

BULLETIN

未來工作 THE FUTURE OF



THE GBA INITIATIVE 大灣區規劃

A New Chapter for
Southern China
華南區新篇章

HK-ASEAN FTA 香港與東盟自貿協定

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為香港培育精通科技的勞動力

正當香港銳意發展成為創新科技樞紐之際，政策制定者、商界人士和學術界應竭力確保我們的勞動力充分具備所需的技能，以迎合不斷轉變的工作環境。從80到90年代，香港由製造型經濟邁向服務型經濟期間所經歷的巨變，是一次很好的經驗，讓我們學懂如何應對顛覆性的變革。

隨著我們未來將踏入一個未知領域，這實在令人既興奮又恐懼。一方面，過往動輒需數百人才才能進行的工作，如今只需彈指一按鍵盤便可輕鬆完成。另一方面，鑒於機器日益應用於以往由人手處理的工作，人類現正面對的實際風險，是經濟上被遺棄。

人手操作日漸被自動化技術取代，很多研究都預測，就業市場將出現巨變。有趣的是，就工業革命而言，科技發展導致職位流失的不祥預言並沒有成真。相反，上一次的自動化革命令社會變得更繁榮，令生活條件得以改善。隨著我們邁進所謂「第四次工業革命」時代，我們的生活已遠比前人優裕。

然而，職位流失確是一大威脅。科技進步之快及其影響之廣，皆遠超過數次工業革命的程度。在機械人學、人工智能、納米技術、生物科技和物聯網等各個領域中，新科技相繼湧現，為工作和職責重新定義。企業對員工的技能要求亦因而截然不同，造成連鎖效應，為職場帶來重大的衝擊。

培育合適的人才來滿足香港未來的人力需求，因此至關重要。我們欣見行政長官在《施政報告》指出，現屆政府將成立由政務司司長出任主席的人力資源規劃委員會，以「整合政府和不同界別（如商界、教育和專業界）的資源和工作，並合力制訂、研究、協調和推動全面的人力資源政策。」

我們商界掌握市場的第一手情況，並已準備好與政府通力合作。我們期望進一步認識這個新委員會，了解其如何協助一些面臨人手短缺的業界僱主即時解決問題。

為探討這項重要議題，總商會於10月26日舉行「CEO人力資本大會」，詳情請翻閱第12頁。✿

A Technologically Savvy Workforce for Hong Kong

As Hong Kong embarks on the journey of reinventing itself as a hub for innovation and technology, there should be a conscious effort by policymakers, businesspeople and academia to ensure that our workforce are properly equipped with the right skill-sets to cope with an evolving workplace. The upheaval that the local workforce went through in the 1980s through to the 1990s as Hong Kong transitioned from manufacturing to a predominantly service-based economy should serve as a useful lesson on how to manage disruptive change.

The future could not be more exciting and scary at the same time as we venture into uncharted waters. On the one hand, we are becoming very good at building things that once took a few hundred people but now just takes a few strokes of the keyboard to accomplish. On the other, there is a real risk of people getting left behind economically as machines are increasingly deployed in jobs that humans used to do.

There are studies aplenty that warn of a seismic shift in employment as humans are increasingly displaced by automation. Interestingly, forebodings about a loss of jobs due to technological advancements did not come to pass as in the case of the Industrial Revolution. Rather, the last time automation happened this resulted in increased prosperity and improved living conditions. As we enter into an era of what some may describe as the Fourth Industrial Revolution, we have become much better off than our forefathers.

However, the threat of job losses is very real. The pace of technological change, and by extension its ramifications, is exponentially faster and much wider in scope than the previous industrial revolutions. The rise of new technologies in such fields as robotics, artificial intelligence, nanotechnology, biotechnology and the Internet of Things will shake the workplace to the core by redefining tasks and responsibilities that would in turn have the knock-on effect of demanding radically different capabilities from human workers.

Developing the right talent to meet Hong Kong's future manpower demands is therefore of paramount importance. We are pleased to learn from the Chief Executive's Policy Address that the current Administration is setting up a high-level Commission for the Planning of Human Resources, to be chaired by the Chief Secretary for Administration to "consolidate the resources and efforts of the Government and various sectors (such as the business, education and professional sectors), and collectively formulate, examine, co-ordinate and take forward policies on human resources in a holistic manner."

We in the business sector know the situation firsthand and are prepared to work with the Government. We look forward to learning more about this new commission and how it would help employers address the shortage of manpower in some sectors in the immediate terms. In connection with this important subject-matter, the Chamber organised a CEO Manpower Conference on 26 October, which you can read more about on page 12. ✿

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Greater Bay Area Initiative: A New Chapter for Southern China 大灣區規劃： 華南區新篇章

The ambitious plans being drawn up for the Greater Bay Area (GBA) initiative heralds a new chapter for Southern China
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香港外展訓練學校協助學員發掘潛能，建立僱員的解難、溝通技巧及創造力

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Tiffin Is Back! 茶園重開了！

After months of renovations, the Grand Hyatt's Tiffin reopened last month. It may have a new look, and also a new twist to the iconic buffet spread, but thankfully it is still the wonderful Tiffin we all have come to love
香港君悅酒店旗下餐廳茶園經過數月的翻新後，終在上月重開。餐廳以全新面貌亮相，其經典自助餐亦注入了新元素；可幸的是，它仍然是我們所喜愛的茶園

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The Chamber is apolitical.
Any advertisement of a political nature does not necessarily imply endorsement by the Chamber

Published By:
The Hong Kong General Chamber of Commerce
22/F United Centre, 95 Queensway, Hong Kong
Tel: 2529 9229 Fax: 2527 9843
www.chamber.org.hk

Printed By: OMAC Production House Ltd
21/F Kiu Yin Commercial Building,
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本會並非政治組織，任何帶有政治意味的廣告均不代表本會立場。

出版：香港總商會
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Nov 2017

The opinions expressed in articles in The Bulletin are those of the individual authors and do not necessarily reflect the views of HKGCC.

《工商月刊》刊載的文章內容乃個別作者意見，並不反映香港總商會立場。

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HKGCC

Hong Kong General Chamber of Commerce
香港總商會1861

The Voice of Business 商界之聲

The Hong Kong General Chamber of Commerce has been representing and safeguarding the interests of business in Hong Kong since 1861.
從1861年開始，香港總商會一直代表商界及捍衛它們的利益。

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Easing the Burden on Business

In her maiden Policy Address delivered last month, Chief Executive Carrie Lam Cheng Yuet-ngor embraced a new mindset and style in putting forward various plans such as tax reform, promoting innovation and seeking land for housing. If implemented successfully, these will help improve the overall business environment and address the housing problem. I hope the Government will adopt an open attitude towards other key issues, such as tax concessions in the Greater Bay Area and labour importation to enhance Hong Kong's competitiveness and address the acute manpower shortage.

Tax reform was one of the highlights of the Policy Address. Lam's bold decision to lower the tax rate for the first \$2 million of profits to 8.25% and offer tax concessions for expenses in scientific research will not only boost our innovation and technology development, but also relieve the burden on SMEs. Currently, SMEs are under heavy pressure from interest rate hikes, rising wages and increasing costs of materials. As such, tax reform is a matter of great urgency. I hope the Government will take another bold move to return the overall profits tax rate to 15%.

Faced with keen competition from neighbouring cities, the advantage of a simple and low tax system that Hong Kong has long enjoyed is becoming less and less attractive, which is why we must expedite our tax reform. I hope the Government will break away from its old mentality and sharpen Hong Kong's competitive edge. For instance, the Government should consider launching a pilot scheme in the Greater Bay Area with a series of innovative tax incentives to enhance the competitiveness of Hong Kong enterprises.

While the HKCEC expansion project remains at the talking stage, the proposal to demolish and redevelop the three government buildings next to the HKCEC into a new wing is the right step forward. Members in the industry have always reflected that the lack of exhibition space and slots is a problem. Expediting the implementation of the expansion plan will help the sector expand business opportunities and reinforce Hong Kong's position as Asia's trade fair hub.

On housing and land policies, the Chief Executive proposed "rebuilding the housing ladder," which will help young families buy their own home and relieve social grievances. However, the Government must first tackle the issue of where the land will come from and import foreign labour as soon as possible.

In less than 100 days since taking office, the new Administration already set out a long-term development blueprint, which was lauded by the business community. The business sector will continue to advise the Government on ways to tackle problems facing businesses, including cutting red tape and reducing regulatory burden where appropriate to further boost Hong Kong's efficiency and competitiveness. 🌸

減輕企業負擔

特首林鄭月娥上月發表首份施政報告，在稅制改革、推動創新、覓地建屋等多方面均展現了新思維、新作風。如成功落實，將有助改善整體營商環境，以及幫助市民解決居住問題。我期望政府能以開放態度，回應大灣區稅務優惠及輸入外勞等議題，以增強香港的競爭力，並應對人力短缺的嚴峻問題。

稅制改革是施政報告的一大亮點。林鄭月娥今次「大刀闊斧」提出將企業首200萬元的利得稅率降低至8.25%，並推出科研開支扣稅，除有助推動創新科技發展，更能切實地減輕中小企的負擔。現時，中小企面對很大的經營壓力，包括利息有上升趨勢，以及工資及物料成本增加，因此稅制改革刻不容緩。我期望政府能再進一步，將企業整體利得稅率下調至15%。

面對周邊城市的競爭，香港過往的簡單低稅率優勢不再明顯，必須加快進行稅制改革。我期望，政府無論在思維抑或制度上，都能突破過往的條條框框，以加強香港的競爭優勢。例如，政府能否在大灣區推行先行先試計劃，推出創新的稅務優惠，以增強港商的競爭力？

會展擴建計劃一直「只聞樓梯響」，對於施政報告提出拆卸三座毗鄰會展的政府大樓，以建成會展新翼，我認為是明智的安排。業界人士一直反映會展場地及展期不足的問題，如能加快落實擴建會展，將有助業界拓展商機，並鞏固香港作為亞洲會展業樞紐的地位。

房屋土地政策方面，特首提出「重建置業階梯」，將可協助年輕家庭上車，化解社會怨氣。不過，政府首先要解決「地從何來」的問題，並盡快落實輸入外勞。

新政府上場短短百天，已訂出長遠的發展藍圖，對工商界來說實屬好事。我期望大家能繼續表達意見，推動政府以新思維來處理工商界面對的問題，為商界拆牆鬆綁。🌸

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CEO Comments 總裁之見

Support the Chamber's Free Ride Day

There was a time when becoming a successful businessperson in Hong Kong was a laudable and honourable aspiration shared by most if not all young people who were starting out in life. Much like rock stars, prominent business figures were lionized and held up as role models. That sentiment changed for the worse as globalization and free trade became dirty words and the business community, especially Big Business, became convenient targets against which unhappy members of the public could vent their frustrations.

The cynicism and skepticism directed against businesses is perhaps understandable given the worsening socio-economic inequality in recent years. However, is there any truth to the allegation that companies are, in general, soulless entities bent on making profits at the expense of social mores?

It is sometimes easy to forget that businesses are an integral part of the wider community. They contribute significantly to Hong Kong's prosperity by paying taxes, creating jobs and helping to improve living standards. On top of these, there are also a variety of Corporate Social Responsibility (CSR) initiatives, some of which, such as the Central Rat Race, have become annual mainstays on the local CSR calendar. In addition, there has been a notable rise in the number of social enterprises and funding schemes to bankroll social ventures in recent years.

I like to think that the Chamber is an active, albeit modest, contributor in the general scheme of the corporate community's overall efforts to build a more inclusive, harmonious and happy Hong Kong. Other than the various in-house activities that we organise for our staff, we also run the annual Free Ride Day (FRD) that was conceived in 2011 to celebrate the Chamber's birthday.

The FRD is unique in that it taps into the Chamber's strong membership base to pool together financial resources for the purpose of sponsoring trips taken on trams and the Star Ferry by the travelling public for a 24-hour period. FRD benefits more than 300,000 passengers but more importantly it has contributed to the promotion of greater business involvement in the community. Other than the feel-good factor, it also demonstrates companies' commitment to engage with and give back to the community.

This year, we would like to offer members the opportunity of participating in this meaningful event on an individual level. For a nominal sum of HK\$100, you will become a proud sponsor of the FRD. If you are interested in making a contribution, you can do so when you visit the Chamber or attending an event held offsite. The collection period will last until the FRD on 29 November. We look forward to your enthusiastic support. 🌸

For more information,
please see page 10 or visit



齊來支持「總商會 全程為您」活動

曾幾何時，成為香港一位成功的商人，是很多初出茅廬的年輕人所追求的一個值得欣賞的遠大抱負。如搖滾巨星一樣，傑出的商界名人會被視為榜樣。然而，隨著全球化和自由貿易成為負面字眼，加上商界（尤其大企業）動輒成為部分對社會不滿的市民發洩怨氣的對象，這種積極正面的觀感正有所改變。

近年，由於社會經濟不平等的情況加劇，故此針對企業的嘲諷和質疑是可以理解的。然而，事實是否正如一些言論所指，企業多為沒有良心、只顧利益而罔顧社會原則呢？

有時，人們很易會忽略商界也是廣大社會的一部分。企業通過繳稅、創造就業和協助提高生活水平，為香港的繁榮作出莫大貢獻。企業也推行各種企業社會責任活動，例如「鼠戰中環」已成為本地企業履行社會責任的年度盛事。此外，社會企業及為其提供營運資金的資助計劃的數目，亦在近年顯著增加。

我一直認為總商會有積極、務實地響應整體商界的行動，為締造一個更包容、更和諧和更快樂的香港作出貢獻。我們除了為內部員工舉辦各種活動，自2011年起，我們亦推出一年一度的「總商會全程為您」活動，以慶祝總商會創會紀念日。

「總商會全程為您」活動的獨特之處，在於總商會動用其強大的會員網絡，將財政資源集合起來，贊助公眾人士於活動當天乘坐電車和天星小輪，惠及逾30萬名乘客。更重要的是，這活動除了為社會注入正能量，亦讓企業展現其致力融入、回饋社區的決心，有助提高企業的社會參與度。

今年，會員將可以個人名義參與這個饒富意義的活動。只需贊助港幣100元，即可成為「總商會全程為您」的尊貴贊助人。閣下如有興趣贊助此活動，歡迎到訪本會或出席本會活動時提出。贊助期將於11月29日「總商會全程為您」活動當日結束。我們期待你的熱心支持。🌸

有關詳情，請參閱本刊第10頁或瀏覽



進入內地孕嬰童業市場？
尋找內地合作夥伴？
促進交流及合作？
抓緊二孩政策下的發展商機？
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第26屆京正·廣州孕嬰童產品博覽會——「香港館」/商貿配對

展會日期：2017年11月16-18日(星期四至六)

展覽地點：廣州·保利世貿博覽館3號及4號館

地點：展位3C13號



簡介：

透過向內地展示香港孕嬰童產品的優質形象及優點，加深內地企業對香港孕嬰童業之整體認識，提升香港產品於內地的影響力；並透過接觸內地不同地區之買家以建立銷售網絡。

主要活動：

- (1) 於「香港館」展出孕嬰童業產品或企業資料(詳情請參閱報名表)
- (2) 出席商貿配對

※ 項目小組將邀請不同國內代理商及經銷商到訪「香港館」，與香港企業代表進行會面。

活動對象：

有意在內地加強品牌知名度，或有意進入內地市場的香港孕嬰童產品企業，產品為服飾、玩具、日常用品、食品、教育用品類別之企業將獲優先處理

支持機構(按英文字母順序排列)



報名及查詢，請聯絡：

如欲索取更多資料，請掃描以下二維碼

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Organizer 主辦機構：



Hong Kong General Chamber of Commerce
香港總商會1861

香港總商會

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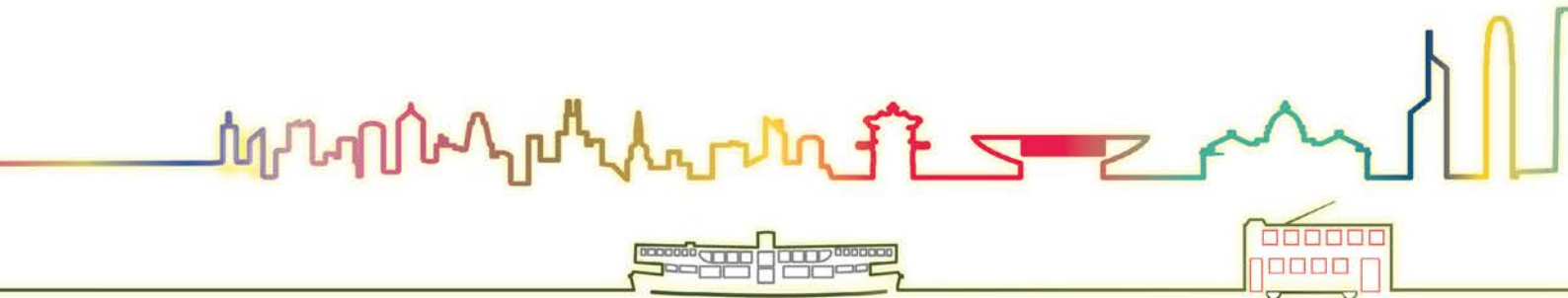
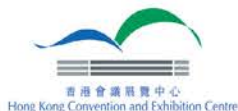
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The Future is Cyber-pink

自動化與女性 主導未來

Technology and women are set to become the key drivers in keeping Hong Kong Inc. running smoothly, as they will offset our aging population and shrinking workforce

科技與女性可抵消人口老化和勞動力萎縮的影響，
故勢必成為維持香港經濟暢順運作的主要動力

Hong Kong's future manpower needs will increasingly be met by womanpower. Technology and AI advances will not threaten jobs, but allow employees to be more productive. Augmented reality will give new recruits the same knowledge as seasoned old-timers, and as we live longer and healthier lives, we will be retiring later, but choosing when and where we want to work. This bright new future, however, will still not be enough to meet Hong Kong's labour needs in the coming years.

While many countries around the world grapple with high unemployment, Hong Kong has the happy problem of having more jobs than people to fill them. We have been dogged for many years by a constant manpower shortage, which, starting next year will become more acute.

Our workforce of 3.65 million will start to taper off in the coming 12 months, shedding over half a million jobs in the next half century. Our birth rate, which is the second lowest in the world, according to the Population Reference Bureau, with only Macao keeping us off the lowest ranking, is causing the contraction. Chief Secretary for Administration Matthew Cheung, speaking at the Chamber's biennial CEO Manpower Conference on 26 October, said the current term Administration is very ambitious about tackling our manpower challenges.

"At the end of the day, it is our human resources that Hong Kong depends on. In terms of education, we must







Number of Men and Women in the Labor Force 1961-2011 (in thousands)

	Number of Men	Annual % growth (men)	Number of Women	Annual % growth (women)	Share of Women in Labor Force
1961	853	-	335	-	0.282
1971	1,084	2.4	335	4.8	0.330
1976	1,265	3.1	377	4.2	0.342
1981	1,618	5.0	61	0.354	
1986	1,716	1.2	12	0.371	
1991	1,741	0.1	105	0.368	
1996	1,822	0.5	9	0.373	
2001	1,947	0.3	0	0.402	
2006	1,929	-0.2	0	0.430	
2011	1,925	0.0	0	0.445	



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The MElennials Challenge

Millennials, or the ME-Generation, are often branded as non-team players, selfish, impatient, easily bored but hungry for promotion and praise. But how true are such stereotypes?

"I believe millennials want empowerment and they want to do interesting things. They don't want to do repetitive jobs," one of the speakers at the closed-door CEO Manpower Conference told the audience.

The days of apprenticeships and mentorship to thoroughly learn skills or business processes seem to be long gone, as new entrants into the workforce believe they have the intelligence and skills to get the job done well. However, empowering inexperienced staff is not a job for those with a nervous disposition. Speakers said it was important to carefully set guiding principles to avoid problems and misunderstandings.

"Empowerment is the key to unlocking the power and energy of employees," said another speaker. "Also, there are four other trends that all employers should be paying attention to."

Speakers said 93% of executives are changing their workplace structure to accommodate staff needs. A survey by leading HR consultancy Mercer, found that 53% of workers want their company to focus more on their well-being and health. Some 53% of employees want their company to offer flexible work options, and one in three employees feel they are not empowered to create their own success at work.

All speakers agreed that flexible work hours, despite being very difficult to effectively implement, were what most employees wanted, and being able to offer flexible work arrangements would help them retain and attract more talent.

Globally, people who feel they can drive their own career are more energized and want to stay with the company longer, and flexible working options can be useful in achieving this. So why are we not seeing it across Asia and Hong Kong?

"Pay and benefits are not enough to attract and retain talent anymore. We need to inspire them and help them grow, so we need to think when and where staff can work," said one of the speakers.

continue to invest in education. If we don't do that then we will have no future at all," he told over 200 senior executives attending the event.

Close to 50% of the Government's recurring spending is on health care, welfare and education. "But we see education as an investment, not an expense," he added.

Training up youngsters with the skills they need will take decades, and even if people started having more babies, we still wouldn't have enough young people entering the workforce to replenish those retiring.

Professor Richard Wong, said Singapore had faced the same manpower challenges as Hong Kong in the late 1990s. It launched an aggressive talent recruitment drive to encourage people to bring their skills to Singapore. "They realized they had an aging population, so they began welcoming immigrants with skills. We didn't do anything," he said.

