

INSIDE THIS  
ISSUE  
今期內容

NEW FDI RULES  
FOR E.U.  
歐盟外資新規定

November 2020

SERVING HONG KONG'S  
SILVER GENERATION  
服務香港銀髮世代

MENTAL HEALTH  
AMID COVID  
疫情下精神健康

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商月刊

SHENZHEN  
CELEBRATES  
40 YEARS

深圳慶祝  
建區40載

HK\$30 RMB25



4 1897002 040006



HKGCC

Hong Kong General Chamber of Commerce  
香港總商會 1861



# The Only All-inclusive Exhibition, Conference, Banquet and Entertainment Mecca in East Kowloon



## Plan your next event at KITEC

Located in the heart of Kowloon Bay, **KITEC** is a fully integrated exhibition and convention centre, which offers ultimate adaptability to the combination of events we host, from global exhibitions, conferences, concerts and banquets, to private meetings and company gatherings. Our professional catering team is ready to design gourmet menus specially catered to the taste of you and your guests.

Kowloonbay International Trade & Exhibition Centre 1 Trademart Drive, Kowloon Bay, Hong Kong  
Sales Hotline: (852) 2620 2305 salesmgr@kitec.com.hk

[www.kitec.com.hk](http://www.kitec.com.hk)





## Celebrating Cooperation

As Shenzhen marks 40 years with plans for further reforms, more opportunities will emerge for Hong Kong businesses and residents



## 慶祝港深合作

深圳建區40載，迎來進一步改革開放，為港商港人開創更多機遇

深圳經濟特區成立40周年；這個位於香港以北的毗鄰城市發展一日千里，已成為各方關注的焦點。今天，深圳已然成為一座人口超過1,200萬、活力十足的現代化都市，發展步伐之快，實在令人驚嘆。

香港亦樂見深圳的驕人成就，因為我們有份參與協助深圳轉型，同時從中受益。

香港作為連接中國與世界各地的橋樑，這一獨特角色對推動深圳和其他城市的發展至關重要。憑藉本港健全的法律制度、世界級的金融業、充裕的專業人才及國際視野，我們得以為深圳科技企業提供所需的國際網絡、金融和專業服務。

國家主席習近平上月出訪深圳，期間公布了一系列深化改革措施，例如深圳將享有更大的自主權，可以在人工智能及大數據等發展迅速的科技領域自訂法規。

有意見認為，深圳經濟持續開放增長，有望取代香港。然而，觀乎習主席在深圳發表講話時重申「一國兩制」的重要性，可見這看法顯然與中央政府的規劃不符。粵港澳大灣區發展規劃亦強調深圳、香港及區內其餘九個

城市應加強合作，而不是互相競爭。

另一改革重點，是進一步放寬港人在深圳的工作簽證條件和居留限制。總商會一直提倡促進跨境人流，因此我們對這項舉措尤表歡迎。

機遇並非由企業家和高管人員獨享；年青人和學生亦可抓緊大灣區不斷湧現的機遇，在當地一些特定行業發展，開拓比香港更廣闊的工作機會及就業前景。

本會多年來不斷舉辦廣受歡迎的考察團，協助會員探索大灣區。這些實地考察活動讓會員有機會與區內的商家和政府官員直接交流，洽商合作。

雖然目前未有親身會面交流的機會，但我們仍不時舉辦形形色色、資訊豐富的網上研討會，繼續服務會員。我們亦透過政策建議書，促請政府確保香港商界能夠把握大灣區和其他地區的新興機遇。

隨著深圳一路蓬勃發展，香港將繼續發揮重要的橋樑角色，一方面協助吸納外資，一方面促進內地企業走出去。展望將來，深港兩地的經濟合作將會更趨深入。

The 40th anniversary of Shenzhen's Special Economic Zone has shone a spotlight on the remarkable development of our neighbouring city to the north. The evolution of Shenzhen into a dynamic, modern city of more than 12 million people has been extraordinary.

Here in Hong Kong, we should celebrate Shenzhen's success: not only have we helped to facilitate the city's transformation, but we have also benefited from its growth.

