-06  
MAY

YEC ExeCo Retreat to Nansha, Guangzhou

08  
MAY

When Big Data Meets HR: Workforce Analytics

09  
MAY

Professional Assistant to Top Management

Development Opportunities for Hong Kong-  
Shenzhen Innovation and Technology Park

A Look at China's Current Business Environment  
in a Time of Trump

Cross-border e-Commerce between China  
and Hong Kong (Part 2): WeChat Pay

10-12  
MAY

HKGCC Delegation to Guangxi  
(Nanning, Qinzhou, Fangchenggang)

10  
MAY

Roundtable by Bitcoin

Workshop: Identification and  
Management of China Tax Invoice

11-16  
MAY

MBTI Certification Programme –  
CPPAP Hong Kong (4-day course)

11  
MAY

Identifying Talent with the Use of Assessment and  
Development Centres

12  
MAY

"Press Release Writing" Workshop  
Customer Experience & Digital Transformation

15  
MAY

Aircraft Leasing in Hong Kong: What are the  
Opportunities of Rent to Fly?

16  
MAY

Mindset Management from Stress to Motivation

17  
MAY

Dealing with Difficult People

It's not about money – A Holistic Solution to  
Unlocking Engagement

Co-Innovating, Patenting & Clouding Business  
Invention cum Introduction to the Selection Criteria  
of The 2017 Hong Kong Awards for Industries:  
Innovation and Creativity

10 May



22 May





HKGCC AGM



HKGCC Mission to Taiwan:  
New Taipei & Taoyuan Cities



China Committee  
Cocktail Reception

## HKGCC MOBILE



### MAY

18  
MAY

HKGCC AGM

Leadership Fundamentals for New Supervisors & Leaders

19  
MAY

Harbourfront Authority

22-23  
MAY

HKGCC Mission to Taiwan:  
New Taipei & Taoyuan Cities

22  
MAY

An Overview of Charity Governance,  
Management and Operation

HKGCC Entrepreneur Forum

23  
MAY

How to be Strategic?

To infinity and beyond: A new era for Data Protection  
in Asia

24  
MAY

Social Media Marketing – Instagram & Snapchat

Financial & Treasury Services Committee meeting

25  
MAY

New Rules for Shareholders & Directors under the  
New Companies Ordinance

Cocktail Reception With European  
Consuls General in Hong Kong

25 May



### JUNE

06  
JUN

Be Engaged and Stay Energized at Your Work

Is It Safe to Moonlight Now? And other recent issues  
on bribery and corruption laws in Hong Kong

07  
JUN

China Committee Presents : The Trends in Mainland  
Labour Law and Labour Disputes

Tips for Drafting and Executing Chinese Contracts

09  
JUN

Writing Workshop: Tone Death

12  
JUN

Chamber Forum on Maintaining and Enhancing  
Hong Kong's Tax Competitiveness

14  
JUN

Common Reporting Standard: a Legal Perspective

16  
JUN

China Committee Cocktail Reception

22-23  
JUN

HKGCC Delegation to Greater Bay Area – Jiangmen

27  
JUN

Retail & Tourism Committee meeting

7 Jul





# Career Talent Jobs Strategy Innovation TRAINING & DEVELOPMENT learn Concept Success Goals Employee



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## How to be Strategic?

### 如何變得更有策略？

This one-day workshop is for managers in small and large businesses, private and public organizations, to be equipped with practical tools and approaches to enable a more strategic approach.

Outline:

1. What is strategy?
2. Strategic management behaviour
3. The 4-level approach to strategy
4. Implementing strategies

為期一天的工作坊專為大大小小、公私型機構的管理人員而設，助學員掌握實用的工具及方法，以制訂更具策略性的方案。

內容：

1. 何謂策略？
2. 策略管理行為
3. 四個層次的策略方案
4. 實施策略

Trainer: David Lambert

導師: David Lambert

Date: 23 May 2017

日期: 2017年5月23日

Time: 9:30 a.m. - 5:30 p.m.

時間: 上午9時30分至下午5時30分

Venue: HKGCC Theatre,  
22/F United Centre

地點: 金鐘統一中心22樓香港總商會演講廳

Language: English

語言: 英語

Fees: Member \$2,780 / Non-member  
\$3,780 (lunch not included)

費用: 會員\$2,780 / 非會員\$3,780 (不包午膳)



David Lambert, co-author of Financial Times bestseller, *Smarter Selling: How to grow sales by building trusted relationships*

David Lambert 《金融時報》暢銷書——《智慧行銷:精準銷售新策略》的合著者

## Social Media Marketing – Instagram + Snapchat

### 社交媒體行銷—Instagram + Snapchat

Instagram and Snapchat are the new kids in town. Both apps have seen phenomenal growth, and they are becoming powerful marketing tools. But where do you start? In this workshop, you'll learn about best practices, latest trends, dive into real-life examples, learn about the tools you need to stand out from the competition, and much more.

1st session: Instagram – it's not all about selfies

2nd session: Snapchat – get down with the ghost

Instagram和Snapchat都是新興的社交媒體應用程式，兩者皆錄得驚人增長，成為了強而有力的行銷工具。然而，您應從哪裡著手呢？是次研討會可讓您掌握最佳實務、最新趨勢，並探討真實個案，了解助您脫穎而出的工具等。

第一節：Instagram — 不只是自拍般簡單

第二節：Snapchat — 與「鬼」同行

Trainer: Daryl Choy

導師: 蔡伯偉

Date: 24 May 2017

日期: 2017年5月24日

Time: 2:00 - 6:00 p.m.

時間: 下午2時至6時

Venue: HKGCC Theatre,  
22/F United Centre

地點: 金鐘統一中心22樓香港總商會演講廳

Language: Cantonese

語言: 廣東話

Fees: Member \$880 / Non-member \$1,080  
(includes coffee/tea refreshments)

費用: 會員\$880 / 非會員\$1,080 (包茶點)



Daryl Choy,  
Director of Wisdomboom Limited

蔡伯偉  
智衍有限公司負責人

## Be Engaged and Stay Energized at Your Work

### 保持工作投入感與活力

Through this workshop, participants will learn ways to help employees renew and replenish their energy throughout the day and will see result in increased concentration, focus, and contribution.

- Recognize the power of an engaged and energized staff
- Capitalize on the unique strengths and work-styles of employees
- Transform burnout and negative habits into positive energy
- Build employee commitment with sincere recognition and appreciation

本工作坊將探討如何建立一個充滿士氣和活力的工作間，確保整個團隊能夠保持專注，共創佳績。

- 認同員工投入參與、活力充沛的重要性
- 善用員工的獨有專長和工作模式
- 把困倦與壞習慣轉化成正能量
- 以由衷的肯定與讚賞，培養員工的責任感

Trainer: Nora Cheng

導師: Nora Cheng

Date: 6 June 2017

日期: 2017年6月6日

Time: 9:15 a.m. - 12:15 p.m.

時間: 上午9時15分至下午12時15分

Venue: HKGCC Theatre,  
22/F United Centre

地點: 金鐘統一中心22樓香港總商會演講廳

Language: Cantonese

語言: 廣東話

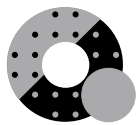
Fees: Member \$780 / Non-member \$980  
(includes coffee/tea refreshments)

費用: 會員\$780 / 非會員\$980 (包茶點)



Nora Cheng, Corporate Trainer of Dale Carnegie Training Hong Kong & Macau

Nora Cheng  
卡內基訓練香港及澳門 認證導師



香港工商業獎  
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截止報名日期：2017年6月5日

Closing Date : 5 June 2017



主辦機構 Organiser:

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