If we think we have problems, spare a thought for Japan. According to the WHO, if 8% of a country's population is over 65, it is classified as having an aging population. By 2025, over 20% of Japan's population will be over 75! And by 2060, Japan's workforce will have shrunk by 40%, from 59 million today to 38 million.

Finding solutions

There are several options we can adopt collectively to equip our economy with the skilled hands and minds we need. However, none are silver bullets. Moreover, technology, education, labour importation, having more babies, retiring later, outsourcing ... all have uncertain outcomes.

Technology is usually heralded as the solution to all of our problems, be they the environment or manpower shortages. Speakers at the conference were bullish on

《香港01》手機App 立齊跑
榮獲世界報業協會

「最佳時尚、體育、娛樂流動服務」全球大獎

WORLD
DIGITAL
MEDIA
AWARDS



在世界範圍具備很高公信力的世界報業協會（WAN-IFRA），日前於德國柏林舉行全球大獎頒獎典禮，《香港01》憑全球首創的「01齊跑@渣馬」手機應用程式服務，擊敗來自世界各地多間著名媒體，勇奪「最佳時尚、體育、娛樂流動服務」全球大獎，成為首間奪得此項殊榮的香港傳媒。評審讚揚「01齊跑@渣馬」是「偉大的產品，在眾多手機應用程式中脫穎而出」，能透過服務接觸特定跑手群體，並與跑步社群連結同行。

《香港01》在2017年2月渣打香港馬拉松舉行期間，安排攝影師於賽道沿途為各參賽者拍照。跑者免費登記成《香港01》會員後，可透過《香港01》手機應用程式，以參賽編號搜尋並下載自己參賽期間的照片。

服務推出一周後，即吸引多達4.1萬人下載《香港01》手機應用程式，服務瀏覽量超過107萬次，贏得跑手一致好評。評審讚揚這項創新是「偉大的產品，在眾多手機應用程式中脫穎而出」，他們認為服務是一個好方法與讀者結連，成功接觸跑手群體。

是次比賽由世界報業協會（WAN-IFRA）舉辦，協會網絡遍布全球120個國家，涉及3,000間媒體組織。《香港01》成為全港首間媒體，從亞洲區比賽脫穎而出，擊敗來自歐洲、北美洲、南美洲、南亞、中東非洲的參賽傳媒機構，贏得「最佳時尚、體育、娛樂流動服務」全球大獎殊榮。世界知名的媒體如《紐約時報》、《衛報》、《華盛頓郵報》、《南德意志報》等，都曾站在大會的頒獎台上。



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CEO MANPOWER CONFERENCE 2017 INNOVATION AND DISRUPTION IMPACTS ON LABOUR MARKET DYNAMICS

Organized by: **HKGCC**
Hong Kong General Chamber of Commerce
香港總商會 1861



The 4th Industrial Revolution

Joe Kaeser, President and CEO of Siemens AG, said: “We have to prove that the Fourth Industrial Revolution is inclusive. This is not just the responsibility of the government and individuals; preparing workers for the future is also our responsibility as leaders of global companies.”

We are on the brink of a technological revolution that promises to fundamentally change how we live, work, and play. It will be a future characterized by a fusion of technologies that is blurring the lines between the physical, digital, and biological spheres. As of yet, however, we are not exactly sure how it will unfold, or what impact it will have on our labour force.

Technology is again driving the change. Computing power and data growth are advancing at a mindboggling rate. Since 1993, computing power of supercomputers has seen a 1.56 million-fold increase. Transmission rates of mobile networks have gone from 56k in the days of dialup modems in 1995 to over 1 gigabyte today, a million-fold increase. The amount of digital data that exists in the world has seen a 26,000-fold increase to 163 trillion GB today.

This growth in data and computing power is driving the growth of AI. Speakers said AI can be used to analyse previously unimaginable amounts of data, or for less sexy sounding functions such as video surveillance of a city to detect potential danger or track criminals. It can also be used to predict demand for groceries, enabling shopkeepers to significantly boost sales of certain produce, and reduce wastage of perishable goods. Basically, its usage will be limited to our imagination.

But it does promise to free us from repetitive, mundane tasks so we have more time to focus on things that technology and smart computers cannot do: being creative, being artistic and using our EQ to communicate.

A speaker at the conference pointed out that despite many people worrying about technology making us obsolete, we also realize that it also has the power to significantly improve our lives, which is why we all embrace it. Just look at how smartphones have changed the way we communicate and keep ourselves informed. This was completely unimaginable just over a decade ago. Yet young people entering the workforce today have grown up not knowing a world without smartphones, social media or the internet.

These youngsters see the world and way of doing things in a completely different way from their predecessors, and HR experts advise employers to tap into this unrealised potential.



technology’s role in our future workplace, but none of them believed it would replace humans.

Automation has since the industrial revolution been the solution to manpower shortages. It allowed businesses to do more with fewer people. From the mechanisation of steam power, to assembly line production to computer automation, to where we are now, cyber systems. Another common trait all these developments share is that they caused a fear that people would be displaced by technology.

“Throughout history, technology has created a fear of losing jobs, but that has never happened. There was some temporary disruption as jobs were automated, but the job for the most part never went away, it was just done better. People were able to be more productive, their work was less physically demanding because machines were doing the hard work not their muscles,” one of the speakers at the closed-door session said. “For AI, the fear of a future like the Terminator movie is just not going to happen. What AI will do is to augment workers’ decision making process.”

Speakers stressed that AI, big data, robotics, whatever label you want to stick on it, does not replace, for example, a lawyer or surgeon. What it does do is augment the decision making process. Systems can analyse millions of pages of data and produce a recommendation based



A PROVEN SPRINGBOARD FOR CRYSTAL CG TO GO GLOBAL

創意媒體新時代 世界級互動展示專家

Over the last 15 years, Crystal Computer Graphics (Crystal CG) – China's leading animation company – has developed into a service provider offering a wide range of animation production and multimedia solutions for event and exhibition.

Crystal Digital Technology Holding Co., Ltd (Crystal CG's head office) impressed the world with its animation work for the Beijing Olympic Games, the Shanghai Expo and the famous Qingming Riverside Scroll. Further to that, it has been appointed as the Beijing 2022 Olympic Winter Games for multimedia presentation, one of the biggest achievements in its corporate history.

The Hong Kong office was established in 2002 to take advantage of the city's



CCG founder Mr. Lu Zheng Gang (Right) and CCG HK branch Mr. Li Hai Zhong (Left) 創辦人盧正剛先生(右)及香港分公司總經理李海忠先生(左)

international and creative talent, as well as its prime location, to develop its business beyond China.

"Hong Kong has been a base for us to set up our offices in Singapore, London and Dubai. Our team in Hong Kong has undertaken the planning and implementation work, enabling Crystal CG to reach out and go further in promoting Chinese creativity to the World," David Li Haizhong, General Manager, Crystal Computer Graphics Ltd, said.

David also shares his view, "The growing needs of multimedia gimmicks in branding and promotion allows us to move further in establishing our interactive team. With strong foundation on our animation production, Crystal CG aims at being the leading multimedia solution provider in the market. It has always been a challenge in tailoring solution for different industries, but Crystal CG kept its expertise thanks to its long history of technology exploration and extensive experience in World-class projects."

在過去15年，中國內地頂尖動畫製作公司水晶石香港子公司已發展為一家本地服務供應商，為客戶提供一系列的互動展示及多媒體製作。

水晶石數字科技股份有限公司為北京2008年奧運會、上海2010年世博會及著名的電子動態版《清明上河圖》提供動畫製作服務，因而蜚聲國際。最近更成為2022年北京冬季奧林匹克運動會多媒體演示的供應商，將是公司歷史中又一巨大成就。

香港子公司於2002年成立，借助香港的國際都會地位及創意人才，優越的地理位置，將業務拓展至中國以外地區。

水晶石科技有限公司總經理李海忠說：「香港子公司是我們在新加坡、倫敦和東京設立辦事處的基礎。我們的團隊在香港負責統籌規劃和執行工作，從而讓水晶石能夠向全世界推廣中國的創意。」

他亦道出：「近年，市場推廣及品牌宣傳對互動展示的需求逐漸增加，讓我們能更進取地擴展多媒體製作團隊。憑藉建立多年的動畫製作優勢，我們祈望成為領先的多媒體製作服務供應商。水晶石多年來對技術的研發及擁有世界級項目經驗的團隊，絕對能夠為不同的行業訂製獨特方案，克服挑戰。」



CRYSTAL COMPUTER GRAPHICS LTD

- Established in Beijing in 1995
- Employs over 2,000 staff globally
- Core services: animation & video, interactive design, exhibition, event & entertainment

水晶石科技有限公司

- 於1995年在北京成立
- 在全球約2,000名員工
- 核心業務包括影視及動畫、互動設計、展覽、娛樂展示

Top-10 Skills

In 2020

- Complex problem solving
- Critical thinking
- Creativity
- People management
- Coordinating with others
- Emotional intelligence
- Judgement and decision making
- Service orientation
- Negotiation
- Cognitive flexibility

In 2015

- Complex problem solving
- Coordinating with others
- People management
- Critical thinking
- Negotiation
- Quality control
- Service orientation
- Judgement and decision making
- Active listening
- Creativity

on past data. It is impossible for doctors to keep up to date on all the research and advancements in medicine, but with big data, and systems like IBM's Watson, they would have all the data and arguments before them to decide how best to use that information.

"By augmenting the decision making process, young, less experienced analysts would be as experienced as those with 10 to 20 years' experience," he said.

If you look at aeroplanes, they can take off and land automatically, but we still need pilots. Auto driving vehicles will prevent accidents caused by idiots who still text while driving, or allow truck drivers to arrive at destinations safer and less fatigued. All this technology will not replace the person, but it will help them to be more efficient and make more informed decisions.

Growing talent

Hong Kong's success has been built on being an open, free and tolerant society. We are a hodgepodge cultures and backgrounds, with the majority of our population coming on waves of young immigrants from the Mainland in the 1970s. Between 1971 and 1981, the population of 20-29-year olds increased by about 558,000 people. Since then, that age demographic has been con-



tracting every year. In fact, Hong Kong's overall labour force participation rate has been steadily declining, from 65.1% in 1986 to 61.1% in 2016.

"Hong Kong's labour force demographic structure is very unusual. It is distorted by age and also sex structures," said Prof Wong. In 1996, our male labour force reached 1.9 million, where it is today. The female labour





force then was 1.1 million, and today is 1.6 million. Going forward, Hong Kong will lead the world in the share of females in the working force.

With more women in the workforce than men, the way companies run and manage human resources will also change, as women want different things from a career than men, and also both need to be managed in different ways.

Fewer women having children, or those who are done with their maternity role and returning to the workforce are key reasons behind why Hong Kong's workforce is becoming dominated by women. However, cross-border marriages are also a significant contributing factor. Many Hong Kong men brought their Mainland brides to Hong Kong, but they were not all content to be homemakers.

"The cross-border brides were upgrading their skills and entering higher education in Hong Kong, particularly in the 30- to 50-year-old demographic," said Prof Wong. "The Government and businesses need to understand this and plan for Hong Kong's future, because for about every 1,000 women in Hong Kong, there will be about 860 men. Beyond the social impact, this will have a huge impact on the future of our workforce." ❀

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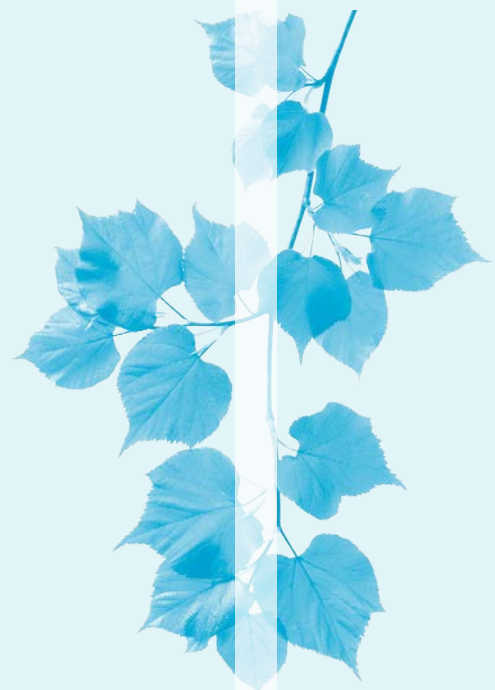
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唯我世代的挑戰

千禧世代，又稱唯我世代，常被標籤為不合群、自私、缺乏耐性、容易厭煩，但渴望升職和受到讚賞。然而，這些典型特質到底有多真確？在閉門進行的「CEO人力資本大會」上，一位講者向與會者說：「我認為千禧世代希望獲賦權。他們想做有趣的事情，不想做重複單調的工作。」

學徒跟隨師傅深入學習技藝或商業程序的日子似乎已成過去。職場新手都認為自己具備所需的知識和技術，能夠勝任工作。不過，性情焦躁的人，則不適合賦權予經驗不足的員工。多位講者皆表示，最重要是仔細訂立指導原則，避免產生問題和誤解。

另一位講者又稱：「賦權是釋放僱員實力和活力的關鍵。另外，所有僱主都應留意四個趨勢。」

專題小組的講者指出，93%的行政人員正改變他們的工作間結構，以配合員工的需要。領先人力資源顧問公司美世進行的一項調查發現，53%的員工希望公司更重視他們的福祉和健康。約53%的僱員希望公司提供彈性工作選擇，有三分一僱員則認為他們未獲賦權，未能在事業上創出一番成就。

一眾講者皆認同，彈性工時雖難以有效實施，但卻是僱員最希望引入的措施，而提供彈性工作安排，將有助公司留住和吸引更多人才。

全球方面，認為個人事業能更上一層樓的員工，會更有衝勁活力，希望長期為公司效力，而彈性工作安排可助達到這個目的。何以亞洲和香港未有普遍推行這種安排呢？

其中一位講者說：「薪酬和福利已不足以吸引和留住人才。我們要啟發他們，幫助他們成長，因此我們要想員工何時、何地工作這個課題。」

本港未來的人力需求將逐漸倚賴女性來滿足。科技和人工智能的進步，並不會減少就業空缺，反而可提升員工的生產力。擴增實境將為職場新手提供相當於熟手技工的知識，加上我們活得更健康、更長壽，也將延後退休，因此更會選擇工作的時間和地點。雖然勞動市場未來一片光明，但這仍不足以滿足香港未來數年的勞工需求。

在全球多國失業率高企之際，香港的勞動市場反而面對求過於供的問題。人力持續短缺的問題已困擾我們多年，明年起將會更加嚴峻。

本港的365萬勞動人口將在未來12個月逐漸減少，在50年內釋出超過50萬個職位空缺。根據美國Population Reference Bureau，香港的出生率為全球第二低（僅高於澳門），也使勞動力進一步萎縮。政務司司長張建宗於總商會10月26日的「CEO人力資本大會」上表示，現屆政府正積極應對人力挑戰。

他向在場逾200位高級行政人員說：「說到底，香港要倚賴人力資源。在教育方面，我們必須繼續投放資源，否則便沒有將來。」

政府近半的經常性開支用於醫療保健、福利和教育。張建宗補充：「然而，我們視教育為投資，而非開支。」

要培訓年輕人，讓他們掌握所需技能，需用上數十年，而且就算生育率上升，市場上也沒有足夠年輕人填補退休人士的空缺。

王于漸教授指出，新加坡在九十年代後期也面對同樣的人力資源挑戰。當時，該國推行進取的人才引進政策，鼓勵人們把技術帶到新加坡。他說：「新加坡意識到國家出現人口老化，因此開始歡迎技術移民，而我們卻無所作為。」

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2015年

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- 協同能力
- 人事管理能力
- 批判性思考
- 協商能力
- 品質控制
- 服務導向思維
- 判斷與決策能力
- 積極聆聽
- 創造力



倘我們認為事態嚴重，不妨看看日本的情況。根據世界衛生組織的標準，一個國家65歲以上的人口比例達到8%，即被界定為高齡化社會。直至2025年，日本將有超過20%的人口為75歲以上！到了2060年，日本的勞動人口將由現時的5,900萬縮減四成至3,800萬人。

尋找出路

我們可以多管齊下，為經濟發展提供所需的勞力和腦力。然而，要解決問題並沒有靈丹妙藥。再者，科技、教育、輸入外勞、生育率上升、延遲退休、外判工作等，都存在未知之數。

科技常被視為所有問題的出路，這些問題可以是環境或是人力短缺。會上，一眾講者均看好科技在未來職場的角色，但他們都不認為科技能夠取代人類。

自工業革命以來，從蒸汽動力機械化、裝配線生產、電腦自動化、到現今的網絡系統，自動化讓企業以更少人手完成更多工作，解決了人力短缺的問題。這些發展進程的另一個共通點，就是使人產生恐慌，擔心科技會取代人力。

其中一位講者於閉門會議提及：「一直以來，人類都害怕科技會搶走自己的飯碗，但這情況從未發生。某些職位自動化或會對就業造成暫時的影響，惟大部分崗位不但屹立不倒，更因為自動化而得以優化。體力需求高的工序全由機器代勞，員工的生產力自然能夠提高。」他又說：「至於人工智能，像《未來戰士》般的恐慌也不會出現，有關技術只會加快員工的決策過程。」

一眾講者強調，人工智能、大數據、機械人學、以至於你對科技的任何標籤，都不會取代律師或外科醫生等職業。科技只會加快決策過程。系統可以分析數以百萬頁的數據，然後根據過往數據提出建議，而醫生卻不可能時刻緊貼最新的醫學研究和發展。不過，有了大數據和IBM華生等系統，醫生就可先掌握所有數據和觀點，再決定如何善用該等資訊。

有講者說：「通過加快決策過程，資歷尚淺的年輕分析員就與擁有十多年豐富經驗的老手無異。」

正如飛機可自動起飛和降落，但我們仍然需要飛機師。自動駕駛車輛是用以防止駕車時使用手機的司機發生意外，又或讓貨車司機安全抵達目的地而不至過於疲勞。由此可見，科技不會取代人類，反而是幫助他們提高效率，並作出更明智的決定。


勞工處
 Labour Department

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勞保

《僱員補償條例》規定，所有僱主，無論僱用全職或兼職僱員(包括外籍或本地家庭傭工)，不論其合約期或工作時數長短，必須投購足夠金額的工傷保險，違例者最高可被判罰款十萬元及監禁兩年。

僱員如懷疑僱主未有投購工傷保險，可向勞工處舉報，電話：2815 2200

The Employees' Compensation Ordinance provides that all employers are required to take out adequate employees' compensation insurance cover for their full time or part-time employees (including foreign or local domestic helpers), irrespective of the length of employment contract or working hours. Offenders are liable to a maximum fine of HK\$100,000 and to imprisonment for two years.

An employee who suspects that his/her employer has not taken out employees' compensation insurance could report to the Labour Department by phone: 2815 2200



培育人才

香港的成功，建基於一個開放、自由和包容的社會。香港匯聚各地文化和背景，大部分人口源於70年代從內地蜂湧來港的年輕移民。在1971年至1981年期間，介乎20至29歲的人口增加約558,000人。自此，該年齡組別人口逐年下降。事實上，香港的整體勞動參與率已由1986年的65.1%，持續下降至2016年的61.1%。

王教授指出：「香港的勞動人口結構極不尋常，受到年齡和性別結構所扭曲。」在1996年，男性勞動人口為190萬，與現今一樣。至於女性勞動人口，則由當年的110萬增加至現今的160萬。展望未來，香港將領先全球，成為女性勞動人口參與率最高的地方。

鑒於職場出現女多男少的現象，企業的營運和人力資源管理方式也將隨之改變，因為女性對事業的追求有別於男性，而且兩者都需要以不同的方式管理。

女性減少生育，又或生育後重返職場的女性，是香港勞動力日漸由女性主導的主要原因。不過，跨境婚姻也是另一個重要因

第四次工業革命

西門子總裁Joe Kaeser說：「我們要證明第四次工業革命不僅是政府和個人的責任，更是全民參與的；作為全球企業領袖，協助員工為未來作好準備，也是我們的責任。」

我們正處於另一場科技革命的邊緣，這場革命將徹底改變我們的生活、工作和玩樂模式。未來將會由各式各樣的科技融合而成，令物質、數碼和生物領域之間的界線變得模糊。然而，迄今我們仍未確實肯定這場革命會怎樣展開，或對我們的勞動力有何影響。

科技正再次推動變革。運算能力和數據增長正以驚人的速度發展。自1993年以來，超級電腦的運算能力已錄得156萬倍的增幅。流動網絡的傳輸速度已從1995年，即撥號連線年代的56k，提高至現在超過1GB，是當年的二百萬倍。全球的數碼數據量已增長26,000倍，達到今天的163萬億GB。

上述數據和運算能力的增長，正推動人工智能的發展。多位講者表示，人工智能可用以分析前所未有的數據量，或執行一些較為實際的功能，例如對城市進行錄像監視，以偵測潛在的危機或調查罪案。它亦可用於預測市場對食品雜貨的需求，讓店主大幅提高某類貨品的銷量，並減少浪費易腐貨品。基本上，人工智能的應用只局限於我們的想像。

然而，這種技術讓我們無需再處理重複而又單調乏味的工作，從而騰出更多時間集中處理科技和智能電腦所不能及的事情：發揮創意、藝術美學，以及利用情緒智商溝通。

「CEO人力資本大會」的一位講者指出，雖然很多人擔心科技會淘汰人類，但我們同時明白到科技可大大改善生活，令人人都趨之若鶩。以智能手機為例，在十年前我們完全無法想像它會改變我們的溝通模式，讓我們時刻掌握最新資訊。然而，現今投身職場的年輕人都未曾經歷過一個沒有智能手機、社交媒體或互聯網的世界。

這些年輕人的世界觀和處事方式跟上一代截然不同，故人力資源專家建議僱主善用這種尚未開發的潛力。

素。很多香港男性帶同內地妻子來港，但是她們並不滿足於家庭主婦的角色。

王教授解釋：「跨境新娘正提升自身技能，並在本港接受高等教育，其中以30至50歲的已婚女性尤甚。政府和企業需要了解這個趨勢，規劃香港的未來，因為本港的男女人口比例是每1,000名女性對大約860名男性。男女比例失衡除了會帶來社會影響，還會對未來勞動力造成很大影響。」

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The Importance of the Hong Kong-ASEAN FTA

After seemingly never-ending rounds of negotiations since, the governments of Hong Kong and the Association of Southeast Asian Nations (ASEAN) announced this September that they had concluded negotiation for the long-awaited HK-ASEAN Free Trade Agreement (FTA). The agreement is scheduled to be signed this month (November), and is expected to not just benefit local businesses, but also reinforce Hong Kong's role as a regional trading hub.