Hong Kong's unique role as the bridge between China and the rest of the world has been pivotal in the development of Shenzhen and other cities. With our robust legal system, world-class financial sector, deep talent pool and global outlook, we have been able to provide the essential international networks and the financial and professional services needed by Shenzhen tech companies.

During President Xi Jinping's visit last month, a range of further reforms for Shenzhen were announced. For example, the city will have more autonomy to make its own regulations in fast-moving technology areas like AI and big data.

Some local voices have suggested that Shenzhen could edge out Hong Kong as its economy continues to open and grow. However, this is clearly not part of the Central Government's plans, as President Xi also reiterated the importance of One Country, Two Systems in his Shenzhen speech. Plans for the Greater Bay Area have emphasized the centrality of increased cooperation between Shenzhen, Hong Kong and the

nine other GBA cities working together, not in competition.

Another important reform is the further relaxation of restrictions on work visas and residency for Hong Kong people. The Chamber has been calling for greater ease of people flow across the border, so we are particularly pleased to see this development.

The opportunities are not just for entrepreneurs and executives. Younger people and students can also tap into the growing opportunities in the GBA, where they can access a broader range of work exposure and career prospects in certain sectors than they would in Hong Kong.

The Chamber has for many years been helping our members to explore the GBA through our popular missions. These on-the-ground visits give members the chance to discuss the opportunities directly with businesspeople and government officials in the region.

Such face-to-face meetings are on hold for now, but we continue to serve members with a wide range of informative webinars. And, through our policy submissions, we continue to urge the Government to ensure Hong Kong businesses can access emerging opportunities in the GBA and elsewhere.

As Shenzhen continues its remarkable development path, Hong Kong will continue to be the key link in attracting overseas investors, and in helping Mainland firms go global. Looking to the future, economic cooperation between the two cities can only go deeper.

**Peter Wong**  
王冬勝  
chairman@chamber.org.hk

# CONTENT WHAT'S HOT IN THIS ISSUE

## SHENZHEN CELEBRATES 40 YEARS 深圳慶祝建區40載



NEW FDI RULES  
FOR E.U.

歐盟外資新規定

24

SERVING HONG KONG'S  
SILVER GENERATION

服務香港銀髮世代

32

MENTAL HEALTH  
AMID COVID

疫情下精神健康

68



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。



# bulletin

Visit us online at [www.chamber.org.hk/bulletin](http://www.chamber.org.hk/bulletin)

Chairman: Peter Wong  
Deputy Chairman: Leland Sun  
Vice Chairmen: Oscar Chow, Victor Li  
CEO: George Leung  
Editorial Board: Watson Chan, Malcolm Ainsworth, Simon Ngan, Wendy Lo, Edith Hui  
Editor: Helen Sloan  
Translated By: Rachel Shum, Mabel Chan, Monica Cheuk  
Graphic Design: Andy Wong, Kayi Wong  
Editorial Enquiries: Helen Sloan  
Tel: 2823 1210  
Email: [helen@chamber.org.hk](mailto:helen@chamber.org.hk)

Advertising: HKGCC Bulletin  
Tel: 2823 1245 Fax: 2821 9545  
Email: [adv@chamber.org.hk](mailto:adv@chamber.org.hk)

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](http://www.chamber.org.hk)

Printed By: OMAC Production House Ltd  
21/F Kiu Yin Commercial Building,  
361-363 Lockhart Road, Wanchai, Hong Kong  
Tel: 2893 0944 Fax: 2832 7903  
Email: [info@omac.com.hk](mailto:info@omac.com.hk)

主席：王冬勝  
常務副主席：孫立勳  
副主席：周維正 李澤鉅  
總裁：梁兆基  
編輯委員會：陳利華 麥爾康 顏偉業  
盧慧賢 許涼涼

編輯：宋海倫  
翻譯：岑美怡 陳凱茵 卓子欣  
設計：黃惠強 黃嘉怡

編輯查詢：宋海倫  
電話：2823 1210  
電郵：[helen@chamber.org.hk](mailto:helen@chamber.org.hk)

廣告：HKGCC Bulletin  
電話：2823 1245 圖文傳真：2821 9545  
電郵：[adv@chamber.org.hk](mailto:adv@chamber.org.hk)