ASEAN's growing significance

The ASEAN bloc registered an aggregate GDP of US\$2.55 trillion in 2016 (see Chart 1), the sixth largest in the world and accounting for some 3.4% of the world's GDP. Since its membership expanded to 10 countries in 1999, ASEAN's aggregate economy has grown 326% on the back of its transformation toward a trade-intensive region.

ASEAN has emerged as an important trading partner of the world. Despite recording negative trade growth in the last two years due to the weak global economy, ASEAN's share of global trade has continued to climb steadily. As of 2016, ASEAN recorded some US\$2.2 trillion in two-way trade, representing some 6.9% of the world's total trade (see Chart 2). Between 1999 and 2016, the region recorded a 7.3% annualized growth rate, outpacing the 6.2% p.a. growth of global trade.

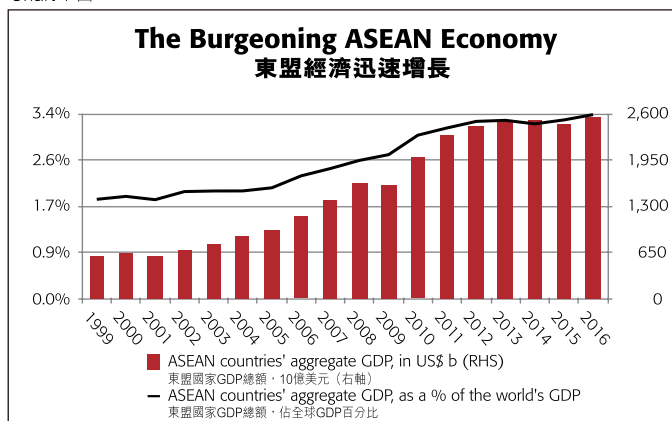
The IMF's World Economic Outlook recently projected that ASEAN's aggregate economy would continue to be buoyant, with eight ASEAN economies forecast to achieve higher than global average growth between 2017 and 2022 (see Chart 3). The IMF forecast the region's aggregate GDP to top US\$4 trillion in 2022, 58% higher than the level in 2016. Based on such a projection, ASEAN is expected to have a growing presence in the global economy (3.9%) in 2022, overtaking the U.K. to become the fifth largest economy in the world.

ASEAN and Hong Kong bonds

ASEAN is also an important trading partner for Hong Kong (see Chart 4). Two-way trade flows between Hong Kong and ASEAN have increased by 280% since 1999, recording an annualized growth rate of 8.2% (comparing to the 6% p.a. growth rate with non-ASEAN economies).

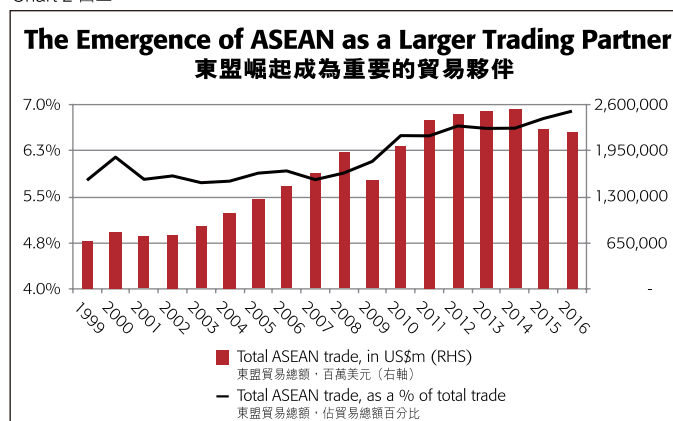
Meanwhile, with total merchandise trade between Hong Kong and ASEAN hitting HK\$833.3 billion in 2016, representing 11.0% of Hong Kong's global merchandise trade, ASEAN become our second largest trading partner (see Table 1). Given ASEAN's importance as our major trading partner and the fact that the trading and logistics sector account for over one-fifth of Hong Kong's employment and GDP, Hong Kong needs to closely enhance its ties with ASEAN economies.

Chart 1 圖一



Source: IMF's World Economic Outlook
資料來源：國際貨幣基金組織《世界經濟展望》

Chart 2 圖二



Source: World Trade Organisation
資料來源：世界貿易組織

Table 1. Hong Kong's Merchandise Trade with ASEAN and Individual Member States in 2016

表一：2016年香港與東盟及個別成員國之間的商品貿易

Ranking 排名	Member States 成員國	Value of Total Trade (in HK\$ million) 貿易總額 (百萬港元)	Value of Imports (in HK\$ million) 進口額 (百萬港元)	Value of Domestic Exports (in HK\$ million) 本地出口額 (百萬港元)	Value of Re-exports (in HK\$ million) 轉口額 (百萬港元)
1	Singapore 新加坡	322,979	261,694	2,647	58,638
2	Thailand 泰國	130,535	82,586	1,041	46,908
3	Vietnam 越南	126,437	54,264	1,953	70,221
4	Malaysia 馬來西亞	117,857	90,584	1,235	26,038
5	The Philippines 菲律賓	85,169	59,768	479	24,922
6	Indonesia 印尼	38,718	17,796	483	20,440
7	Cambodia 柬埔寨	9,106	2,083	59	6,964
8	Myanmar 緬甸	2,131	599	15	1,517
9	Lao P.D.R. 老撾	192	41	11	140
10	Brunei Darussalam 汶萊	190	29	24	137
ASEAN 東盟		833,314 (11.0% of HK's total trade) (佔香港總貿易額 11.0%)	569,443 (14.2% of HK's total imports) (佔香港進口總額 14.2%)	7,947 (18.5% of HK's total domestic exports) (佔香港本地出口總額 18.5%)	255,924 (7.2% of HK's total re-exports) (佔香港轉口總額 7.2%)
All trading partners	所有貿易夥伴	7,596,631	4,008,384	42,875	3,545,372

Source: Hong Kong's Trade and Industry Department 資料來源：香港工業貿易署

總商會流動程式

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Table 2. **Ranking of Container Ports of the World** 表二：全球貨櫃港排名

Rank	Cargo volume ('000 TEUs) 貨運量 ('000標準貨櫃單位)						
	2010	2011	2012	2013	2014	2015	2016
1	Shanghai 上海 29,069	Shanghai 上海 31,739	Shanghai 上海 32,259	Shanghai 上海 33,617	Shanghai 上海 32,285	Shanghai 上海 36,537	Shanghai 上海 37,133
2	Singapore 新加坡 28,431	Singapore 新加坡 29,938	Singapore 新加坡 31,649	Singapore 新加坡 32,579	Singapore 新加坡 33,869	Singapore 新加坡 30,922	Singapore 新加坡 30,904
3	Hong Kong 香港 23,699	Hong Kong 香港 24,384	Hong Kong 香港 23,117	Shenzhen 深圳 23,278	Shenzhen 深圳 24,037	Shenzhen 深圳 24,205	Shenzhen 深圳 23,979
4	Shenzhen 深圳 22,510	Shenzhen 深圳 22,571	Shenzhen 深圳 22,941	Hong Kong 香港 22,352	Hong Kong 香港 22,226	Ningbo-Zhoushan 寧波舟山 20,627	Ningbo-Zhoushan 寧波舟山 21,561
5	Busan 釜山 14,194	Busan 釜山 16,185	Busan 釜山 17,046	Busan 釜山 17,686	Ningbo-Zhoushan 寧波舟山 19,450	Hong Kong 香港 20,037	Hong Kong 香港 19,813
6	Ningbo-Zhoushan 寧波舟山 13,147	Ningbo-Zhoushan 寧波舟山 14,719	Ningbo-Zhoushan 寧波舟山 16,175	Ningbo-Zhoushan 寧波舟山 17,315	Busan 釜山 18,683	Busan 釜山 19,469	Busan 釜山 19,456
7	Guangzhou 廣州 12,546	Guangzhou 廣州 14,250	Guangzhou 廣州 14,547	Qingdao 青島 15,522	Qingdao 青島 16,580	Guangzhou 廣州 17,625	Guangzhou 廣州 18,850
8	Qingdao 青島 12,012	Dubai 杜拜 13,031	Qingdao 青島 14,503	Guangzhou 深圳 15,311	Guangzhou 深圳 16,389	Qingdao 青島 17,436	Qingdao 青島 18,050
9	Dubai 杜拜 11,600	Qingdao 青島 13,020	Dubai 杜拜 13,280	Dubai 杜拜 13,641	Dubai 杜拜 15,249	Dubai 杜拜 15,592	Dubai 杜拜 14,722
10	Rotterdam 鹿特丹 11,148	Rotterdam 鹿特丹 11,877	Tianjin 天津 12,303	Tianjin 天津 13,012	Tianjin 天津 14,061	Tianjin 天津 14,111	Tianjin 天津 14,519

Source: Marine Department of the HKSAR 資料來源：香港特區海事處

The importance of FTAs

While details of the Hong Kong-ASEAN FTA had yet to be announced at the time of writing, we expect emphasis will be given to the facilitation of trade in goods and services, investment protection, market access, as well as economic and technical cooperation, mirroring the coverage of the China-ASEAN FTA (CAFTA), which became effective in 2010 with a subsequent upgrading protocol signed in 2015.¹

Despite some modest trade growth with ASEAN since CAFTA, Hong Kong has arguably been losing out in China-ASEAN trade.² This may be due to CAFTA's preferential tariff treatment to be given to goods originating from member states of the agreement only. Hong Kong, which is not part of CAFTA, is therefore losing out.

The proliferation of bilateral and plurilateral trade agreements between the Mainland and other economies resulted in more goods being shipped directly between Mainland ports and these economies, and a decline in Hong Kong's sea cargo throughput (see Table 2). Therefore, Hong Kong needs to build stronger ties with ASEAN, as well as the Mainland's other important trading partners to maintain its status as a premium trading hub.

Conclusion

All in all, the signing of the Hong Kong-ASEAN FTA should help businesses on both sides to explore further cooperation and opportunities. For Hong Kong, it is hoped that the FTA can help re-establish Hong Kong's role as a key trading port for China-ASEAN trade, and attract more traders to utilise our port facilities.

In terms of services, with a strong rule of law and high respect for the judiciary, Hong Kong can become a dispute resolution centre for cases involving parties in various locations. Moreover, on the back of its proximity to the Mainland, Hong Kong's experience as a facilitator and expertise in risk management, engineering and other professional services should help Mainland businesses expand in ASEAN, where demand for improvement in such areas remains high.

Given these attributes, the signing of the FTA – and hopefully more to follow – should enhance Hong Kong's role to serve as a facilitator and participant in regional trade and investment regimes. 🌸

1 Ministry of Commerce

2 In 2016, two-way trade flows between Mainland China and ASEAN increased 57% comparing to the 2010 level; two-way trade flows between Hong Kong and ASEAN increased 26%

香港－東盟自由貿易協定的重要性

經過多輪談判後，香港與東南亞國家聯盟（東盟）終在9月聯合宣布，期待已久的香港－東盟自由貿易協定之談判經已完成，並將於本月（11月）簽署有關協定。我們預期協定不僅惠及本地企業，亦會鞏固香港作為地區貿易樞紐的角色。

東盟地位日益壯大

東盟國家於2016年產生的GDP總額達25,500億美元（見圖一），佔全球GDP約3.4%，為全球第六大經濟體。自東盟成員國在1999年增至10個後，該經濟體集中以貿易帶動經濟發展，總經濟增長達326%。

東盟已崛起成為全球重要的貿易夥伴。儘管過去兩年因全球經濟疲弱，東盟貿易錄得負增長，但其在全球貿易的份額卻穩步攀升。2016年，東盟錄得雙邊貿易額約22,000億美元，佔全球貿易總額約6.9%（見圖二）。1999年至2016年期間，東盟的按年增長率為7.3%，高於全球貿易同期的6.2%按年增長率。

國際貨幣基金組織最近發表《世界經濟展望》，預測東盟總體經濟將持續樂觀，在2017年至2022年期間，將有八個東盟經濟體的經濟增長高於全球平均水平（見圖三）。國際貨幣基金組織亦預測該區的GDP總額將在2022年達4萬億美元，比2016年的水平高出58%。以此推算，預期東盟於2022年在全球經濟中的地位日益壯大（3.9%），並將超越英國成為全球第五大經濟體。

東盟與香港連繫

東盟也是香港的重要貿易夥伴（見圖四）。相比1999年，香港與東盟的雙向貿易增加280%，按年增長率為8.2%（香港與非東盟經濟體的貿易年增長率為6%）。

此外，東盟與香港的商品貿易總額於2016年達至8,333億美元，佔香港全球商品貿易的11.0%，為香港第二大貿易夥伴（見表一）。東盟作為我們的主要貿易夥伴，加上貿易及物流業佔全港就業和GDP超過五分之一，香港需要密切加強與東盟經濟體的聯繫。

自貿協定的重要性

中國－東盟自貿協定於2010年正式啟動，並隨後於2015年簽署升級議定書。¹雖然在截稿前仍未有香港－東盟自貿協定的詳細內容，但我們預期其內容將反映中國－東盟自由貿易協定的有關內容，主要聚焦促進貨物和服務貿易、投資保護、市場准入，以及經濟和技術合作範疇。

雖然自中國－東盟自貿協定啟動以來，香港與東盟之間的貿易額有輕微增長，但香港顯然未能於中國－東盟貿易中分一杯羹。²當中，這可能是因為中國－東盟自貿區的優惠關稅待遇僅適用於來自締約國的貨物，而由於香港並非該自貿協議的一員，自然未能受惠。

隨著內地與其他經濟體的雙邊及多邊貿易協議增多，更多貨物將直接進出中外港口，以致香港的海運吞吐量下降（見表二）。因此，香港需要與東盟和其他內地的重要貿易夥伴建立更緊密連繫，以維持本港作為重要貿易樞紐的地位。

總結

總括而言，香港－東盟自貿協定的簽訂將有助雙方企業探索進一步的合作和拓展商機。對香港而言，自貿協定可望協助香港重塑其作為中國－東盟貿易的主要貿易港口角色，並期望能夠吸引更多貿易商使用我們的港口設施。

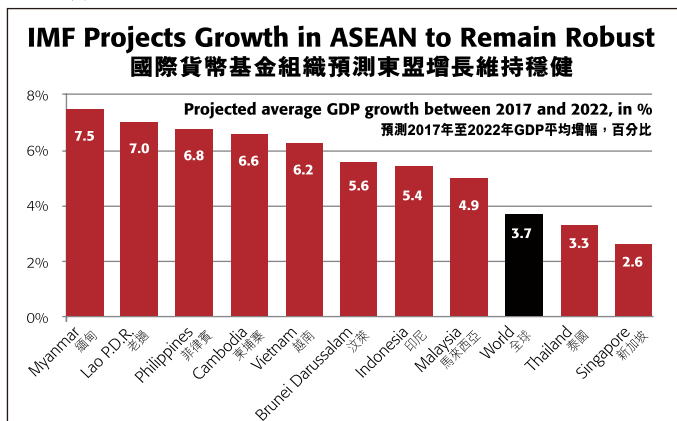
在服務方面，憑藉其健全的法治，且高度尊重司法制度的精神，香港可成為調解中心，為涉及不同地方的案件作調解。此外，香港毗鄰內地，可憑藉其作為促成者的豐富經驗，以及在風險管理、工程及其他專業服務的專門知識，協助內地企業在東盟擴展業務，因為該區仍極需改進這些領域的服務水平。

基於以上原因，簽署自貿協定——或陸續有來的更多類似協議——將鞏固香港作為促成者的角色，以及地區貿易和投資體制的一員。✿

1 國家商務部

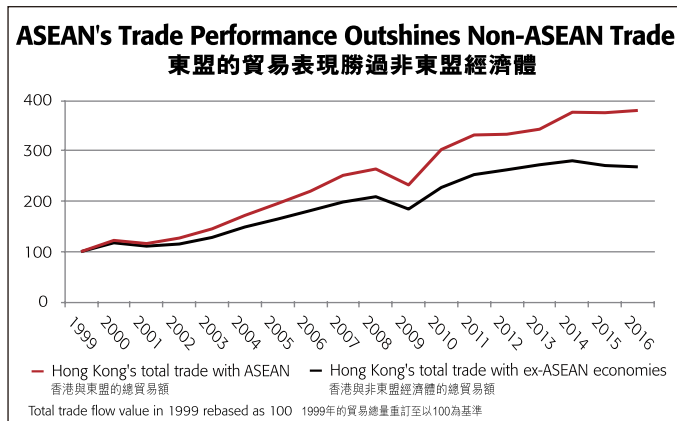
2 2016年，中國內地與東盟的雙向貿易較2010年增加57%；香港與東盟的雙向貿易則增加26%。

Chart 3 圖三



Source: IMF's World Economic Outlook
資料來源：國際貨幣基金組織《世界經濟展望》

Chart 4 圖四



Source: CEIC data
資料來源：CEIC數據



Ayesha Lau, Managing Partner, Hong Kong, KPMG China
畢馬威中國香港區管理合夥人劉麥嘉軒

The ambitious plans being drawn up for the Greater Bay Area (GBA) initiative heralds a new chapter for Southern China. The proposed city cluster across the Guangdong-Hong Kong-Macao region is expected to play a leading role in advanced manufacturing, innovation, shipping, trade and finance by 2030 and Hong Kong is well-positioned to maximise the initiative's potential.

This initiative is a testament to the region's economic development and significance. China is in the midst of a major transition towards a service-driven economy and nowhere is this truer than in the Pearl River Delta, where Shenzhen, for example is one of the world's leading high-tech innovation centres.

The region is also at the heart of a network of supply chains that link Guangdong to the rest of the world and is able to draw on a strong manufacturing base. Last but not least, the region is supported by Hong Kong's world-class financial and professional services industries.



GBA will be able to rival the Greater Tokyo Area in terms of economic scale in a decade's time. But that is not all. The GBA has the potential to become the most diversified city cluster in the world.



To put things into perspective, the combined GDP of the 11 cities in the area reached US\$1.4 trillion in 2016. This was 12% of the national economy, even though it is home to only 5% of the country's population.

And as the area develops, its influence is likely to extend beyond geographical boundaries to play a key role in China's Belt and Road Initiative, serving as a key link connecting countries along the 21st century Maritime Silk Road.

The further growth of the region, however, calls for greater coordination of financial, material and human resources – hence the decision to establish the GBA. It aims to bring together the key cities of the Delta region to build a new powerhouse – one that is comparable to other city clusters globally such as Greater Tokyo Area, San Francisco Bay Area and Greater New York.

Corporate backing

Hong Kong General Chamber of Commerce and KPMG recently conducted a survey of 614 business executives in the region to offer a market view of the GBA and highlight the opportunities as well as issues confronting its development.

The initiative resonated with businesses in the region with 80% of respondents indicating their support for the GBA. The respondents highlighted improved corporate synergies, a freer flow of talent and enhanced abilities to penetrate markets as the leading benefits to arise from the initiative.

Many respondents believed the GBA will be able to rival the Greater Tokyo Area in terms of economic scale in a decade's time. But that is not all. The GBA has the potential to become the most diversified city cluster in the world, leveraging on Hong Kong's strengths in financial services, Shenzhen in innovation and technology, Macao in entertainment, and Guangzhou, as well as Dongguan, in manufacturing.

It is also important to understand that the benefits of GBA are unlikely to be confined within Guangdong – with 90% of respondents indicating that the initiative is likely to have a positive impact on China's overall economy.

And they believe the success drivers of the initiative are likely to revolve around government support, consistency of laws and regulations, and infrastructure support. Consequently, how governments choose to participate and be involved will be crucial in determining the future of the initiative.

While much of the excitement about the GBA's prospects centres on its potential as a high-tech manufacturing and innovation hub, well-established industries such as trade and logistics will continue to thrive in the GBA.

This is underlined by the fact that exports are likely to remain one of the region's core economic drivers for the foreseeable future.

In addition, the financial sector is also expected to grow. Hong Kong's status as an international financial centre and the world's largest offshore renminbi hub will play a crucial role in ensuring the sector's growth.

Our survey findings reflect this with the top three sectors respondents feel are likely to benefit most from the development of the GBA being trade and logistics (ranked in the top three by 68% of respondents), financial services (62%) and R&D in innovative technologies (60%).