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  
香港金鐘道統一中心廿二樓  
電話：2529 9229  
圖文傳真：2527 9843  
網址：[www.chamber.org.hk](http://www.chamber.org.hk)

承印：奧瑪製作室有限公司  
香港灣仔路克道361-363號  
翹賢商業大廈21字樓  
電話：2893 0944  
圖文傳真：2832 7903  
電郵：[info@omac.com.hk](mailto:info@omac.com.hk)

## Nov 2020

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。



## Talking Points 議論縱橫

- 01 Celebrating Cooperation  
慶祝港深合作
- 04 Mutual Cooperation to Relaunch  
the Economy  
兩地合作 振興經濟
- 06 Serving the Hong Kong  
Community  
服務香港社群



## Economic Insights 經濟透視

- 20 Fiscal Measures to the Fore  
財政措施成為焦點



## Special Report 專題報導

- 24 Changes to FDI Rules in E.U.  
歐盟外資規則變動



## On the Horizon 談商論政

- 28 Moves to Modernise HKEX  
港交所與時俱進



## Member Profile 會員專訪

- 32 Supporting the Silver Lifestyle  
引領銀髮生活
- 38 Second Life for Industrial Assets  
工業資產再生
- 40 Energy Supply in a Changing World  
滿足瞬息萬變的能源需求



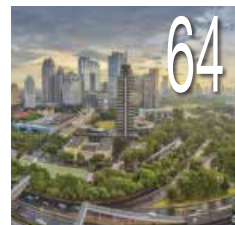
## China in Focus 中國焦點

- 44 Finance Opportunities in the GBA  
大灣區金融機遇
- 46 SME Survival Strategies  
中小企疫市營商策略



## Chamber in Review 活動重溫

- 58 Helping Hong Kong People in Need  
扶助有需要社群
- 60 A Home for Family Offices  
家族辦公室之都
- 64 New Chapter for Indonesia Ties  
印尼商貿聯繫新里程
- 68 Mental Health Amid Covid  
疫情下精神健康







# Mutual Cooperation to Relaunch the Economy

Cross-border support to enable Hong Kong businesses and professionals to explore GBA opportunities would help us recover from the pandemic



## 兩地合作 振興經濟

兩地提供跨境支援，協助香港企業和專才探索大灣區的機遇，有助我們從疫情恢復過來

行政長官林鄭月娥宣布，本年度《施政報告》將押後公布，目的是能夠包括中央支持香港發展的政策。

適逢深圳經濟特區建立 40 周年，國家主席習近平要求深入推進粵港澳大灣區建設。我促請特區政府坐言起行，盡快推出具體措施配合國家發展部署，從而帶動香港重振經濟，擺脫困境，改善民生。

鑒於香港持續受到疫情的影響，特區政府一方面要為各界提供適切援助，撐企業，保就業，並支援失業人士；另一方面，更需要為「後疫情時代」復蘇經濟積極部署，採取各項逆周期措施，以提振經濟。

香港作為國際金融中心，擁有與國際接軌的法律體制、廣泛的環球營商網絡，政府應爭取中央支持，進一步協助香港的金融、工程、建築、醫療、法律、會計等專業到大灣區開拓業務，推動吸引國際資金、人才和技術的新商業模式。

香港亦應配合國家「十四五」規劃和參與「國內大循環市場」，充分發揮獨有的優勢，有望開拓新一輪的創新及創業潮。

為此，我促請特區政府設立基金，加強資助本地中小企和專業人才到大灣區發展和創業，以配合國家「十四五」規劃。

當局也應盡快爭取大灣區制訂引進香港各類青年專才的措施，充實人才庫；為大灣區欠缺的專業服務職位設立專才計劃；並與廣東研商推展兩地專業資格互認，協助香港青年把握大灣區的機遇。

正所謂「台上一分鐘，台下十年功」，任何一項跨境政策措施的出台，都離不開兩地政府部門和相關業界的來回協商和推動。我期望特首能作全面部署，在新一份《施政報告》重點著墨，加快融入國家發展大局。

Chief Executive Carrie Lam has postponed this year's Policy Address, to enable her to include policies that the Central Government has drawn up to support the development of Hong Kong.