Hong Kong's role

The key to developing the GBA will be finding ways of cooperation that unify and optimise the region's city economies. With the cities of the GBA falling under different customs zones and legal and administrative sys-

Greater Bay Area Initiative 大灣區規劃

A New Chapter for
Southern China
華南區新篇章

tems, improvements in cross-border flows will depend on efforts to strengthen institutional and governmental cooperation and collaboration across the region. Success will allow the region to move towards enhanced, or even seamless, cross-border flows.

To take full advantage of the opportunities the GBA presents, Hong Kong must focus on three areas.

First, the sectors with the biggest competitive advantages: international finance, shipping and logistics, offshore renminbi transactions and dispute resolution. Second, the unique features offered by the “one country, two systems” and third, the city’s strengths in combining its proximity to the region’s manufacturing base with its connectivity to the rest of the world.

The Hong Kong Government should set up a dedicated GBA office to formulate relevant proposals, strategies and policy directions. This GBA office will be responsible for defining Hong Kong’s potential participatory role in the area’s development and economic growth, coordinating with relevant governments in the region, and disseminating the latest GBA information to the public.

Hong Kong should also establish an overall development strategy with the goal of drawing up a comprehensive region-wide plan aimed at strengthening cooperation with the other cities across the GBA.

To strengthen capital flows within and beyond the GBA, Hong Kong can utilise its established financial

infrastructure to facilitate renminbi internationalisation, expand the various cross-border share and bond trading schemes to include a “Commodity-Connect,” and bolster its status as the region’s asset management hub.

One way forward would be the establishment of more schemes or agreements to facilitate better movement of people, goods, services and money such as the Closer Economic Partnership Agreement (CEPA).

The proposed Lok Ma Chau Loop – a stretch of land between Hong Kong and Shenzhen that will be transformed into an innovation and technology park – would be a great opportunity for Hong Kong to test such pilot schemes. Possible initiatives include providing special work visas for GBA residents and ensuring that research funding sourced from Hong Kong and the mainland can be used by research institutes established there.

With the completion of the Zhuhai-Hong Kong-Macao Bridge and the Express Rail Link in sight, ways to improve the cooperation between the region’s airports for both passengers and cargo should also be explored.

The GBA has the potential to be one of the most important growth engines for China in the years to come. It is up to the local governments and corporate sector to establish the ground rules and turn this ambition into a reality. Hong Kong’s role in the GBA’s development will be critical and the city needs to be prepared in order to benefit fully from the opportunities GBA creates. ✿

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港澳大灣區（大灣區）規劃的出台意味着華南地區將步入一個全新的發展里程碑。此項目的宏大目標，是圍繞粵港澳地區建立一個世界級的城市群。至2030年，預計該區將在先進製造業、創新科技、航運業、貿易及金融等方面發揮主導作用，而香港將會是區域發展中至關重要的一環。

大灣區規劃充分顯示華南區的經濟發展水平和重要性。近年，中國正從製造型經濟朝向服務型經濟邁進，而珠江三角洲正是這過程中的先驅。以深圳為例，它已經是全球領先的高科技創新中心之一。

此外，該區亦可憑藉其強大的製造業和香港頂尖的金融及專業服務業的支援，扮演廣東省與世界連接的供應鏈網路核心。

去年，大灣區內11個城市的人口僅佔全國總人口的5%，但該區的生產總值卻高達1.4萬億美元，佔全國經濟12%。

而這將會支持貿易和物流業的發展。

此外，金融業亦有望在區內蓬勃發展。香港作為國際金融中心和全球最大的離岸人民幣樞紐，在確保金融業持續發展方面的角色舉足輕重。

調查結果反映了上述觀點，受訪者認為最能受惠於大灣區發展的三大行業分別是貿易和物流（68%的受訪者將其列入前三）、金融服務（62%）和創新科技研發（60%）。

香港的角色

發展大灣區的關鍵在於找出可統一和優化區內城市經濟體的合作模式。由於區內城市實施不同的海關、法律和行政制度規管，要改善跨境流動，將取決於加強機構和政府的合作及協調工作的力度。若能成功，大灣區將可改善甚至實施無縫的跨境流動。

為了充分把握大灣區規劃所帶來的機遇，香港必須把焦點放

大灣區在十年內將可在經濟規模上媲美東京灣區，
而且有潛力成為全球最多元化的經濟區域。

隨著大灣區持續發展，這個城市群的影響力也將超越其地理邊界，在中國「一帶一路」倡議中發揮關鍵作用，成為連接21世紀海上絲綢之路沿線國家的重要紐帶。

然而，大灣區的進一步發展將需要促進區內金融、物資和人力資源方面的協調。只有這樣，大灣區內的主要城市才能真正的連在一起，成為媲美各地其他城市群（東京灣區、三藩市灣區和紐約灣區等）的新經濟火車頭。

企業支持

最近，香港總商會與畢馬威共同進行一項調查，訪問了614名在該區經營業務的企業管理人員，以了解市場對大灣區的看法，以及其所帶來的機遇與挑戰。

香港、澳門和廣東共同創建大灣區的構想，引起大多數受訪者的共鳴，其中有八成人支持在該區進行綜合性發展。受訪者重點指出大灣區規劃可產生的主要裨益，如增強企業的協同效應、更自由的人才流動，以及更強的市場滲透能力等。

很多受訪者認為，大灣區在十年內將可在經濟規模上媲美東京灣區。憑藉香港在金融服務業的優勢、深圳的創科能力、澳門的娛樂事業，以及廣州和東莞的製造實力，大灣區有潛力成為全球最多元化的經濟區域。

大灣區帶來的效益並不局限於廣東地區。90%的受訪者認為大灣區會對中國整體經濟產生正面的影響。他們認為，政府的支持、法規的一致性和基礎建設將會是大灣區成功發展的關鍵。因此，政府的參與及角色對大灣區規劃的發展非常重要。

市場大部分的焦點落在大灣區成為高科技製造和創新中心的潛力，其他成熟的產業如貿易和物流也將繼續在區內健康發展。

在可見將來，出口仍然是推動大灣區經濟增長的核心動力，

在三個方面。

第一，發展最具競爭優勢的行業，即國際金融、航運與物流、離岸人民幣交易和爭議調解。第二，利用「一國兩制」之下的獨特優勢。第三，發揮香港鄰近大灣區製造基地，以及聯通世界的的能力。

香港特區政府應設立大灣區專責辦事處，以提出建議、制訂策略和政策方向。大灣區辦事處將負責釐清香港在區內發展和經濟增長方面的潛在參與角色、與區內政府進行協調，以及向公眾發放大灣區的最新資訊。

香港應制訂整體發展戰略，以訂立全面的區域發展計劃為目標，旨在深化與大灣區其他城市的合作。

為加強大灣區內外的資本流動，香港應利用其現有的金融基礎設施，促進人民幣國際化、擴大各種跨境股票和債券交易計劃，並納入「商品通」，以鞏固其作為地區資產管理中心的地位。

下一步是推出更多有助推動區內市場互聯互通的計劃或協定，例如《更緊密經貿關係安排》（CEPA），以促進人員、貨物、服務和資金的流動。

位處香港與深圳之間、計劃發展成為創新及科技園的落馬洲河套區，將會是試行這些政策的良機，例如為大灣區居民提供特殊工作簽證，以及容許來自香港和內地的研究資金由河套區內的研究機構使用。

隨著港珠澳大橋和高鐵即將落成，區內地方政府也應探索如何加強機場的客貨運合作。

未來數年，大灣區有潛力成為中國最重要的經濟增長引擎之一。各地政府和商界需要積極推進及落實區內的發展方向，以實現大灣區發展的願景。香港在大灣區規劃中將扮演不可或缺的角色，必須做好準備，以迎接其所創造的商機。

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Five Steps into 'Industry 4.0'

中小企五步邁向「工業4.0」

Dubbed the fourth industrial revolution, the “Industry 4.0” (i4.0) concept is in the global spotlight. “Industry 4.0” promotes the development of a new business model in which the integration of products and services in a customer-driven supply chain takes precedent over products.

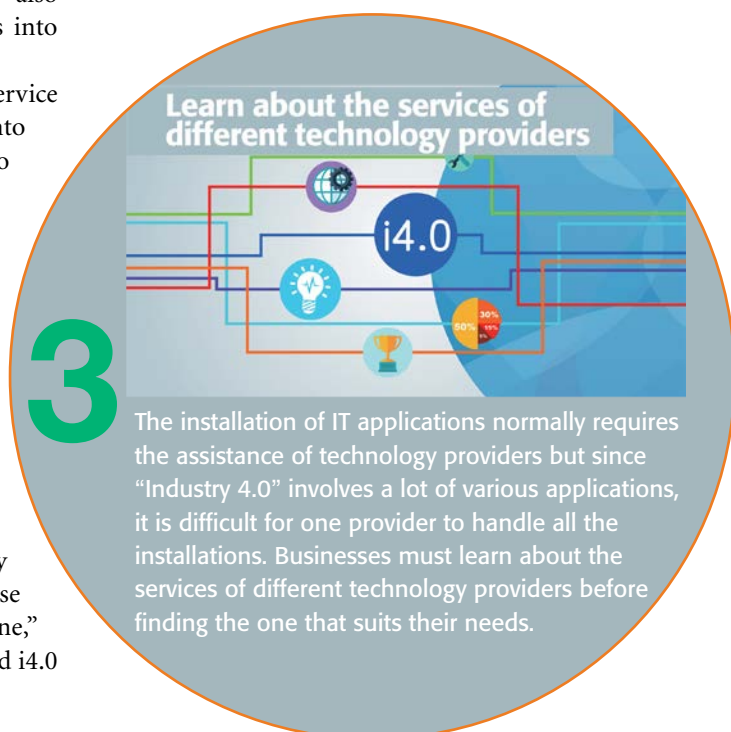
Ever since the German Government adopted i4.0 as a high-tech strategy to sustain economic growth in 2011, other major economies of the world including China, Japan, South Korea and the United States have wasted no time in tailoring their own versions of “Industry 4.0” policies. In China, the State Council has laid down the national development blueprint of the “Made in China 2025,” marking the beginning of a full-scale attempt to revamp and upgrade its manufacturing sector.

But how about fellow manufacturers in Hong Kong? It was estimated that the majority of Hong Kong manufacturers are presently between “Industry 2.0” to “Industry 3.0,” meaning, they are still relying heavily on standalone machineries for mass production. As more and more overseas clients are engaged in the trend of intelligent production and data exchange, they also include more and more “Industry 4.0” elements into their supplier requirements.

To address the market trend of product and service customization, local manufacturers must swing into high gear to close the gap with i4.0. They need to integrate their various information and production systems, link up data, resources, process, and services to take full advantage of i4.0.

While striking a positive chord about joining the i4.0 bandwagon, most Hong Kong SMEs have no idea where to start. How can they pragmatically make the progressive transformation to i4.0?

To help Hong Kong industry upgrade and transform into smart enterprises, the Hong Kong Productivity Council (HKPC) recently opened a demonstration centre, “Smart Industry One,” the first of its kind in Hong Kong, to showcase the smart operation in i4.0. At “Smart Industry One,” SMEs can see for themselves the core elements and i4.0 model in operation.



Lay down a solid IT foundation

2



IT application provides the backbone for “Industry 4.0.” Hence, for those companies thinking of implementing “Industry 4.0,” a solid IT foundation must be laid down in preparation for the future’s smart factory solution.

It features different demonstration zones, including display on the “Consumer-Manufacturer-Customer Cycle;” the “Control Room” which simulates the digitalized operation of a smart factory, where real-time monitoring of various intelligent systems and data analysis can be done via an integrated cyber solutions; and the intelligent and agile production cell which demonstrates the “Cyber Physical Production System” for producing personalized luggage tags as an example to address the market trend of mass customization or down to “Lot-Size-One” production. 🌸

Five pragmatic steps for Hong Kong SMEs to prepare themselves for migration to i4.0

Build a strong and flexible internal team

4



The team responsible for “Industry 4.0” implementation must include staff from different departments and is tasked with discussing the progress of related projects and providing the necessary support. The interaction among the cross-departmental team can help foster a culture of innovation.

Use new business model as a pilot

5



“Industry 4.0” integrates supply chain data for companies to develop more new business models. Making use of the new business model as a pilot, SMEs can then expand its applications to seize on future business opportunities upon mastering the concept of i4.0.

“Smart Industry One” is located at the HKPC Building. For enquiries and appointment for visit, please contact Mr Raymond Shan at tel. (852) 2788 5330 or email: raymonds@hkpc.org.

「智能產業廊」位於生產力大樓，查詢請聯絡單銘賢先生，電話：2788 5330，或電郵：raymonds@hkpc.org。

被喻為第四次工業革命的「工業4.0」概念席捲全球。「工業4.0」正顛覆工商企業的營商模式，產品不再是重點，更重要是產品和服務結合，由顧客需求帶動供應鏈管理。

「工業4.0」最先由德國政府在2011年提出，冀以高科技策略推動經濟增長。其他主要經濟體系如中國、日本、韓國和美國等也不甘後人，先後推出為本國度身設計的「工業4.0」政策。中國亦提出《中國製造2025》戰略，藉此全面提升國內產業。

香港的廠商怎樣部署呢？目前，大部分香港企業仍然處於「工業2.0」至「工業3.0」之間的階段，雖然廣泛應用機械大量生產，但未全面智能自動化。隨著愈來愈多海外客戶推行智能製造及互換數據，愈來愈多「工業4.0」的元素將會納入採購要求。

香港廠商必須加快升級至「工業4.0」，才能緊貼個人化產品及服務的市場需求。廠商需要整合各個資訊及生產系統，把數據、資源、製程和服務串聯起來，以全面發揮「工業4.0」的優勢。

雖然大部分香港中小企對投入「工業4.0」持正面態度，但普遍不知從何入手。香港中小企如何務實地邁向「工業4.0」呢？

為了讓業界及中小企親身體驗「工業4.0」的核心元素和運作模式，香港生產力促進局最近成立全港首個「工業4.0」智能營運的示範中心——「智能產業廊」，協助本地企業升級轉型，開展「工業4.0」的智能製造及服務。

「智能產業廊」設有不同區域，包括「電腦化營運監控中心」，透過應用在不同範疇的智能系統，模擬智能工廠的數碼化運作模式及進行實時數據分析；「智能生產單元」則以個人化行李牌生產作示範，展示「信息物理融合生產系統」，配合「客制化」以至「單件生產」的消費市場趨勢。

找出重點IT應用



要發揮「工業4.0」的作用和價值，毋須急於一次過添置所有IT應用。先決定需要IT支援的範疇，再重點安裝相應的IT應用。

打好IT基礎



「工業4.0」以IT應用作為骨幹，所以考慮推行「工業4.0」的企業，要先打好IT基礎，為將來的智能工廠方案做好準備。

以新業務模式作試點



「工業4.0」整合了供應鏈的數據，讓企業可開拓更多新的業務模式。中小企可以利用這些新業務模式作為試點，掌握當中的概念之後，再擴闊應用層面，把握未來商機。

香港中小企可參考這五個步驟，為邁向「工業4.0」作好準備

了解不同科技供應商的服務



安裝IT應用一般需要科技供應商的協助，但「工業4.0」牽涉多種不同應用，很難由單一供應商負責。用家應了解不同科技供應商的服務，再找最適合自己的供應商。

建立強大而靈活的內部團隊



團隊應包括不同部門的同事，一起規劃及執行「工業4.0」的發展藍圖，討論相關項目的進展，提供需要的支援。整個跨部門團隊的互動合作，可加強公司的創新文化，配合「工業4.0」的業務轉型。

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照片1於2016年6月2日於發展項目地段上空（香港主水平基準以上約233.8米）拍攝，並經電腦修飾處理，僅供參考。發展項目中建築物的最高位置為香港主水平基準以上229.9米。本照片所顯示之景觀並不代表或反映發展項目任何一個住宅單位可享有的景觀。照片中所示之地標，只表示其大約所在位置，並不反映該地標與發展項目的實際距離，亦與發展項目無關，僅供參考。照片2-4於2016年12月22日於香港九龍灣臨海街8號傲騰廣場3樓之「尚珩」第1座3樓B室經改動示範單位內拍攝，並經電腦修飾處理，僅供參考。示範單位僅作展示相關住宅物業之用，示範單位內所示之物件、傢俱、裝置、裝修物料及設備並非交樓標準，亦未必會在實際單位內提供。示範單位及露台之外地方及物件屬售樓處現場之設計，並不會出現於實際單位或發展項目之任何部分或附近範圍。相關住宅物業內裝置、裝修物料及設備的提供以買賣合約之條款及條件為準，詳情請參閱售樓說明書。賣方保留不時改動建築圖則及其他圖則之權利。發展項目之設計以政府相關部門最後批准之圖則為準。詳情請參閱售樓說明書。買家如欲改動單位之內部間隔及/或配置設施，可能需向有關政府部門申請，並須符合法例及大廈公契規定。持此建議買家就改動工程向有關專業人士查詢。1「只適用於部分單位。單位景觀受所處層數、座向及周邊建築物及環境影響，發展項目四圍將會有其他建成及/或未建成之建築物及設施，且發展項目區內及周邊環境及設施會不時改變。賣方對單位景觀、發展項目區內及周邊環境及設施並不作出任何明示或隱含之要約、陳述、承諾或保證。賣方亦建議準買家到有關發展地盤作實地考察，以對該發展地盤、其周邊地區環境及附近的公共設施有較佳了解。1「買家如欲改動單位之內部間隔及/或配置設施，可能需向有關政府部門申請，並須符合法例及大廈公契規定。持此建議買家就改動工程向有關專業人士查詢。1「3房1套，指單位間隔為三房（包括一套房）。1「5房5套，指單位間隔為五房（五個均為套房）。實用面積是按照《一手住宅物業銷售條例》（第621章）第8條計算得出。有關發展項目的每個住宅物業實用面積的資料，請參閱售樓說明書。1「只適用於部分單位。有關詳情，請參閱售樓說明書。1「本廣告/宣傳資料僅供參考，並不構成及不得被解釋為賣方或其代理人提供或作出任何不論明示或隱含之要約、承諾、陳述或保證，或採求對任何物業的無明確選擇權意向或有明確選擇權意向。有關物業之買賣，一切以買賣合約的條款為準。賣方：翠田投資有限公司1賣方之控股公司：Advantage Investor Limited1認可人士：梁世雄先生1認可人士以其專業身分擔任經手人、董事或成員的商號或法團：馬榮建築師事務所（香港）有限公司1承建商：佳盛建築有限公司1就發展項目中的住宅物業的出售而代表擁有人行事的律師事務所：施文律師行1已為發展項目的建造提供貸款或已承諾為該項建造提供貸款的認可機構：香港上海滙豐銀行有限公司1已為發展項目的建造提供貸款的任何其他人：Sky Phoenix Enterprises Limited及Inhale Century Group Limited1賣方所知的該項目的預計關鍵日期：2017年12月31日（「關鍵日期」）指批地文件的條件就該發展項目符合的日期。預計關鍵日期，是受到買賣合約所允許的任何延期所限制的。1「本廣告在賣方的同意下發布，賣方建議準買家參閱有關售樓說明書，以了解發展項目的資料。詳情請參閱售樓說明書。此廣告之印刷日期：2017年10月18日



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Doing Business in



The recent global crisis has shown how the world's economies are globally interconnected. Mainland China and Italy are a clear example of this interdependence: both countries have export-oriented economies that show clear signs of their strong connection.

Italy, for its part, relies heavily on foreign inputs for production export, mainly provided by means of Chinese supplies. China's exports, on the other hand, also depend on the cooperation with technologically advanced corporations, based in Italy, that provide technical know-how to Mainland business partners.

The Chinese internal market demand for agroindustry and pharmaceutical products has been growing year on year, and Italian producers play a key role within these industries.

International trade may have declined recently, but in the last five years Europe, and more specifically Italy, have become a target country for Chinese outbound investments. In 2015, Chinese companies poured one third of the \$23 billion investment in Europe into Italy, as bilateral trade declined by 7%.

In his last visit to China, Italian President Mattarella said he will work on a new action plan for economic cooperation, expansion in fields such as infrastructure,

technology, environmental protection and innovation, and take bilateral ties to a new level by 2020, the 50th anniversary of the establishment of diplomatic ties.

Hong Kong SAR is a key hub for this economic interconnection to be established and take place.

The two areas recently ratified a Double Taxation Agreement that, as stated by the then Secretary for Financial Services and the Treasury of Hong Kong, Professor KC Chan, that: "as the DTA sets out clearly the allocation of taxing rights between the two jurisdictions and the relief on tax rates on different types of passive income, it will help investors better assess their potential tax liabilities from cross-border economic activities. The agreement will further strengthen the economic and trade ties between the two places, and provide added incentives for companies in Italy to do business or invest in Hong Kong, and vice versa."