As this year marks the 40<sup>th</sup> anniversary of the establishment of the Shenzhen Special Economic Zone, President Xi Jinping has called for further deepening the development of the Guangdong-Hong Kong-Macao Greater Bay Area (GBA). I urge the SAR Government to "walk the talk" by implementing concrete measures, to get in line with the national development plans. This will help to drive Hong Kong's economic recovery, and ride out the current storm as well as improve people's livelihoods.

As Hong Kong continues to suffer from the impact of the pandemic, the SAR Government should provide appropriate assistance to various sectors in order to support enterprises, safeguard jobs and help the unemployed. There is also a pressing need to formulate plans for economic recovery by adopting different counter-cyclical measures to boost the economy.

As an international financial centre, Hong Kong has a legal system on par with international standards and an extensive global business network. The Administration should seek support from the Central Government to further assist Hong Kong's financial, engineering, construction, healthcare, legal, accounting and other professions to expand their business into the GBA, to promote a new business model that attracts capital, talent and

technology from around the world.

Hong Kong should also complement the national 14th Five-Year Plan and take part in the domestic circular market to give full play to our unique advantages, and in the hope of opening up a new wave of innovation and entrepreneurship.

To this end, I urge the SAR Government to set up a fund to enhance support for local SMEs and professionals to develop and start a business in the GBA, to dovetail with the 14<sup>th</sup> Five-Year Plan.

Measures to attract young professionals from various fields in Hong Kong should also be formulated in the GBA as soon as possible to enrich the talent pool. There should be a talent programme in place for professional services jobs in short supply in the GBA. Mutual recognition of professional qualifications should be explored with Guangdong to help Hong Kong youth tap GBA opportunities.

As the saying goes, "a minute on stage takes ten years of hard work off stage." The launch of any cross-border policy is a result of ongoing consultation and collaboration among government departments and relevant industries in both locations. I hope the Chief Executive's upcoming Policy Address will focus on fully preparing Hong Kong for integration into the overall national development plan.

**Jeffrey Lam**  
林健鋒  
jeffrey@jeffreylam.hk



# 升級採購平台 開拓環球商機



- ▶ 全新B2B「貿發網採購」平台正式面世
- ▶ 一站式網上平台 切合買賣雙方需要 造就更佳採購成效
- ▶ 升級科技揉合簡易界面 提升用戶體驗
- ▶ 個人化產品推介及配對建議 配合多元業務需要
- ▶ 專業客戶團隊 全方位支援供應商
- ▶ 全球50個辦事處及貿發局國際展覽 滙聚逾二百萬優質買家

立即瀏覽

**sourcing.hktdc.com**



電話：1830 668

電郵：supplier@hktdc.org



## Serving the Hong Kong Community

It is important to help the underprivileged at this time of severe economic stress and to work to build a better Hong Kong for all



## 服務香港社群

當前經濟不景，我們應當協助弱勢社群，攜手共建更美好香港

我最近聯同幾位卓妍社會員於總商會演講廳準備關愛包，向本港有需要的家庭送上日用品、防疫保健用品和小吃，並與香港社區組織協會合作派發。我們衷心感謝一眾會員慷慨捐贈各項物資，俾能令這項饒富意義的活動得以成事。

是次活動為總商會持續履行企業社會責任的行動之一。本會其他近期的活動還包括員工為長者預備福袋，以及參與一年一度的「公益金便服日」籌款活動等。

行善不分大小，最重要是身體力行，協助本地社群，尤其在當下動盪不穩的經濟環境。儘管香港在控制新冠病毒疫情方面表現出色，惟我們仍相當依賴環球經濟的穩健發展。鑒於歐美確診個案持續上升，加上部分地區實施新一輪封鎖措施，短期前景仍不容樂觀。

每逢經濟下行，社會上的基層人士往往首當其衝。本地失業率已攀升至 6.4%，意味未來數月將有更多香港市民需要援助。因此，我們應當竭盡所能

提供協助，同時鼓勵會員一同伸出援手。

當然，我們明白不少本地企業正奮力掙扎求存，企業社會責任並非當務之急。然而，我們希望那些景況尚可的企業，能夠繼續參與社區工作。

我們樂見企業社會責任於近年成為大勢所趨，而且焦點不再著眼於社區活動，而是日益重視環保。以總商會為例，我們一直著力減少各項活動產生的廢物，並不斷探索更持續的營運方式。