Furthermore, Italy is planning to attract high net worth investors with a new fiscal regime, that will allow individuals to pay a flat tax of 100,000 Euros per year regardless the income produced abroad. The flat tax covers income produced abroad but does not apply to capital gains earned through the sale of financial holdings during the first five tax years of validity of the measure. ❀



ITALY

在意大利經商

近期的全球危機反映世界經濟互通互聯。中國內地和意大利正好說明這種相互依存的關係：兩國都是出口主導的經濟體，彼此有著緊密的連繫。

意大利在很大程度上依賴國外的出口製成品，當中大部分由中國的供應商提供。另一方面，中國的出口也取決於與意大利先進技術企業的合作，向內地的業務夥伴提供技術知識。

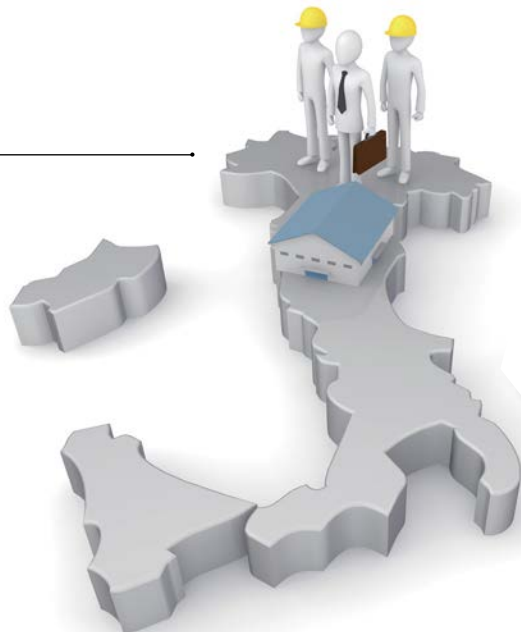
中國國內市場對農產品和醫藥產品的需求逐年增長，而意大利的產品正正在這些領域扮演重要的角色。

國際貿易近日卻呈下降趨勢，但過去五年，歐洲尤其是意大利，已成為中國對外投資的目標國。2015年，儘管中意的雙邊貿易額下降了7%，但中國企業對歐洲的230億美元投資仍有三分之一投向意大利。

意大利總統馬塔雷拉最近一次訪華時提到，將與中國就經濟合作，以及基建、科技、環保和創新等領域擴張方面，展開新的行動方案，並會在2020年，即兩國建交50年之際，將雙邊關係提升至新的層次。

香港特區正是建立和發展這種經濟關係的重要樞紐。

香港和意大利最近簽署了全面性避免雙重課稅協定。正如香港特區前財經事務及庫務局局長陳家強教授所說：「協定明確規定兩個司法管轄區之間的徵稅權及不同類型被動收入的稅率，有助投資者更有效地評估其在跨境經濟活動中的潛在稅務



責任。協定將進一步加強兩地的經濟和貿易聯繫，並為意大利公司在香港營商或投資增加誘因，反之亦然。」

此外，意大利計劃以新的財政制度來吸引高資產淨值的投資者。該計劃將不計及個人的國外收入，允許其每年劃一支付10萬歐元的固定稅，固定稅包括國外產生的收入，但不適用於在措施有效期的首五個稅期內通過出售金融資產所獲得的資本收益。✿

I. General Forms of Investment vehicles

Representative office	Rep office is a local presence (permanent establishment) in Italy to promote the company's products and services and to provide non-business-related support.
Branch/secondary registered office	The Italian branch office is an extension of the foreign mother company and is not considered a separate legal entity. The branch office must be registered within the Business Register (Registro delle Imprese). The registration of a branch office is regulated by the Italian civil code (Codice Civile).
Società a responsabilità limitata (S.r.l.) – limited liability company;	The limited liability company is the most Common type of legal entity in Italy, as it features limited liability for the shareholders and flexibility. Shareholders are not liable for company obligations, even if acting in the name and on behalf of the company.
Società a responsabilità limitata semplificata (S.r.l.s.) – simplified limited liability company;	The simplified limited liability company (S.r.l.s.) is an alternative form of "S.r.l." aimed to encourage entrepreneurship. The members of an "S.r.l.s." can only be individuals (natural persons), not corporate bodies. The S.r.l.s. can also be formed of a single shareholder. Unlike the "ordinary S.r.l." the minimum capital requirement is €1, up to a maximum of €9,999.99. The capital must be fully paid in cash upon the incorporation of the company.
Società per Azioni (S.p.A.) – stockholding companies (company limited by shares);	The S.p.A. is the primary corporate vehicle used for substantial investments in Italy. This entity type is compulsory in the case the company wants to be listed on the Italian stock exchange. The key features are the limited liability of all members and the division of the share capital into shares.

II. Taxation of companies

Tax residence	For the Italian Tax Authorities, a company is deemed to be resident for tax purposes if its place of management and control or main business activity is in Italy for a period longer than 183 days during the fiscal year. A foreign company holding a participation in an Italian company is deemed to have its place of effective management in Italy.
Corporation tax	The corporation tax (IRES) rate is 24%. In addition, the regional tax on productive activities, IRAP, is on average 3.9%.
Losses	Losses may be carried forward and used to offset corporate taxable income. However, 20% of taxable income in any year cannot be offset by carried-forward losses and is subject to corporate tax according to the "minimum tax" regulation.
Dividends	The withholding tax rate on dividends paid to foreign entities is 26% (a refund of 11/26ths may be applicable in certain conditions).
Interests	The tax rate applied to interest payable to a nonresident generally is 26%.
Royalties	The tax rate applied to Royalties paid to a nonresident company is 30% generally calculated on 75% of the gross royalty.
Capital Gains	The tax rate on capital gains is 24% (same rate as corporation tax) corporate income tax rate (reduced from the former 27.5% rate as from 1 January 2017). Capital gains obtained from the sale of participations, may be 95% tax exempt in certain conditions.

III. Taxation of individuals

Tax residence	Residents in Italy are taxed on their worldwide income; Non-residents are exclusively taxed on the income generated in Italy. Individuals are deemed as residents if they spend 183 days or more per year in the Italian territory.
Individual income tax	The personal income tax is progressive, with a maximum rate of 43% for income exceeding EUR 75,000. The other rates are: 23% on income up to EUR 15,000; 27% on EUR 15,001-EUR 28,000; 38% on EUR 28,001-EUR 55,000; and 41% on EUR 55,001-EUR 75,000. Additional regional tax may apply at rates ranging from 0.7% to 3.33%, according to the region in which the individual is domiciled. A municipal tax from 0% to 0.9% also may apply.

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✳ TST Station Exit D2 or East TST Station Exit N2
Tel: 2730 8121 Fax: 2735 7093

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Rm 1047, 10/F, Nan Fung Centre, 264 - 298 Castle Peak Rd
✳ Tsuen Wan Station Exit A1
Tel: 2416 0844 Fax: 2412 2799

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✳ Mong Kok Station Exit A1
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Lai Chi Kok

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Easing the Pain of Airport Travel

紓緩旅途上舟車勞頓之苦

Plaza Premium Lounge allows weary travellers to pamper themselves and recharge their batteries whatever airline they fly

環亞機場貴賓室為不同航班的旅客提供放鬆身心、消除倦意之所

Competition in the air travel industry has never been keener due to rising expectations from travellers, more players entering the market, and new destinations opening up. Despite this, rising wanderlust among travellers in developed markets, and the rising disposable income of developing markets are creating opportunities for entrepreneurs and investors to enter the race.

Low-cost carriers have put previously unaffordable destinations within reach of travellers with budget constraints and opened up opportunities for support services. Airport lounges, which traditionally have been a perk of airlines' VIP membership programmes, have come a long way in offering weary travellers – regardless of the cost of ticket they hold – a refuge.

Since the opening of the world's first airline lounge in New York by American Airlines Admiral Club in 1939, airlines have traditionally been the major players in the airport lounge industry. That changed completely in 1998 when Plaza Premium Group opened the first independent airport lounge network in Hong Kong International Airport and Kuala Lumpur International Airport for all travellers regardless of their airlines and travel classes.

As the first independent airport lounge in the world, Plaza Premium Lounge changed the game by revolutionizing the market of airport lounge services. It also gave airports more control on the facilities they could offer to all travellers.

Song Hoi-see, founder and CEO of Plaza Premium

Group, said he got the idea when he used to work for an investment bank, which offered him access to airline lounge perks. Although a frequent traveller, shortly after he started a new business on his own, the budget didn't stretch to business class. Speaking at the Chamber's Entrepreneur Series on 26 September, he said as an economy class traveller, he was always struggling to work effectively while on the go before the days of smart phones and laptops that didn't need to be constantly plugged in.

On one usual business trip, it suddenly dawned on him that instead of complaining that business class travellers get all the perks, he should start a business to offer airport lounge services to all travellers, particularly economy class flyers like him who couldn't use airlines' exclusive lounges. "When you face any inconvenience, remember it is a symptom of opportunity," Song said.

After doing a little research, he discovered that first and business class travellers accounted for just 15 to 20% of all air travellers, meaning the lion's share of economy class passengers, or 80 to 85% of all air travellers, were being completely ignored. "This meant that there was a huge untapped market just waiting to be exploited," he said.

He wasn't wrong. In just 19 years, Plaza Premium Lounge's business has grown at an incredible pace. Today, it is Skytrax's two-time winner of the world's best independent airport lounge in 2016 and 2017 voted by over 19 million passengers, with the company's operations spanning across 160 locations in 37 airports glob-



In the business world, change after change will survive, change with change will succeed, but companies that cause change will lead.

在商業世界中，被轉變牽著走的，可勉強存活；
與轉變並駕齊驅的，可穩操勝券；但引領轉變
的，則可節節領先。





位於布里斯本機場的環亞機場貴賓室 Plaza Premium Lounge, Brisbane Airport

ally, serving more than 12 million passengers annually by over 4,000 employees.

Despite the strong demand, Plaza Premium Group's airport lounge services still offer huge room for growth. "Today, our airport lounge services account for less than 4% of the world market despite ours being the world's largest already," said Song. "Airline lounges remain exclusively for premium travellers and inaccessible for the majority of passengers. This is why the demand has been increasing for independent lounges. There are massive opportunities in the independent airport lounge industry that are not developed yet."

To boost their appeal and differentiate themselves from their competitors, more and more airport lounges are diversifying their services. Not to be outshined, Plaza Premium Lounge has also expanded to develop transit hotels, private relaxation area, meet and greet services, spas, dining concepts, business and conference centres and limousine services.

Song told our members, "Plaza Premium Lounge's recipe for success, which is also its core values, are innovation, excellent service and teamwork." He stressed the importance of innovation in his company's success. "In the business world, change after change will survive, change with change will succeed, but companies that cause change will lead."

Song also puts a lot of emphasis on quality service and staff training. "Frontline staff are the people who directly deal with your customers and represent your company,

and we have been investing more than 130,000 man-hours a year in training and development. Therefore, I cannot stress enough how important staff training is for our success," he said.

Last but not least, Song said Plaza Premium Lounge's success was not down to his efforts, but the concerted efforts and teamwork. "All our staff serve with passion and commitment which drives them to excel, which also drives our success," he added.

Song's goal is to make his flagship brand Plaza Premium Lounge a household name by expanding his business to every major airport in the world. "Next time you go into an airport and if there is no Plaza Premium Lounge, then you know you don't need to go to that airport again," Song joked.✿



位於倫敦希思羅機場的環亞機場貴賓室 Plaza Premium Lounge, London Heathrow Airport



位於香港國際機場的環亞機場貴賓室
Plaza Premium Lounge,
Hong Kong International Airport

隨著旅客期望上升、更多參與者加入市場，以及更多新目的地對外開放，航空旅遊業的競爭變得空前激烈。儘管如此，發達國家的旅客對旅遊的狂熱，加上發展中市場的可動用收入增加，正為企業家和投資者創造機遇，讓他們躍躍欲試，紛紛加入競爭。

對財政預算有限的旅客而言，低成本航空公司令過往難以負擔的旅遊目的地，變得不再遙不可及，並為各種配套服務帶來商機。傳統上，機場貴賓室是航空公司貴賓計劃的其中一項會員優惠；如今，這項服務已向前跨進了一大步——無論哪個艙位級別的旅客，皆可享用貴賓室，作為消閒休憩之所。

自美國航空於1939年在紐約開設全球首間航空公司貴賓室Admiral Club，航空公司一直是機場貴賓室業務的主要參與者。然而，環亞機場服務管理集團於1998年分別在香港國際機場和吉隆坡國際機場開設首個獨立機場貴賓室網絡，為不同航空公司和艙位的旅客提供高端機場服務，徹底打破這個局面。

環亞機場貴賓室作為全球首間獨立的機場貴賓室，除了為機場貴賓服務市場帶來革新，同時亦讓機場更能有效管理它們為旅客提供的設施。

環亞機場服務管理集團創始人兼首席執行官宋海西表示，他萌生創業的念頭，全因他任職投資銀行時，可享用航空公司的貴賓室服務。儘管他是飛行常客，但創業初期因預算有限，他沒有選乘商務客位。在總商會9月26日的「企業家系列」午餐會上，他說在智能手機和手提電腦仍未廣泛應用之前，作為經濟客位的乘客，實在難以在旅途上有效地處理公務。

一次公幹期間，他突然靈機一觸，想到與其埋怨商務客位旅客獨享所有優惠待遇，倒不如自己開設業務，為所有旅客提供機場貴賓室服務，尤其是像他一類不能使用航空公司專屬貴賓室的經濟客位旅客。宋海西說：「面對任何不便或阻滯時，都應視之為一個潛在的機遇。」

經過簡單的研究，他發現頭等和商務客位旅客僅佔航空旅客總數的15至20%，意味著餘下80至85%乘坐經濟客位的航空旅客，完全被忽視。他說：「也就是說，一個龐大的市場正有待開發。」

他的推斷並沒有錯。在短短19年內，環亞機場貴賓室的業務以驚人速度增長。現時，該集團擁有160個服務點，遍布全球37個機場，聘用逾4,000名員工，每年服務的旅客人次超過1,200萬。在英國航空服務顧問公司Skytrax向全球1,900萬名旅客進行的獨立意見調查中，環亞機場貴賓室於2016和2017年連續兩年獲票選為全球最佳的獨立機場貴賓室。

雖然需求強勁，但環亞機場服務管理集團的機場貴賓室服務仍有巨大的增長空間。宋海西說：「雖然我們的規模在同類公司中高居全球第一，惟我們的機場貴賓室服務佔全球市場不足4%。」他續稱：「航空公司貴賓室僅供高端旅客專享，一般旅客仍然未能使用有關服務。這正好解釋為何市場對獨立貴賓室的需求不斷上升。獨立機場貴賓室這個行業存在大量尚待發掘的機遇。」

為了提升服務吸引力，並從競爭對手中脫穎而出，愈來愈多機場貴賓室正拓展多元化的服務。環亞機場貴賓室亦不敢怠慢，已擴充業務至經營機場中轉酒店、私人休息間、禮賓接待服務、按摩護理、餐飲概念、商務會議中心和豪華專車接送服務。

宋海西向會員表示：「環亞機場貴賓室的成功之道，亦即其核心價值，是創新、卓越服務和團隊精神。」他強調創新是公司取得成功的關鍵因素。他又說：「在商業世界中，被轉變牽著走的，可勉強存活；與轉變並駕齊驅的，可穩操勝券；但引領轉變的，則可節節領先。」

宋海西亦很重視服務質素和員工培訓。他說：「前線員工代表公司直接與客戶交流，我們每年亦投放超過13萬個工時進行培訓和發展。因此，我必須強調員工培訓對我們的成功至關重要。」

他認為環亞機場貴賓室的成功並非全憑其一己之力，而是群策群力、團結一致的結果。他補充：「我們所有員工都竭誠服務、全情投入、力臻至善，成就公司創出佳績。」

宋海西的目標是把業務擴展至全球每個主要機場，令旗艦業務環亞機場貴賓室成為家喻戶曉的品牌。他打趣道：「下次到機場時，如果看不到有環亞機場貴賓室，就知道不用再到那個機場了。」

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建立抗逆力、創造力和自信

Outward Bound helps individuals tap into their undiscovered potential and trains employees to develop problem-solving, communication and creativity skills, reports the Chamber's staff writer **Lafee Lo**

香港外展訓練學校協助學員發掘潛能，建立僱員的解難、溝通技巧及創造力 本刊記者勞嘉儀

Participating in an Outward Bound course used to be a bit of a rite of passage for kids in the United Kingdom, who viewed it with equal amounts of excitement and trepidation. The excitement stemmed from the adventure of trying really cool and unique activities that pushed you beyond your comfort zone on a journey of self-discovery.

Founded in 1949 in the U.K., today Outward Bound operates in more than 30 countries. Since it first appeared in Hong Kong in 1970, it has become part of Hong Kong's social fabric, helping schools, companies and charities to nurture well-round, confident individuals. In recent years, Outward Bound has put more

emphasis on the corporate market by delivering tailor-made courses for businesses to help enhance teambuilding and problem solving skills among employees.

Filling the gap

When it comes to outdoor adventure training, we usually think of it as some alternative education for school kids to get out of the classroom. We seldom associate it with corporate training, or as a tool to improve workplace dynamics.

Nick Cotton, Executive Director of Outward Bound Hong Kong, said outdoor adventure training is not only beneficial for school kids, it also has been proven to be tremendously helpful in improving organizations' productivity and helping to develop analytical and independent skills that employers bemoan employees lack.

"There is often a significant gap between the expectations of employers in terms of skills and qualities and what the employees actually have. That is where Outward Bound comes in. We develop the skills and qualities that are generally lacking among employees, especially among the younger generation," said Cotton. "The highly sought-after skills and qualities include resilience, creativity, confidence, effective communication and problem-solving skills which are essential for the workplace."

Many admired companies, such as Sun Hung Kai Properties, Hang Lung Properties, China Mobile International, and Towngas, among others, see the value in Outward Bound and have made it part of their management trainee programmes.

"What is good about our management trainee programmes is that by putting these young talent into unfamiliar settings, they are forced to put down their ego to learn humbly and how to be a team player," said Cotton.



Doing something new and different can always be a little scary at first for most people, but once they try it, and exceed their own expectations, their confidence, and sense of achievement remains with them for the rest of their lives.

大部分人作出新嘗試時，起初總會戰戰兢兢，但試過之後發現收穫超出預期，當中所建立的自信和成功感將會終身受用。





Improving workplace dynamics

In addition to big company retreats and management training programmes, more and more small- and medium-sized companies are reaching out to Outward Bound to help them build more cohesive teams in the workplace.

Putting participants on kayaking, hiking, sailing, rock climbing or high ropes courses, Outward Bound's corporate programmes cultivate trust among coworkers, and develop leadership and communication skills, all of which enhance the productivity of the company as a whole. As all companies have different needs and not all of their staff may be eager or even capable to climb up a rock face, courses are tailored for businesses' specific circumstances.

"Our colleagues will communicate closely with our clients to find out what they need and what their expectations are before designing a course," said Cotton.

The courses are intensive, practical and planned according to each client's needs, and Cotton said most participants were able to apply some of what they had learned into their day to day lives or work. However, despite being in Hong Kong since the '70s, many people are unaware of the benefits that Outward Bound courses can bring to companies. The perception of courses only being for young, fit and adventurous people is also misguided.

"The myths that Outward Bound courses are too intensive or just for teenagers are exactly the kind of myths that we are trying to bust," laughed Cotton. "We want people to know that our courses are useful for people from all walks of life and abilities, including businesses, regardless of their size. We want people to understand that our courses are actually fun!"

Looking ahead, Cotton said he plans to reach out more to businesses and associations more in 2018 so that they are more informed about what Outward Bound is all about and the benefits that it can deliver to groups and individuals.

"Doing something new and different can always be a little scary at first for most people, but once they try it, and exceed their own expectations, their confidence, and sense of achievement remains with them for the rest of their lives," he said. 🌸

Company: **Outward Bound Trust of Hong Kong Ltd**, The

公司名稱：香港外展訓練學校

HKGCC Membership No. 總商會會員編號：HKO0216

Established 創辦年份：1970

Website 網站：<http://www.outwardbound.org.hk>

在英國，參與外展訓練課程是小孩的必經階段，他們對此可謂又愛又恨。該課程最令人期待的莫過於新奇有趣的活動，讓學員在探險的過程中離開舒適區，邁向自我探索的旅程。

外展訓練學校於1949年在英國創立，現於全球超過30個國家都設有分校。香港分校於1970年成立，現已成為香港社會結構的一部分，幫助學校、企業和慈善機構培育全面且自信的學員。近年，外展訓練學校著力發展企業市場，為企業設計專門課程，以提升員工的團隊合作和解難技巧。

填補空缺

每當提及戶外探險訓練，我們通常會想到為學童提供課室以外的另類教育，而很少聯想到企業訓練，又或是提升職場活力的途徑。

香港外展訓練學校執行董事Nick Cotton表示，戶外探險訓練不只對學童有益，對提高機構產能，以及發展僱員的分析和獨立能力——僱主慨嘆員工所缺乏的素質，也大有幫助。

他說：「僱主對僱員所具備的技能和素質有所期望，但實際往往出現重大落差。這正是外展訓練學校成立的原因。我們尤其為年輕一代的僱員建立他們普遍所缺乏的技能和素質。」他又說：「職場上最吃香的有抗逆力、創造力、自信、有效的溝通和解難技巧。」

大部分成功企業，例如新鴻基地產、恆隆地產、中國移動國際和香港中華煤氣，都十分重視外展訓練，並將之納入其管理培訓課程中。

Cotton解釋：「我們管理培訓課程的獨特之處，在於讓年輕人才置身於陌生的環境，迫使他們放下自我，虛心學習成為團隊中的一員。」

提升職場活力

除了大型公司的退思會和管理培訓課程，愈來愈多中小型企業也積極接觸外展訓練學校，以提高工作團隊的凝聚力。

外展訓練學校的企業課程涵蓋皮划艇、遠足、帆船、攀石和高空繩索活動，旨在讓一眾同僚培養互信，同時建立他們的領導和溝通技巧，從而提升公司的整體生產力。由於每家公司的需要有所不同，加上並非所有員工都熱衷或能夠進行攀岩活動，因此我們會因應企業的特定要求，度身設計專門的課程。

Cotton指出：「我們的同僚會與客戶密切溝通，務求在設計課程前，可了解他們的需要和期望。」

課程按客戶需要而設，內容集中、實用且有系統。Cotton又稱，大部分學員能夠學以致用，把課程的得著應用到日常生活或工作上。不過，雖然外展訓練學校在70年代已於香港成立，但是很多人仍然未有察覺到其課程對企業的效益。一般人對這些課程的固有印象都是為年青力壯、愛冒險的人士而設，這實在是一種誤解。

Cotton笑言：「有指外展訓練的課程對青少年而言過於密集，這正正是我們想破解的迷思。我們希望大眾了解到，我們的課程適合社會各界人士，包括大小企業，而且我們的課程充滿趣味！」

展望未來，Cotton表示計劃於2018年接觸更多企業和組織，向他們介紹外展訓練學校，並講解其課程可為團隊和個人帶來的裨益。

他說：「大部分人作出新嘗試時，起初總會戰戰兢兢，但試過之後發現收穫超出預期，當中所建立的自信和成功感將會終身受用。」



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World-class Racing for the Betterment of Society 世界級賽馬造福社會



Winfried Engelbrecht-Bresges has had a lifelong passion for horseracing and breeding thoroughbreds. So it seemed only natural that working at The Hong Kong Jockey Club would be a natural calling for him. He joined the club as Director of Racing in 1998 and became CEO in 2007. His second love is football, and even played professionally in Germany before he graduated from the University of Cologne in Economics, Finance, Statistics, Insurance and Business Administration.