全球各地企業正為疫情過後的復蘇過程做好準備，而不少評論員視之為「重建更好未來」的良機，促使世界邁向更環保、更健康的發展模式。

香港要維持環球領先地位，就得確保經濟發展成果惠及全港市民。通過持續協助弱勢社群，以及致力實踐更包容、更持續的營商方式，我們定可為創造更美好世界出一分力。

I recently joined several members of our Women Executives Club in the Chamber Theatre to help prepare care packages for distribution to some of Hong Kong's most needy families. We provided a mix of daily necessities, healthcare products and a few treats, and distributed them in cooperation with the Society for Community Organization. We are very grateful to the generosity of our members who contributed the various items that went into creating these meaningful packages.

This event was part of the Chamber's ongoing programme of CSR activities. Other recent activities have included HKGCC staff preparing lucky bags for the elderly, and participation in Hong Kong's annual Dress Casual Day to raise funds for The Community Chest charity.

It is good to be able to do something, however small, to help the local community, particularly amid the current turmoil. Although Hong Kong has done a good job of keeping the Covid-19 outbreak under control, we are quite dependent on a healthy global economy. With Europe and the United States seeing rising coronavirus cases, and new lockdowns in some regions, the immediate future still looks grim.

In any economic downturn it is usually the poorest members of society that are the hardest hit. The local unemployment rate has risen to 6.4%, meaning that the number of Hong Kong people in need is likely to grow in the next few months. We believe it

is important to help wherever we can and we encourage our members to do the same.

Of course, we understand that many local companies are dealing with acute issues of business survival right now, and that CSR will not be a priority. But we hope that those companies that are in the fortunate position of being able to continue their community work will do so.

We are very pleased to note that CSR has been a growing trend in recent years – not only with community events but also an increased focus on protecting the environment. Here at the Chamber, for example, we have been trying to cut down on waste at all of our events, and we continue to look for new ways to operate in a more sustainable manner.

Businesses around the world are also planning for the recovery process once the coronavirus crisis recedes, and many commentators agree that this could be an opportunity to “build back better” for a greener, healthier world.

For Hong Kong to remain a global leader, it is important that all members of society can benefit from our city's success. Through continuing to help the underprivileged where possible, and by striving to operate our businesses in a more sustainable and inclusive way, we can help to create a better world for everyone.

**George Leung**  
梁兆基  
ceo@chamber.org.hk



**Project WeCan**  
「學校起動」計劃



## 10 Years & Going Strong We Care WeCan!

We will continue serving the community by connecting businesses who seek to make a difference in our students' lives.

Project WeCan is a Business-In-Community initiative established since 2011. It provides opportunities to secondary school students who are disadvantaged in learning by empowering them to pursue future studies and careers, with support from its network of corporate sponsors, organisations and volunteers.





# Shenzhen Celebrates 40 Years 深圳慶祝建區40載







---

Latest reforms for GBA's 'engine' mean that Hong Kong's role in the city's development will continue to evolve  
大灣區「引擎」推出新改革措施，  
香港在深圳發展中的角色將繼續演變

---

**"Be daring," was President Xi Jinping's guidance to Shenzhen when he visited the city in October to celebrate the 40<sup>th</sup> anniversary of China's first Special Economic Zone. And to enable Shenzhen to fulfil this goal, Xi unveiled a new list of reforms that give the city considerably more autonomy. It seems certain that the extraordinary story of Shenzhen's development is far from complete.**

But what does this mean for Hong Kong? Will the two cities continue to play complementary roles as part of the Greater Bay Area? Or will Hong Kong's importance as a global hub diminish as Shenzhen becomes ever more open and international?

### **Fishing village to tech superstar**

Although the history of Shenzhen's transformation is familiar, the numbers involved never fail to impress. From a tiny village in the 1950s, it became a small city before its growth was turbocharged by the launch of the Shenzhen Special Economic Zone in 1980. Today, it is a city of 12 million people, a global hub for innovation and technology, and its GDP has edged just ahead of Hong Kong's, at 2.7 trillion RMB in 2019.