His lifelong passion for horses and business have helped Engelbrecht-Bresges implement successful strategies that have helped make The Hong Kong Jockey Club one of the best and most respected horse racing clubs in the world.

“HKJC has a unique integrated business model which comprises racing and racecourse entertainment, a membership club, responsible sports wagering and lottery, as well as charities and community contributions,” he said. The club generates both economic and social value for the community, and also supports the Government in combating illegal gambling.”

Company: The Hong Kong Jockey Club

公司名稱：香港賽馬會

HKGCC Membership No. 總商會會員編號：HKH0498

Established 創辦年份：1884

Website 網站：www.hkjc.com

Being Hong Kong's largest single tax payer and one of the world's top-10 charity donors, HKJC has been playing an important role in the helping with the economic and social development of Hong Kong for over a century. In 2016/17 the club's total direct return to the community was a record HK\$30.5 billion.

Through world-class racing events, Engelbrecht-Bresges has also reinforced Hong Kong as a world-class brand, and contributed to its reputation as Asia's World City. He said many fans of Hong Kong racing overseas wager on races via the club's overseas partners. “What attracts fans is the quality of Hong Kong racing, the depth of the club's wagering pools, the comprehensiveness of its racing information, and its high reputation for integrity,” he said.

The Hong Kong Jockey Club has been a member of the Chamber for many years. “The Hong Kong General Chamber of Commerce plays an essential role in the business life of Hong Kong, facilitating and promoting corporate development, and thereby contributing to the overall progress of our community,” said Engelbrecht-Bresges. 🌸

應家柏熱愛賽馬和飼養純種馬，因此他加入香港賽馬會（賽馬會）工作似乎很順理成章，對他來說就像一份使命。他於1998年加盟賽馬會出任賽馬事務司，2007年升任行政總裁。除了馬匹以外，他的最愛就是足球。他在德國科隆大學修讀經濟、財經、統計、保險及工商管理畢業之前，甚至曾參與德國職業足球賽事。

對馬匹和業務的無限熱誠，有助應家柏成功推行策略，令香港賽馬會成為全球最出色、最受尊崇的賽馬會之一。

他表示：「賽馬會採用獨特的綜合商業模式，涵蓋賽馬和馬場娛樂活動、會籍制度、有節制的體育賽事投注和博彩，以及慈善及社區貢獻。」他解釋：「賽馬會為社區創造經濟和社會價值，也支持政府打擊非法賭博。」



賽馬會除了是全港最大的單一納稅機構，也是全球十大慈善捐款機構之一。過去一個世紀以來，賽馬會在推動香港經濟和社會發展方面，一直擔當重要的角色。在2016/17年度，馬會直接回饋香港305億港元，刷新紀錄。

藉着引入世界級賽馬盛事，應家柏亦鞏固香港作為世界級品牌的地位，為其作為亞洲世界級城市的美譽作出貢獻。他指出，許多熱愛香港賽馬的馬迷都會透過賽馬會的海外夥伴，參與海外投注。他補充：「吸引馬迷的，是香港賽馬的質素、彩池的深度、賽事資訊的全面性，以及重視誠信的崇高聲譽。」

香港賽馬會多年前已加入總商會。應家柏說：「香港總商會是本港商界不可或缺的角色，致力促進和推動企業發展，為社會的整體發展作出貢獻。」 🌸

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待客以誠，賓至如歸

25年前，陶詠詩探望一位在澳門一家豪華酒店工作的朋友後，便旋即愛上了酒店的工作環境和氛圍。同為澳門人，那一次探訪激發了陶詠詩的熱忱，立志投身酒店業，直到今天。

她入行時擔任營業代表，而其任職的五星級豪華酒店集團更令她對這個行業的熱誠有增無減。她說：「那時，公司給予我很多機會，讓我肩負市場推廣、工程以至保安等多個範疇的職責，充分發揮我身上的潛能。酒店業的工作環境饒有趣味和活力，令我每天工作更樂在其中，而且每天都有數之不盡的機會，讓我結識新面孔和學習新事物。」

憑著多年來累積的經驗，陶詠詩現為香港逸蘭精品酒店的總經理。該酒店於2005年開業，是「世界小型豪華酒店」的成員。逸蘭酒店作為一家精品酒店，規模可能較小，但其憑藉價格相宜的豪華服務及位處市中心的便利而享負盛名。該酒店也為賓客提供貼心的個人化服務，例如為長期住客安排特有的「WOW Walk」本地遊行程，帶領他們探索酒店的周邊環境，並推介附近多姿多采的娛樂、購物和餐飲選擇。

香港逸蘭精品酒店於2005年加入總商會，以獲取最新的商業資訊，且充分利用總商會的各個平台，擴大其商界網絡。

陶詠詩表示：「總商會是很出色的機構，為企業提供不同的平台，以互相連繫及了解世界各地的商機。總商會舉辦的活動包羅萬有，也讓我印象尤深。」

憑藉總商會龐大的會員網絡和聯繫，香港逸蘭精品酒店已在本地商界顯著提高知名度。

她又表示：「藉著參加雞尾酒會，我們可更輕易與其他會員建立關係及保持聯繫，互相交流。」✿

Company: Lanson Place Hotel,
Hong Kong

公司名稱：香港逸蘭精品酒店

HKGCC Membership No.:

總商會會員編號：HKL0488

Established 創辦年份：2005

Website 網站：

www.hongkong.lansonplace.com

Feeling of Home Comfort

When Alicia Too visited a friend who was working at a luxury hotel in Macao 25 years ago, she fell in love with the working environment and ambience of hotels. That was the spark that ignited the passion for the Macanese to start a career in the hospitality industry, a love that continues to this day.

She began her career as a sales representative in a five-star luxury hotel group which further extended her passion for the industry. "From there, I was given the opportunity to develop myself by taking on more responsibilities ranging from marketing and engineering to security. I could see myself growing in the company, and developing my hidden potential. The fun and dynamic working environment of the hospitality industry made my work all the more enjoyable, and there were countless opportunities

to meet new people and learn new things every day," she said.

Today, that experience has prepared her well to be the General Manager of Lanson Place Hotel, Hong Kong. Established in 2005, the hotel is a "Small Luxury Hotels of the World™" member hotel. It may be a small boutique hotel, but it has a big reputation for providing affordable luxury with city-centre convenience. It also provides warm and personalised guest services with its unique "WOW Walk" local tour for long-staying guests to explore the hotel surroundings and introduce the wide array of entertainment, shopping and restaurant choices nearby.

Lanson Place Hotel, Hong Kong joined the Chamber in 2005 to get the latest business information and take advantage of platforms for reaching out to the business community.

"The Chamber is a great organisation as it provides platforms for the businesses to connect and to learn about business opportunities around the world. I am very impressed by the wide array of events on offer," said Too.

With the Chamber's strong membership and connections, brand awareness of Lanson Place Hotel, Hong Kong has been strengthened among the local business community.

"We can easily build relationships and stay connected with fellow members by attending cocktail receptions, and also sharing our ideas with other members," she added. ✿



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- Reach Hong Kong's Business Community

Meet the New Chairman 新主席專訪

The Chamber's new Chairman, Stephen Ng, describes himself as a proud Hongkonger and born optimist. The Bulletin's Editor Malcolm Alexander spoke with him about Hong Kong's prospects, and getting the community and our economy back on track.

Following are excerpts from that interview.

新主席專訪：新主席Ng先生接受本報訪問，談論香港目前的經濟狀況、以及對香港未來的展望。以下為訪問內容摘要。

Ng先生在接受訪問時表示，他是一個非常自豪的香港人，也是一個天生的樂觀者。他談到了香港目前的經濟狀況，以及他對香港未來的展望。Ng先生表示，他相信香港是一個非常有潛力的市場，並且相信香港能夠克服目前的困難，重新回到經濟增長的軌道上來。

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Tiffin Is Back!

茶園重開了！

After months of renovations, the Grand Hyatt's Tiffin reopened last month. It may have a new look, and also a new twist to the iconic buffet spread, but thankfully it is still the wonderful Tiffin we all have come to love, reports the Chamber's staff writer **Lafee Lo**

香港君悅酒店旗下餐廳茶園經過數月的翻新後，終在上月重開。餐廳以全新面貌亮相，其經典自助餐亦注入了新元素；

可幸的是，它仍然是我們所喜愛的茶園 本刊記者 **勞嘉儀**

Acknowledged as one of the best buffet destinations in town, Grand Hyatt's Tiffin is finally back with its iconic and much-loved dinner buffet after months of renovations. With its panoramic view of the Central skyline and Victoria Harbour, Tiffin is the sort of place where time slows down. The restaurant just makes me feel relaxed and I am quite happy to spend hours there enjoying the sumptuous food and atmosphere. The plush sofas, soft lights and live classical music makes it all the harder to pull yourself away. While the entire space has been renovated, Tiffin still retains its unique style so provides old regulars with a pleasurable familiarity. Stressing quality over quantity, Tiffin's Continental dinner buffet features a sumptuous spread of dishes that will satisfy even the pickiest of palates.

茶園貴為城中最佳自助餐廳之一，在數個月的翻新後，終於重新登場，繼續為賓客呈獻令人趨之若鶩的經典自助晚餐。置身茶園，飽覽中環和維港全景，讓我心曠神怡，彷彿時間也慢下來了，不惜花上數小時細味這裡的盛饗。坐在柔軟舒適的沙發上，配合柔和的燈光和動人的現場古典音樂伴奏，令人樂而忘返。雖然翻新後的餐廳煥然一新，但茶園仍保留其特有風格，予人一種似曾相識的感覺，讓人格外愜意自在。茶園一向重視質素多於份量，其自助晚餐提供的奢華美饌，相信連最挑剔的食家亦能大快朵頤。



Freshly Cooked Live Boston Lobster

Every diner is entitled to enjoy a Boston lobster served to your table upon order at Tiffin's dinner buffet. The lobster, be it bouillon boiled and served with mayonnaise and lemon (cold), or grilled with herb butter, or baked with Gruyere cheese and white wine sauce, is succulent and delicious however you prefer it served.

每位享用自助晚餐的客人，只要事先下單，都可品嚐一隻波士頓龍蝦。龍蝦可選擇以上湯熬製，伴以蛋黃醬和檸檬（冷吃），或塗上香草牛油燻烤，又或以瑞士格魯耶爾芝士和白酒進行烤焗。每一種煮法都能帶出龍蝦鮮甜多汁的口感。



Whole Roasted Lamb

This whole lamb is marinated for hours before being gently roasted at 160 degrees until the meat falls off the bone and the skin crisp. The gentle gaminess of the lamb is followed by the Cajun flavours from the marinade, which leaves your mouth bathing in a lip-smacking spiciness.

這道烤全羊需預先醃製數小時，然後以160度慢烤至骨肉分離、皮脆肉嫩。羊肉的天然膾味，加上醬汁的印第安風味，為口腔帶來微辣的滋味。



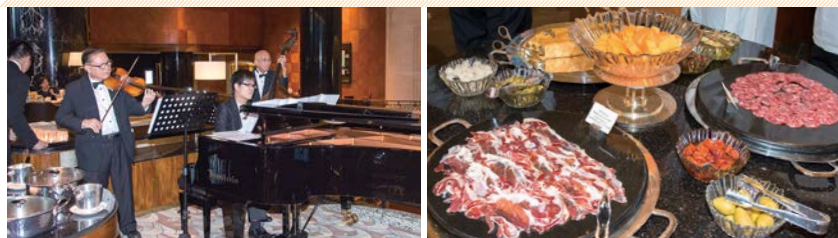
Freshly Shucked Oysters

Regulars at Tiffin may be pleasantly surprised to find it has added a new oyster corner, which features six varieties of seasonal oysters from around the world, not least France, Ireland, and Australia. The gourmet oysters burst with a sea-kissed briny sweetness.

茶園的常客可能會喜見餐廳新增了生蠔吧，精選六款來自世界各地的時令生蠔，包括法國、愛爾蘭和澳洲。一口咬下去，海水的鹹味與天然的甜味交替滲出，美味無比。

Tiffin at Grand Hyatt Hong Kong

1 Harbour Road, Hong Kong
Dinner Buffet: 6:30 - 10:00 p.m.
HK\$800 per person
Reservations: 2584 7722 or
email: fbhc.hkgh@hyatt.com



Chef's Profile 大廚小檔

Having worked in Vienna, London, Sydney, Shanghai and most recently in Tokyo, Chef Gerhard Passrugger returns to Hong Kong as the Executive Chef of Grand Hyatt overseeing 13 outlets. His culinary journey began when he started his apprenticeship at the age of 14 at a five-star hotel in his hometown of Salzburg. Chef Passrugger believes good food should be prepared unpretentiously with heart and passion, which is also his philosophy of managing the Grand Hyatt kitchens. He sources the freshest ingredients and presents the most authentic dishes cooked with love. He believes that a good chef is one who cooks like a mother and is able to imagine flavours.

Gerhard Passrugger曾於維也納、倫敦、悉尼、上海及東京工作，回港後在香港君悅酒店出任行政總廚，管理旗下13家餐廳。他14歲時，在家鄉奧地利薩爾斯堡一家五星級酒店擔任學徒，自此便展開了他的烹飪事業。Passrugger深信，好的食物需投入心思和熱誠準備，這也是他管理君悅酒店廚房的哲學。他親自採購最新鮮的食材，憑著對烹飪的熱愛，做出一道道最正宗的菜式。他認為一位出色的廚師應煮出媽媽的親切味道，而且對味道充滿想像。



Seafood Counter

Apart from the oysters, the seafood bar also features scallops in their shells, huge prawns and sea whelks simply cooked to highlight their freshness and flavour.

除了生蠔以外，海鮮吧還供應原隻扇貝、大蝦和海螺。各種海鮮都運用簡單的烹調方法，以突出其鮮味。



French Foie Gras

Served with caramelized peaches, the richness of this perfectly creamy French foie gras also comes with a secret gravy which takes the foie gras to an even higher level.

法國鵝肝幼滑無比，淋上秘製肉汁，配上焦糖蜜桃，口感層次豐富之餘，亦將味道提升至另一境界。



Heavenly Dessert Station

What could be better than wrapping up a feast with heavenly desserts and homemade ice cream? A well-loved corner of Tiffin's buffet, the dessert station serves Tiffin's renowned homemade ice cream with unique flavours that cannot be found elsewhere in Hong Kong. Indulgent ice cream cake and freshly prepared sweet treats such as oban-yaki (Japanese waffle) and crêpes Suzette are also not to be missed!

以精緻的甜品和自家製雪糕為這頓盛饌畫上完美句號，相信沒有人會反對。甜品吧貴為茶園自助餐享負盛名的一環，翻新後仍繼續提供一系列招牌自家製雪糕，部分口味更是全港獨有。雪糕蛋糕及即製甜點如大判燒（日式窩夫）和鮮橙班戟，也是必試的佳品！

香港君悅酒店茶園

香港灣道1號

自助晚餐時間：下午6時30分至10時

每位港幣800元正

訂座：2584 7722或

電郵：fbsc.hkggh@hyatt.com

The 2017 Heilongjiang-Hong Kong Economic and Trade Cooperation Seminar took place in Hong Kong on 25 September to foster business cooperation between the two areas. Edmond Yue, Chamber General Committee Member, attended the seminar.

「2017黑龍江省（香港）經貿合作交流會」於9月25日假香港舉行，旨在促進兩地商業合作。總商會理事余國賢代表本會出席活動。

Chamber Chairman Stephen Ng attended the Jiangsu-Hong Kong Cooperation Forum on 27 September, and met with Li Qiang, the Party Secretary of Jiangsu Province. The forum aimed to promote development between Jiangsu and Hong Kong.

總商會主席吳天海於9月27日出席「蘇港融合發展峰會」，與江蘇省委書記李強會面。該峰會旨在促進江蘇與香港的發展。



Leland Sun, Chamber Vice Chairman, attended a meeting with business associations in Shanghai, Hong Kong, Macao and Taiwan on 27 September, to exchange views with representatives from other associations on fostering cooperation and exchanges among the four areas. The forum was initiated by Wang Zhixiong, Chairman, Shanghai Federation of Industry and Commerce, with the goal of forming a coalition of business associations.

總商會副主席孫立勳於9月27日出席「滬港澳台兩岸四地商會合作交流座談會」，與其他商會的代表就促進四地之間的合作和交流交換意見。座談會由上海市工商業聯合會主席王志雄發起，旨在建立一個商會聯盟。



Edmond Yue, Chamber General Committee member, led a 14-member delegation to attend The 14th China International SME Fair in Guangzhou on 10 October. HKGCC was a supporting organization of the fair.

總商會理事余國賢於10月10日率領14人代表團赴廣州出席「第十四屆中國國際中小企業博覽會」。總商會為博覽會的支持機構。

The Ministry of Commerce of the People's Republic of China, and the Trade and Industry Department of the HKSARG, jointly organised a forum on 27 September to discuss trade, agreements and implementation arrangements of CEPA. The forum also reviewed CEPA's role in strengthening economic and trade relations between Hong Kong and the Mainland over the years. Around 80 Chamber members attended the forum.

國家商務部及香港特區政府工業貿易署於9月27日合辦論壇，討論CEPA下的貿易、協定及實施安排，並檢討CEPA多年來在加強中港兩地經貿關係的角色。約80名會員出席論壇。

Cai Lixin, Acting Mayor of Huaian City, hosted a seminar and dinner on 13 October to promote culture, tourism, trade and the economy of Huaian.

淮安市代市長蔡麗新於10月13日主持「中國淮安（香港）文化旅遊暨經貿推介會」，以推廣淮安的文化、旅遊、貿易和經濟。

Ma Zelin, Vice Chairman, China Council for the Promotion of International Trade Chengdu Sub-council, and Zheng Hou Jun, Deputy Mayor, Chongzhou Municipal People's Government, visited the Chamber on 10 October to promote Tianfu New District, a 1,578 sq km area currently under construction in the southern part of Chengdu. They explained that once completed, the district will serve as a new economic development zone for Chengdu and to provide more space to develop high tech industries. Petrina Tam, Vice Chairman of China Committee, and members greeted the delegation.

成都市貿促會副會長馬澤林及崇州市人民政府副市長鄭厚君於10月10日到訪本會，介紹天府新區的最新發展，由中國委員會副主席譚唐毓麗及委員接待。建設中的天府新區位於成都南部，面積達1,578平方公里，是成都的新經濟開發區，能夠為高科技產業提供更多發展空間。



G. Bin Zhao, Senior Economist, and Catherine Tsang, Tax Partner, from PwC China, spoke at the Chamber's roundtable luncheon on October 20 titled: "Opportunities for Hong Kong Arising from China's Greater Bay Area Plan." Zhao briefed members on the business opportunities and economic implications brought by relevant policies in the GBA, while Tsang discussed preferential tax policies in the Guangdong Pilot Free Trade Zone and effective taxation arrangements within the GBA.

普華永道中國資深經濟學家趙廣彬及稅務合夥人曾惠賢為本會10月20日的午餐會擔任演講嘉賓，主題為「粵港澳大灣區發展一機遇在香港」。趙廣彬向會員概述大灣區相關政策帶來的商機和經濟影響，曾惠賢則闡釋廣東自由貿易試驗區的優惠稅務政策和大灣區內的有效稅務安排。

Americas Committee 美洲委員會



Yobani Velázquez Quintero, the new Consul General of Colombia in Hong Kong, attended the Americas Committee Meeting on 24 October and updated members on economic development in Colombia, as well as the opportunities and potential difficulties members may face when doing business with the country.

哥倫比亞新任駐港總領事Yobani Velázquez Quintero出席總商會美洲委員會10月24日的會議，向委員講解哥倫比亞經濟的最新發展，以及會員於當地營商的潛在機遇和困難。

Jeff Nankivell, Consul General of Canada in Hong Kong, spoke at the Chamber's Country Briefing Series on 16 October why the North-American country is one of the best places on the planet for business. He explained that Canada has the most highly educated workforce in the world, offered a wide range of tax incentives for start-ups and was ranked the fourth best world centre for fintech, ahead of Hong Kong. Also speaking at the event, Tim Lehman, Regional Manager Hong Kong & North Asia of Hootsuite, shared how technology and mobile media were disrupting businesses, and even social media. He said that social media penetration in Hong Kong is an amazing 75% of the population, and more importantly active users are about 66%. Interestingly, there are 12.8 million active mobile subscriptions for a population of 7.37 million.

加拿大駐港總領事南杰瑞於總商會10月16日的國家簡介系列午餐會上，向會員講解加拿大這個北美國家被視為全球最佳營商地之一的原因。他表示，加拿大具備冠絕全球的高學歷勞動人口、為初創企業提供各種稅務優惠，而且是全球第四大金融科技中心，排名於香港之上。另一位講者Hootsuite香港及北亞分區經理Tim Lehman則分享科技和流動媒體如何顛覆企業和社交媒體的固有模式。他表示，香港的社交媒體滲透率佔高達75%人口，當中活躍用戶更達到約66%。值得注意的是，本港人口為737萬，卻擁有高達1,280萬流動數據服務用戶。



Thomas Wong, Chairman of the Americas Committee, signed a Memorandum of Understanding with The Greater Dallas Asian American Chamber Of Commerce (GDAACC). A delegation had called on HKGCC earlier this year to discuss cooperation. Urmil Shah, Chair, International Business Council, signed the MOU on behalf of GDAACC.

美洲委員會主席黃華樂與The Greater Dallas Asian American Chamber of Commerce (GDAACC) 簽署合作諒解備忘錄。GDAACC早前曾派團到訪總商會討論合作事宜。GDAACC國際商務委員會主席Urmil Shah代表該會簽署備忘錄。

Committee Chairmen 委員會主席



Facilitating U.S.-Hong Kong Trade 促進港美貿易

Troy Fuhrman, Senior Vice President and General Counsel of the Export-Import Bank of the United States (EXIM), visited the Chamber on 28 September where he was welcomed by Americas Committee Chairman Thomas Wong, Asia & Africa Committee Chairman Behzad Mirzaei and members. Fuhrman introduced EXIM and explained how its loan-guarantee and insurance services can benefit both U.S. exporters and Hong Kong businesses, SMEs and large corporations alike, looking to trade with the U.S..

美國進出口銀行（EXIM）高級副行長兼首席法律顧問Troy Fuhrman於9月28日到訪本會，由美洲委員會主席黃華樂、亞洲及非洲委員會主席苗澤文和委員接待。Fuhrman向眾人介紹EXIM，並講解其貸款擔保和保險服務可如何惠及美國出口商及尋求與美國建立貿易關係的香港企業、中小企和大型企業。

Asia & Africa Committee 亞洲及非洲委員會

Asia & Africa Committee Chairman Behzad Mirzaei met with Alanoud Hamad Al-Thani, Managing Director, and Ali Bin Mohamed, Vice President, for Business Development, Qatar Financial Centre (QFC), at the Consulate General of Qatar on 9 October. Both sides discussed the QFC's development plans and how Hong Kong companies could participate. The Chamber will organize a forum to help members understand more about the project. Details will be announced on the HKGCC App.

亞洲及非洲委員會主席苗澤文於10月9日在卡塔爾領事館與卡塔爾金融中心商業發展董事總經理Alanoud Hamad Al-Thani及副主席Ali Bin Mohamed會面，討論卡塔爾的發展計劃，以及香港企業如何參與其中。總商會將舉辦研討會，協助會員深入了解有關項目。詳情將透過總商會應用程式公布。



Americas Committee
美洲委員會
Mr Thomas Wa Sun Wong
黃華樂先生



Asia/Africa Committee
亞洲/非洲委員會
Mr Behzad Mirzaei
苗澤文先生



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

Asia & Africa Committee 亞洲及非洲委員會

Reinforcing Hong Kong-Japan Relations 鞏固港日關係

總商會及香港日本人商工會議所約30位領導於10月13日出席由總商會主席吳天海主持的聯席晚宴。三菱東京UFJ銀行執行要員、香港區區域主管及香港分行總經理大和健一與來賓分享日本的經濟前景，以及香港企業應留意的主要領域。日本貿易振興機構副所長橋本豐介紹日本的對內投資環境，日本領事館大使及總領事松田邦紀亦概述在港舉行的第二屆日本秋祭的連串活動。

About 30 senior members of HKGCC and Hong Kong Japanese Chamber of Commerce & Industry (HKJCCI) attended a joint dinner on 13 October hosted by Chamber Chairman Stephen Ng. Kenichi Yamato, Executive Officer, Regional Head for Hong Kong, General Manager of Hong Kong Branch, the Bank of Tokyo-Mitsubishi UFJ, Ltd., shared with guests Japan's economic outlook and key areas that Hong Kong companies should be looking at. Yutaka Hashimoto, Deputy Director General, JETRO Hong Kong, introduced Japan's inbound investment



environment, while Kuninori Matsuda, Ambassador and Consul General, Consulate-General of Japan, updated members on events planned for the second Japan Autumn Festival in Hong Kong.



Officials from the Consulate General of Angola: Vice Consul Guilherme Paulo; and Attaché Alfredo Oliveira, Sebastiao Antonio, and Antonio Camenha, updated members at the Asia & Africa Committee's meeting on 20 September about developments in Angola and the new government's efforts to diversify the economy away from oil and diamonds.

安哥拉領事館多位官員，包括副領事Guilherme Paulo及隨員Alfredo Oliveira、Sebastiao Antonio及Antonio Camenha，出席亞洲及非洲委員會9月20日的會議，向委員介紹安哥拉的最新發展，並解釋新政府尋求經濟多元化，以減少對石油和鑽石的依賴。

Cupertino Gourgel, Consul General of Angola, met with the Chamber's Director of PR & Programs Malcolm Ainsworth on 13 October to discuss organizing a networking forum for a delegation of Angolan entrepreneurs planning to visit Hong Kong on 23 October. Both sides also discussed ways to help further strengthen relations between HKGCC members and Angolan businesses.

安哥拉總領事Cupertino Gourgel於10月13日與總商會公共關係及項目總監麥爾康會面，討論於10月23日為計劃訪港的安哥拉企業家代表團舉辦聯誼論壇，並探討如何進一步加強總商會會員與安哥拉企業的關係。

Angolan and Hong Kong Entrepreneurs Meeting 安哥拉與港企會面交流

Over 30 high-level delegates from Angola visited the Chamber on 23 October, where they were received by the Asia & Africa Committee Chairman Behzad Mirzaei, Vice Chairman Nigel Collett, HKGCC members and officials from the Consulate General of Angola. Francisco Viana, Chairman of the Confederation of Angola Business Associations, stressed that Angolan enterprises are looking for collaboration with Hong Kong businesses in a wide range of sectors. Delegation leader Adérito Areias introduced delegates and briefed the audience on the business opportunities in various sectors of the Angola. Following the meeting, delegates and members enjoyed a very productive networking session.

來自安哥拉的30多人高層代表團於10月23日到訪總商會，由亞洲及非洲委員會主席苗澤文、副主席Nigel Collett、總商會會員及安哥拉總領事館的多位官員接待。安哥拉企業家聯合會主席王希國強調，安哥拉企業正尋求與

香港各行各業合作。代表團團長Adérito Areias介紹一眾團員，並概述安哥拉不同行業的商機。會後，代表團與會員一起聯誼交流。



Committee Chairmen 委員會主席

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

Tony Chan, Associate Director, Policy and Development Division, Insurance Authority, updated members attending the FinTech Working Group Meeting on 9 October on the authority's fintech initiatives and how Hong Kong could embrace insurtech.

保險業監管局政策及發展副總監陳慎雄於10月9日向出席金融科技工作小組會議的會員介紹該局的金融科技措施，以及香港如何發展保險科技。



Connie Ma, Director, Corporate Strategy & Solutions, Asia Pacific, SWIFT, spoke at the Chamber's roundtable luncheon on 12 October about SWIFT's newly launched global payment innovation (GPI) and the application of distributed ledger technology (DLT). She also updated members on DLT's role in cross-border payments and how GPI would become a new international standard for cross-border payments.

SWIFT企業方案部總監馬麗娟於總商會10月12日的午餐會上，講解SWIFT最新推出的全球支付創新（GPI）系統及分布式分類帳技術（DLT）的應用。她亦為會員介紹DLT在跨境支付方面的角色，以及GPI如何成為跨境支付的新國際標準。



Europe Committee 歐洲委員會

EU Economic Outlook 歐洲經濟展望

The European Union's economy is starting to gain traction, driven by high consumer confidence and falling unemployment. Alessandro Paolicchi, Head of Trade section, EU office of Hong Kong and Macao, briefed members at the Chamber's roundtable luncheon on 10 October and introduced the European Investment Project Portal, which allows members to reach out to potential investors. Also speaking at the event, Davide de Rosa, Partner of Gianni Origoni Grippio Cappelli & Partners, said Mainland China businesses are increasingly interested in southern Europe, as they look for technology, knowledge, and specialization to grow their businesses.



隨著消費者信心上漲，失業率下降，歐盟經濟開始重拾動力。歐盟駐港澳辦事處貿易部主管Alessandro Paolicchi出席總商會10月10日的午餐會，向會員介紹「歐洲投資項目門戶」（European Investment Project Portal），該網站為會員提供平台，以接觸潛在投資者。另一位講者Gianni Origoni Grippio Cappelli & Partners合夥人Davide de Rosa表示，中國內地企業有意打入歐洲南部市場，尋求該區的技術、知識和專長，以拓展業務。

German Consulate General Hong Kong organized a cocktail reception on 9 October to celebrate the Day of Germany Unity. Jasmine Kwong, Assistant Manager for PR & Programs, and Secretariat for the Europe Committee, attended the reception.

德國駐香港總領事館於10月9日舉行酒會，慶祝德國統一。本會公共關係及項目副經理兼歐洲委員會秘書鄭敏慧出席活動。

The Consulate General of Spain in Hong Kong organized a cocktail reception on 10 Oct to celebrate the National Day of Spain. Jasmine Kwong, Assistant Manager for PR & Programs, and Secretariat for the Europe Committee, attended the reception.

西班牙駐香港總領事館於10月10日舉行酒會，慶祝西班牙國慶日。本會公共關係及項目副經理兼歐洲委員會秘書鄭敏慧出席活動。

Legal Committee 法律委員會

Ms Fiona Loughrey
羅嘉莉女士



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

Mr John Anthony Miller
苗學禮先生



Small & Medium Enterprises Committee 中小型企業委員會

Mr Roy Ng
伍俊達先生



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 Eric Fok
霍啟山先生



Meet the Ministers 司局長全接觸

With the Chief Executive's Policy Address on 11 October fresh in people's minds, discussions at the Chamber's Town Hall Forum Series in October were lively and productive. Three secretaries met with members in seven days to share how their respective bureaux would implement the plans laid out in the Policy Address. The Chamber regularly holds these forums with senior government officials, which are off the record to encourage a free-flowing exchange of views. Full details about upcoming forums can be found on the HKGCC App, or on our website.

隨著行政長官的《施政報告》於10月11日出爐，總商會10月份的「議事論壇」系列進行了連場熱烈而充實的討論。在短短七天內，已有三位司局長蒞臨本會，與會員分享他們領導的部門將如何推行《施政報告》所列的計劃。總商會定期邀請政府高官出席這些論壇，為鼓勵會員暢所欲言，活動僅供會員參加，不設傳媒採訪。有關未來活動的詳情，請登入總商會流動應用程式或網站瀏覽。

Matthew Cheung Kin-chung, who took up the role of Chief Secretary for Administration in January 2017, met with members on 23 October. He covered a wide range of topics, from the Government's plans to better engage with youths to social issues and the MPF offsetting mechanism.

張建宗於2017年1月接任政務司司長。他於10月23日與會員會面，討論廣泛議題，包括政府計劃加強與青年人就社會議題進行溝通，以及強積金對沖機制。



Secretary for Constitutional and Mainland Affairs Patrick Nip has a very wide portfolio, including co-ordinating the Government's efforts in taking forward the development of the Guangdong-Hong Kong-Macao Bay Area. At the 27 October forum, he spoke on how Hong Kong, Macao and the cities in Guangdong should collaborate facilitate people, goods, capital and information flows to benefit cities involved in the GBA, among other topics.



政制及內地事務局局長聶德權的職責廣泛，包括協調政府推動粵港澳大灣區發展的工作。在10月27日的論壇上，他探討香港、澳門和廣東省城市應如何合作，以促進人口、貨物、資金和資訊的流通，從而惠及大灣區內的城市，並討論其他議題。

Secretary for Commerce and Economic Development Edward Yau Tang-wah spoke at our 30 October forum. As Yau was very involved in bringing negotiations for the HK-ASEAN free trade agreement to a successful conclusion, members were eager to hear how Hong Kong companies will be able to benefit from the agreement.

商務及經濟發展局局長邱騰華出席10月30日的論壇。邱局長積極參與香港與東盟自由貿易協定的談判，使其得以圓滿結束，會員都渴望了解香港企業如何能受惠於該項協定。



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

Joseph Law, Senior Director – Planning & Development of CLP Power Hong Kong Limited, spoke at the Environment & Sustainability Committee's meeting on 29 September about the New Scheme of Control Agreements. Members at the meeting also discussed the Government's legislative proposal on the ivory trade ban.

中華電力策劃及發展高級總監羅嘉進出席委員會9月29日的會議，闡述新《管制計劃協議》。會上，委員亦討論政府禁止象牙貿易的立法建議。

Industry & Technology Committee 工業及科技委員會

Bryan Peng, Assistant Director of Manufacturing & Service Branch, Hong Kong Quality Assurance Agency (HKQAA), introduced HKQAA's full spectrum of conformity assessment services and new initiatives at the Industry & Technology Committee meeting held on 25 October. After the meeting, committee Chairman Emil Yu invited members to join him for a casual dinner in appreciation of their support.

香港品質保證局製造及服務業務助理總監彭文俊出席委員會10月25日的會議，介紹該局全方位的合格評定服務和新計劃。會後，委員會主席于健安宴請一眾委員晚膳，答謝他們的支持。

Real Estate & Infrastructure Committee

Chamber committee leaders visited the Hong Kong Section of the Guangzhou-Shenzhen-Hong Kong Express Rail Link on 6 October to preview the trains and stabling sidings at Shek Kong.

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



Matt Matthews, the U.S. Ambassador for Asia-Pacific Economic Cooperation (APEC), visited the Chamber on 6 October, and was welcomed by Leland Sun, Chamber Vice Chairman, Dr Mark Michelson, Chairman of the HKCSI-Executive Committee and Chamber members. He briefed members on ongoing APEC initiatives and reiterated the U.S.'s intention to continue participating in trade negotiations.

亞太經濟合作組織美國大使Matt Matthews於10月6日到訪本會，由總商會副主席孫立勳、香港服務業聯盟—執行委員會主席麥高誠博士及多位會員接待。他向會員概述亞太經合組織的持續措施，並重申美國有意繼續參與貿易談判。

工業貿易署（工貿署）助理署長（內地部）陳慧敏出席香港服務業聯盟—執行委員會10月13日的會議，向與會者簡述在CEPA框架下最近簽署的《投資協議》及《經濟技術合作協議》。另外，工貿署助理署長（多邊貿易部）李芷彤亦講解世貿組織和服務貿易協定談判的最新進展。



Jenny Chan, Assistant Director-General (Mainland) of the Trade and Industry Department (TID), briefed members attending HKCSI-Executive Committee's meeting on 13 October about the Investment Agreement and Agreement on Economic and Technical Cooperation recently signed under the CEPA framework. Separately, Jenny Lee, Assistant Director-General (Multilateral Trade) of the TID, provided an update on WTO and TiSA negotiations.

HKCSI-Executive Committee member David Dodwell attended the Asia-Pacific Services Coalition Annual Meeting in Kuala Lumpur on 2-3 October. He participated in a panel discussion on the need to develop an online dispute resolution platform for the region.

香港服務業聯盟—執行委員會委員杜大偉於10月2至3日赴吉隆坡出席亞太服務聯盟的周年大會，並參與小組討論，探討在區內開發網上爭議調解平台的需要。

Retail & Tourism Committee 零售及旅遊委員會

2017 Global Tourism Economy Forum (GTEF) took place in Macao from 16 to 17 October under the theme "Regional Collaboration Towards a Better Future." Retail & Tourism Committee Vice Chairman Joseph Leung, and Secretary Judy Yiu attended the forum.

Frank Lee, Chairman of the Retail & Tourism Committee, attended the opening ceremony of the CCB (Asia) Hong Kong Wine & Dine Festival on 26 October and enjoyed the views and wine with Paul Chan, Financial Secretary of HKSAR Government, and Peter Lam, Chairman of Hong Kong Tourism Board, at the Central harbourfront.

「2017世界旅遊經濟論壇」於10月16至17日假澳門舉行，主題為「迎接區域合作，攜手共創增長」。零售及旅遊委員會副主席梁啟誠及秘書姚雅兒出席論壇。

零售及旅遊委員會主席李敬天於10月26日出席「建行（亞洲）香港美酒佳餚巡禮」的開幕禮，與香港特區政府財政司司長陳茂波及香港旅遊發展局主席林建岳於中環海濱一邊欣賞美景，一邊品嚐佳釀。

地產及基建委員會

總商會各委員會領導於10月6日參觀廣深港高速鐵路香港段，前往石崗的列車停放處率先一睹高鐵列車。



The Power to Heal

Our bodies have the innate response to heal and defend when injured or invaded by diseases. Can we fully utilize the inherent power to accelerate the recovery process and even cure patients of deadly diseases?

Dr Andy McMahon, Provost Professor of Stem Cell Biology and Regenerative Medicine and Biological Sciences at the University of Southern California (USC), spoke to members at the Chamber's roundtable luncheon about the latest scientific developments of regenerative medicine happening at USC, as well as the trends and opportunities of this new therapeutic application in the blooming market.

"Regenerative medicine uses a range of different stem cells to restore damaged tissues and organs," said Dr McMahon. "Cell treatment is therefore a more promising therapy for various injuries and diseases, ranging from blindness and organ failure to cancers and HIV/AIDS."

Harnessing the stem cells research, scientists are getting closer to discovering the origins of birth defects and childhood cancers, investigating how the human body repairs tissues and modeling the progression of challenging diseases. While most current treatments simply delay disease progression and relieve or prevent symptoms, regenerative medicine is a potential cure for currently untreatable injuries and diseases, such as cancers, neurological disorders, kidney, heart and liver failures, arthritis and other chronic illnesses, through changing the mechanisms behind certain diseases and altering their progress. This groundbreaking research is bringing the world a new design of treatments and medicines that will impact the future of healthcare.

治療的力量

當我們受傷或生病，人體會自動治癒和抵抗疾病。那麼我們能否充分利用人體的內在機制，加快復原過程，甚至治療可致命的疾病？

南加州大學幹細胞生物學和再生醫學與生物科學副校長教授Andy McMahon出席總商會午餐會時，向會員講解該院校在再生醫學領域的最新科研發展，以及這種嶄新治療技術在蓬勃的醫學市場的趨勢和機遇。

McMahon教授指出：「再生醫學利用不同種類的幹細胞修復受損的組織和器官，因此細胞療法未來治療各種傷患和疾病，如失明、器官衰竭、癌症和愛滋病的良方。」

利用幹細胞醫學技術，研究員和科學家得以對先天缺陷和兒童癌症的起因、人體如何修復組織及模擬疾病進程，有更全面的掌握。現時，大部分的療法只能延緩疾病進程、舒緩或預防症狀，再生醫學則透過改變某些疾病的機制和進程，有望治療現時暫無療法的傷患和疾病，例如癌症、神經障礙、腎臟、心臟和肝臟衰竭、關節炎和其他長期疾病。再生醫學研究開創先河，為全球的治療和藥物學揭開新一頁，勢將為未來的醫療保健業帶來影響。



SME Committee 中小型企業委員會



PMQ, formerly the Police Married Quarters, was built in 1951, and after it was vacated in 2010, it was revitalized into a local creative industry centre. Currently, PMQ is home to more than 100 local young entrepreneurs devoted to creative industries. The SME Committee organized a visit to PMQ on 13 October for members to learn about the development of the local creative industries as well as experience PMQ's history through to modern times via a heritage guided tour.

PMQ元創方的前身為於1951年建成的已婚警察宿舍，該歷史建築於2010年騰空後，被活化為本地創意產業中心。現時，PMQ元創方有超過100位本地青年企業家進駐，致力於創意產業。中小型企業委員會於10月13日率團參觀PMQ元創方，讓會員了解本地創意產業的發展，並透過歷史導賞團，體驗該古蹟的歷史。

Young Executives Club 卓青社



The Chamber Young Executives Club and the Youth Committee of the Hong Kong China Enterprises Association jointly held a cocktail event at BMW's Wanchai showroom on 12 October. YEC Chairman Eric Fok and HKCEA Youth Committee Chief Arthur Lee, together with over 80 members from both associations attended the event, where they were introduced to the luxurious BMW 7-series, Bowers and Wilkins audio systems, and fine German wines.

總商會卓青社及香港中國企業協會青年委員會於10月12日假灣仔BMW陳列室合辦酒會。卓青社主席霍啟山、中國企業協會青年委員會主任李健聯同兩個組織合共超過80名會員出席是次活動，一邊欣賞豪華的BMW 7 Series和Bowers & Wilkins音響設備，一邊品嚐優質的德國葡萄酒。

YEC members delivered supplies to support the Chamber's OXFAM Trailwalker Team's practice run on 1 October, starting from Sai Kung in the morning, to Shatin and then Tsuen Wan in the evening. The team will train intensively in October and November to ensure they achieve their best possible result on race day on 17 November. If you wish to make a donation in support of the Chamber's Oxfam Trailwalker team, please visit: www.chamber.org.hk/trailwalker/

卓青社會員於10月1日為總商會樂施毅行者隊伍送上物資，以表支持。隊伍當日早上開始進行訓練，從西貢出發，途經沙田，於傍晚抵達荃灣。隊員將於10月和11月進行密集式訓練，確保他們在11月17日比賽當天發揮最佳的表現。如欲捐款支持總商會樂施毅行者隊伍，請瀏覽：www.chamber.org.hk/trailwalker/



Ten members from the Chamber Young Executives Club Football team attended a training session on 29 September with the Ronaldo Football Academy Hong Kong's head coach to prepare for the upcoming football tournament in November.

卓青社足球隊10名隊員與香港朗拿度足球學院的主教練於9月29日進行訓練活動，為即將於11月舉行的足球賽做足準備。

The YEC Tennis Team played on 25 September at the Dynasty Club in preparation for the upcoming joint association tournament on 11 November. The team organizes monthly practices sessions to help members improve their skills.

卓青社網球隊於9月25日假皇朝會進行訓練，為將於11月11日舉行的聯賽做好準備。隊伍每月均安排訓練活動，協助隊員提升球技。

Women Executives Club 卓妍社

WEC's leadership held a second round of meetings with the French Chamber on 6 October to discuss a joint event in March next year under the HeforShe UN Women Solidarity Movement for Gender Equality.

卓妍社領導層於10月6日與法國商會召開第二輪會議，討論明年3月合辦活動，響應聯合國推動性別平等的婦女團結運動「他為她」項目。

Talent Development 人才發展

Pierre Folk and Justine Laprun, consultants in financial services from Sia Partners, spoke to a full-house at the Chamber's seminar on 11 October about European General Data Protection Regulations (GDPR), which will come into force in May 2018. They highlighted the implications of GDPR on businesses in Asia and how companies should prepare for the new regulation.

Sia Partners金融服務顧問Pierre Folk及Justine Laprun出席本會10月11日的研討會，講解將於2018年5月生效的《歐盟一般數據保護條例》，並剖析其對亞洲企業的影響，以及企業應如何做好準備。





Consuls General Cocktail Reception

The Chamber's Asia & Africa Committee hosted a cocktail reception on 27 September for 24 Consuls General and country representatives from the Asia-Pacific, African and Middle Eastern regions. Over 100 members enjoyed a productive evening networking and learning about new developments in these booming markets. Asia & Africa Committee Chairman Behzad Mirzaei welcomed all the members and guests, while Chamber Chairman Stephen Ng thanked everyone for participating in the event and toasted to strengthening connections and business between Hong Kong and the regions.





總領事酒會

總 商會亞洲及非洲委員會於9月27日舉行酒會，款待來自亞太、非洲及中東地區的24位總領事和國家代表。逾100名會員共度充實的晚上，一邊歡聚交流，一邊了解這些發展蓬勃的市場之最新發展。亞洲及非洲委員會主席苗澤文歡迎一眾會員和來賓，總商會主席吳天海亦感謝所有出席者，並舉杯祝酒，祈願香港與這些地區之間的聯繫和業務能更進一步。✿



Time Travellers 穿梭百年時空

Chamber members stepped back in time during an
exclusive walking tour of Old Town Central

舊城中環導賞團帶領會員回到過去

Chamber members visited 1950s, and even travelled back to as early as 1850s Hong Kong to rediscover local history, arts, food and unique culture in Old Town Central on 29 September 2017.

The Retail & Tourism Committee and the Hong Kong Tourism Board (HKTb) jointly organised this exclusive tour. Frank Lee, Chairman of the Retail & Tourism Committee, and Vice Chairman Joseph Leung, HKTb's Deputy Executive Director Becky Ip, led the tour which began at a store called Chu Wing Kee, which first opened in 1959. It stocks a multitude of goods, many of which hark back to a bygone era, even if they were modern imitations of the originals. Owner Perry Chu Yiu-cheong, who inherited the business from his street hawker father, introduced traditional hot-selling items of the day. Some members got quite nostalgic as they recalled using similar household goods when they were children.

The group then travelled further back in time to 1856 to visit Kwong Fook I Tsz, a smoky, red, iron-clad temple. Built in 1856, this was an ancestral temple for migrant families, and a refuge for the ill. For immigrant workers who passed away, and hadn't made provisions for their funeral, they were remembered in memorial tablets at the temple.

On a more cheerful note, members cooled off with some hand-crafted beers and cocktail ice-lollies at the cosy

store, Craftissimo. The shop was rated as the 'Top destination for craft beer in Hong Kong' and it serves over 280 types of beers from breweries around the world.

Yam Wai-sang, owner of Kwong Wah Printing Company, one of the few remaining letterpress companies in Hong Kong, shared with members his story of his businesses, which mirrored the changing times that Hong Kong has seen. The company specialises in letterpress printing – a traditional technique of relief printing. The letterpress uses small lead rods, each with a raised letter or character on the end, which were arranged in a frame by hand, locked in place, daubed with ink and pressed onto paper. Each member had their names printed on a traditional Chinese notebook as the souvenir.

Select 18 – Vintage Shop located behind PMQ, is nostalgia on steroids. The shop has a carefully curated collection of treasure, ranging from vintage spectacles, bags and hats to old radios and vinyl records, which have been amassed by owner Mido. Some members were amazed that he has been collecting Scandinavian furniture and eyewear since he was young. ✿

More information about the Old Town Central Tour:



總

商會於9月29日舉辦舊城中環導賞團，帶領會員一探1950年代，甚或早至1850年代的香港，重新發掘本土歷史、藝術、美食和獨有文化。

零售及旅遊委員會和香港旅遊發展局（旅發局）合辦此次導賞團。在本會零售及旅遊委員會主席李敬天及副主席梁啟誠，以及旅發局副總幹事葉貞德率領下，導賞團首先到訪朱榮記。該雜貨店於1959年開業，貨品種類包羅萬有。儘管當中有不少都是依照原型製成的仿製品，但仍足以令人勾起舊日回憶。朱耀昌子承父業（父親舊時為街頭小販），接手朱榮記多年。他向會員介紹當日熱賣的懷舊貨品。部分會員憶起小時候曾用類似的家品，不禁泛起昔日的情懷。

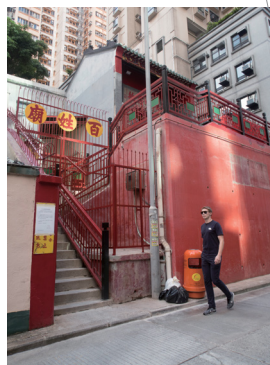
導賞團隨後參觀廣福義祠。該祠廟建於1856年，以鐵皮作外圍、紅色為主色調，用以供奉遠道來港謀生而客死異鄉的華人靈位，因此常常香火鼎盛。

其後，會員稍事輕鬆，來到Craftissimo品嚐手工啤酒和雞尾酒。該店環境舒適，提供來自全球各地釀酒廠釀製的超過280款啤酒，被譽為「香港必到手工啤酒聖地」。

光華印務公司是本港碩果僅存的活字印刷公司。老闆任偉生向會員分享其創業經過，見證香港所經歷的時代變遷。該公司專門提供活字印刷服務——傳統浮雕印刷工藝之一。活字印刷的過程會用上小鉛版，每一個小鉛版都鑄上一個凸字，由人手把鉛字粒依次排好，放在木托中，再將字粒逐一上色，然後印刷於紙上。會員各自獲得一本印有自己名字的中式傳統筆記本，以作紀念。

Select 18鄰近PMQ元創坊，是一家以懷舊復古為主題的古玩店。店中陳設由店主Mido收集的各種珍藏，由復古眼鏡、手袋、帽，以至舊式收音機和黑膠唱片，都排列得井然有序。會員對Mido從小便收集北歐家具和眼鏡，無不感到驚奇。

舊城中環導賞團的有關詳情：



The Future of Cross-border Payments

跨境支付前景

Finding a way to keep track of cross-border payments, transactions charges and other bank fees have always been high on corporations wish lists. A recent survey conducted by SWIFT and EuroFinance found that 64% treasurers hoped for a real-time payment tracking service that provided greater transparency in cross-border transactions.

Their wishes are set to become reality, as SWIFT has recently launched the Global Payment Innovation (gpi) service, a unique end-to-end transaction service. Banks can generate and assign real-time tracking of cross-border payments. Companies can enjoy faster turnaround time for their cross-border payments as banks using SWIFT gpi will be governed by enhanced service-level agreements, among others, requiring them to process and complete the transactions within the same day if they are operating in the same time zone.

Currently, over 110 leading global transaction banks from Europe, Asia Pacific, Africa and the Americas have already signed up to the gpi and we expect more to come. Thousands of cross-border payments are being sent using this new standard, which should benefit GPI banks and the corporate clients they serve," said Connie Ma, Director, Corporate Strategy & Solutions, Asia Pacific, SWIFT, at the Chamber's roundtable luncheon on 12 October.

The first phase of SWIFT gpi focuses on business-to-business payments, which helps companies grow their international business, improve supplier relationships, and achieve greater treasury efficiencies.



The service allows banks to offer enhanced payment services that provide faster, same day use of funds, transparency of fees, end-to-end payments tracking, and remittance information transferred unaltered.

Phase two of the project, which will be launched before the end of 2017, will support transmission of remittance information and uploading of invoices and compliance documents. Users will be able to stop a payment no matter where it is in the corresponding banking chain, which will be useful for erroneous payments, human error or fraud. Companies will be able to use an international payment assistant to further increase the straight-through-processing rate of cross-border payments, at origination.

SWIFT is also exploring the use of distributed ledger technology (DLT) in Phase 3 of the project to help banks reconcile Nostro accounts more efficiently in real time, while lowering costs and operational risks, added Ma. 🌸



業一直想方設法追蹤跨境支付的進度、交易手續費及其他銀行費用。SWIFT和EuroFinance近日進行的調查顯示，64%的財務專員希望市場可提供實時支付追蹤服務，以提高跨境交易的透明度。

隨著SWIFT於近日推出「全球支付創新」(gpi)服務，財務專員的願望有望成真。該服務為獨有的端對端交易服務，銀行可啟動跨境支付的實時追蹤。使用SWIFT gpi服務的銀行將要遵守服務層面的協議，例如銀行與企業位處同一時區的話，則銀行須於企業付款當日處理及完成交易，以便企業縮短跨境支付的周轉時間。

SWIFT企業方案總監馬麗娟於總商會10月12日的午餐會上表示：「現時，來自歐洲、亞太區、非洲和美洲超過110家領先的環球交易銀行已簽署gpi協議，我們預期未來將陸續有更多銀行加入。透過gpi這個新標準進行的跨境支付已有上千宗，相信可惠及GPI銀行及其企業客戶。」

SWIFT gpi項目的第一階段為B2B支付，有助企業拓展國際業務、改善供應商關係及提高資金管理效率。透過該服務，銀行可提供進階支付服務，包括同日使用資金、查詢交易費用、端對端支付追蹤，以及完整傳送匯款訊息。

第二階段服務將於2017年年底前推出，銀行將可傳送匯款訊息和上載收據及合規文件。用戶經gpi銀行進行跨境支付時，將可隨時提出終止支付，以減少錯誤付款、人為錯誤或詐騙的情況。企業進行跨境支付時，將可使用「國際支付助手」，以進一步提高跨境支付的直通式處理效率。

馬麗娟補充：「至於gpi項目的第三階段，SWIFT正探索分布式分類帳技術（DLT）的應用，幫助銀行實時調整Nostro帳戶，以提高效率，同時降低成本和操作風險。」 🌸

The future of cross-border payments 跨境支付前景

SWIFT gpi dramatically improves the customer experience in cross-border payments by increasing the speed, transparency and end-to-end tracking of cross-border payments. For more details visit www.swift.com

SWIFT的gpi系統透過提高跨境支付的效率、透明度及端對端追蹤，大大改善客戶的跨境支付體驗。詳情請瀏覽 www.swift.com

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Culture and Fun at PMQ 元創方文化趣味之旅

PMQ, formerly the Police Married Quarters, was built in 1951, and after it was vacated in 2010, it was revitalized into a local creative industry centre. Currently, PMQ is home to more than 100 local young entrepreneurs devoted to creative industries. The SME Committee organized a visit to PMQ on 13 October for members to learn about the development of the local creative industries as well as experience PMQ's history through to modern times via a heritage guided tour.✿

PMQ元創方的前身為於1951年建成的已婚警察宿舍，該歷史建築於2010年騰空後，被活化為本地創意產業中心。現時，PMQ元創方進駐超過100位本地青年企業家，致力於創意產業。中小型企業委員會於10月13日率團參觀PMQ元創方，讓會員了解本地創意產業的發展，並透過歷史導賞團，體驗該古蹟的歷史。✿







Cocktail Evening @BMW 7 Series Studio

The Chamber Young Executives Club (YEC) and the Youth Committee of the Hong Kong China Enterprises

Association (HKCEA) jointly held a cocktail event at the BMW Wanchai show- room on 12 October. Over

100 people from both associations attended the event, eager to learn more about the BMW 7 Series.

YEC Chairman Eric Fok, and HKCEA Youth Committee Chief Arthur Lee, kicked off the event with a brief introduction to their respective organizations, after which BMW Product Genius gave members


a short presentation on the features of the brand new BMW 7 Series. After the presentation, members strolled around different stations set up to promote German wine, Bowers and Wilkins audio systems, and enjoy canap. To cap off the event, each guest received a leather souvenir from BMW, with some having their names handwritten on the souvenir by a Western calligrapher. ✿





雞尾酒會@BMW 7 Series Studio

總 商會卓青社與香港中國企業協會青年委員會於10月12日假BMW灣仔陳列室合辦雞尾酒會。兩會合共超過100人出席活動，了解BMW 7 Series的詳情。

卓青社主席霍啟山及中國企業協會青年委員會主任李健首先簡介各自所屬機構，隨後BMW產品專員向會員講解全新BMW 7 Series的性能。其後，會員走訪不同攤位，品嚐德國葡萄酒、了解Bowers & Wilkins音響設備，並享用茶點。各出席嘉賓均獲BMW送上皮革製紀念品，部分更由在場的西洋書法家親筆提名。



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21 Nov

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What's On Listings

(Our events in November)

NOVEMBER

02

WEC Cross Generation Sharing Happy Hour

03

Media Training Workshop 1: How to Win Good Publicity

Media Training Workshop 2 : Art of What To Say & How To Say It

06

Europe Committee Meeting

Country Briefing Series: Tradition, Innovation, and Contradiction: Switzerland

07

Training: Lawful Wages Calculation for HK Employees

Europe Committee Networking Cocktail Reception

08

Workshop: 1-Minute Networking

Roundtable: The 19th CCP Congress China's Economic Development Progress and Direction

Seminar: The Roadmap: How Asian Companies Can Become Employers of Choice in Countries throughout the World

09

Roundtable GBA: Infrastructure Development, City Clustering and Economic Upgrading (tbc)

Seminar: Crisis Management for Corporate C-Suite Executives

10

Roundtable: Youth Rising - Key Strategies to Engage with Future Consumer Generations

11

YEC: CMA 2017 廠商會工商體育邀請賽

14

Workshop: Becoming an Engaged Leader

Training: Managing Issues on Employees' Sickness, Disability and Personal Data Privacy

Visit to the Hong Kong International Airport

15

Seminar: Tax Policy and Controversy Workshop 1: Introduction of Tax Field Audit and Investigation in Hong Kong

Training: Coaching for Performance and Potential



27 Nov
Townhall Forum
with Joseph Yam



29 Nov
Free Ride Day



7 Dec
Christmas
Cocktail
Reception



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



NOVEMBER

Nov

16

Investment Committee Meeting

17

YEC Team in Oxfam Trailwalker

Roundtable: Guangdong-Hong Kong-Macao
Greater Bay Area: Outlook of Commercial Real
Estate Opportunities in the Retail Sector

Seminar: How Companies Can Establish a
Resilient Culture to Drive Performance &
Innovation

20

FRD Press Conference

21

Visit to HIT

22

Seminar: Tax Policy and Controversy Workshop 2:
Understanding the IRD Tax Audit Approaches

Network & Learn: An Overview of the
Transformation of The Murray

23

Economic Policy Committee Meeting

Country Briefing Series: Bahrain - One of the
Middle East's Best Kept Secrets

Workshop: Influencing without Authority

24

Economic Policy Committee R/T: Hong Kong's
Competitive Positioning

27

YEC Networking Luncheon with Joseph Chan

Townhall Forum with Joseph Yam

28

Roundtable: An update on the Mainland
Company Law and how can Hong Kong
business deal with it

New Members Welcoming Reception

29

Free Ride Day

Seminar: Tax Policy and Controversy Workshop
3: Tax Audit Settlements and Negotiation
Strategy

WEC: Thai Cooking & Dining Workshop

FREE RIDE DAY IS COMING
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Establishing a Resilient Culture in Complex and Unpredictable Environment

在複雜和不可預測的環境中建立抗逆文化

This seminar covers:

- how emotional stress affects work performance and innovation
- Hong Kong's EQ Data Analysis: Strengths and weaknesses of local leaders, especially in stress management
- Case studies and insights to improve EQ and resilience for leaders and organizations

是次研討會的內容涵蓋：

- 情緒壓力如何影響工作表現和創新能力
- 香港的情商數據分析：本地領袖的情商優點，尤其在壓力管理方面
- 透過案例及經驗分享，提高領袖和機構中的情商和抗逆能力

Trainer : Catherine Wong and Kenneth Cheung, Leadership Consultants, Chorev Consulting International Ltd

導師 : 黃國恩 張嘉祺
高宏國際顧問有限公司領導力顧問

Date : 16 November 2017

日期 : 2017年11月16日

Time : 2:00 p.m. — 4:30 p.m.

時間 : 下午2時至4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 : Cantonese

語言 : 廣東話

Fees : Member \$330 / Non-member \$700 (includes coffee/tea refreshments)

費用 : 會員 \$330 / 非會員 \$700 (包茶點)



Catherine Wong and Kenneth Cheung, Leadership Consultants, Chorev Consulting International Ltd
黃國恩 張嘉祺
高宏國際顧問有限公司領導力顧問

Influencing Without Authority 非權力式影響力

Politicians, business directors, advertising executives, or football managers all know what it takes to persuade others to support them and to adopt their ideas.

This workshop will include:

- Accelerating the process of developing trusted relationships
- Understanding the power of social influence – and how to use it

無論是政治家、業務總監、廣告主管還是足球經理，他們都懂得如何說服別人支持和採納他們的想法。

本工作坊將涵蓋：

- 加快建立信任關係的過程
- 了解社會影響的力量及如何加以運用

Trainer : Mark Loasby, Managing Director of Connect Communication Mark Loasby, Connect Communication

導師 : Mark Loasby, Connect Communication 董事總經理

Date : 23 November 2017

日期 : 2017年11月23日

Time : 2:00 p.m. — 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 : English

語言 : 英語

Fees : Member \$880 / Non-member \$1080 (includes coffee/tea refreshments)

費用 : 會員 \$880 / 非會員 \$1080 (包茶點)



Mark Loasby, Managing Director of Connect Communication Mark Loasby, Connect Communication
Mark Loasby, Connect Communication 董事總經理

Handling International Transport and Logistics Operations

國際運輸及物流營運小貼士

Practical case scenarios will answer the questions that exporters and importers may face when dealing with business international trade. Participants will have a better understanding of how international trade operates, some common logistics problems encountered, and ways to tackle them.

本工作坊將透過實際的個案分析，解答進出口商處理國際貿易時所面對的問題。參加者將可深入了解國際貿易運作、常見的物流問題及處理方法。

Trainer : Ir. Dr. Irene Poon, DBA, MBus, CMILT, MHKIE, FMSTLA

導師 : 潘慧娟博士 DBA, MBus, CMILT, MHKIE, FMSTLA

Date : 6 December 2017

日期 : 2017年12月6日

Time : 2:30 p.m. — 5:30 p.m.

時間 : 下午2時30分至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 : Cantonese

語言 : 廣東話

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

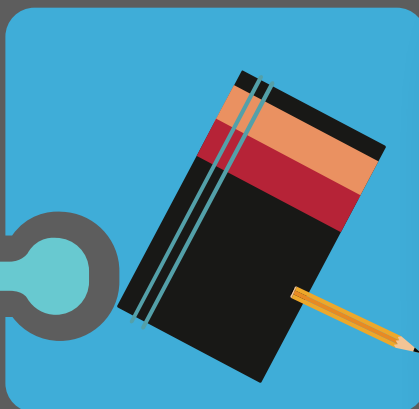
費用 : 會員 \$780 / 非會員 \$980 (包茶點)



Ir. Dr. Irene Poon, DBA, MBus, CMILT, MHKIE, FMSTLA
潘慧娟博士 DBA, MBus, CMILT, MHKIE, FMSTLA

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