Dr Tse Kwok Leung, Head of Policy and Economic Research at the Bank of China, explained that Hong Kong has been involved all along as both cities grew and evolved.



"In the early years – up to the 1990s – Hong Kong played the role of a bridge, which was key to Shenzhen's development," he said. During this period, many Hong Kong companies moved their manufacturing to the Mainland.

Then, after the Asian Financial Crisis, many Shenzhen-based enterprises were enjoying rapid growth. Hong Kong was key in providing the financing for these mostly private companies.

"Also, at that time, Shenzhen paid a lot of attention to Hong Kong's business systems and environment," Tse added. "It learned from Hong Kong, especially about business regulations."

Then, around 10 years ago, Hong Kong also became a platform for Shenzhen enterprises to expand overseas, especially the technology giants like Tencent and Huawei. "Almost all of the big Shenzhen companies set up operations in Hong Kong to handle their international business," Tse said. "Hong Kong's role in Shenzhen's development is always changing."

### Cross-border operations

One of the businesses that has enjoyed the advantages of cross-border operations is Forms Syntro Information (HK), which has hubs in both Shenzhen and Hong Kong. Alex Chan, CEO of Forms HK, which helps both virtual and traditional banks develop their fintech services, explained the benefits of this set up. Firstly, he said, Hong Kong has a shortage of fintech professionals.



### Shenzhen: Facts and Figures

12.4 million	Population in 2018
8,000	Population in 1955
2.7 trillion RMB	GDP in 2019
4.10%	Proportion of GDP spent on R&D in 2018, among the highest in the world
16,000	Electric buses: Shenzhen's whole bus fleet is electric, as are most of its taxis
599 metres	Height of the Ping An Finance Centre, the fourth tallest building in the world
2	Shenzhen companies (Huawei and Ping An) in Brand Finance's 2020 top ten most valuable brands
85,580	High-net-worth individuals in 2019, according to Wealth-X

"Historically, Hong Kong does not have that talent supply, and we don't have the talent pipeline either," he explained.

Forms HK's access to developers in the Mainland means that they can better help their Hong Kong banking

clients to improve their services.

"If they were relying on Hong Kong resources alone, they could not do that."

The second benefit of Forms' cross-border set-up is the huge potential market of the GBA's 70 million

# 平安壹賬通銀行

致力於服務特選香港貿易中小企  
並提供嶄新及靈活的銀行體驗

- ▶ 審批無需遞交文件<sup>1</sup>
- ▶ 5天放款保證<sup>2</sup>
- ▶ 提早還款免罰息
- ▶ \$0手續費



1. 貸款審批只需提供香港身份證用於身份驗證。貸款放款前，客戶需要提交貸款所需文件。
2. 以提交貸款申請當日起，計算5個銀行營業日，具體放款時間根據提交及簽署的文件是否齊全而決定。詳情請參閱「5天放款保證」優惠計劃之條款及細則。

借定唔借 還得到先好借

**Empower Your Life**



詳情請瀏覽網站 [www.paob.com.hk](http://www.paob.com.hk)



## Xi's Speech: Key Takeaways

In his speech in Shenzhen on 14 October, President Xi Jinping said that the city's growth over the past 40 years had been a miracle in the history of the world's development, and he called for "another miracle" in its next stage of reform. Key points from his speech include:

- China will unswervingly expand opening-up in an all-round way, and promote the building of an open world economy
- Shenzhen is moving to the next stage of reform to become a world-class innovation powerhouse and model of economic reform for the nation
- Shenzhen can make reforms or undertake new ventures in 40 areas including financial markets, the business environment, technology and innovation, and international cooperation
- Foreign countries are welcome to play an increased role in the development of China's SEZs
- Strict law enforcement, judicial impartiality and universal law-abiding will be ensured
- Sustainable development and environmental protection will be encouraged
- Comprehensive implementation of One Country, Two Systems
- More efforts will be made to synergize economic rules and mechanisms in the three regions of the GBA
- Shenzhen will be an important engine to drive development of the GBA and promote the integration of Hong Kong and Macao
- The GBA platform should be used to attract more young people from Hong Kong and Macao to study, work and live in the Mainland

population. "We are expecting cross-border banking, financial services and wealth management to really take shape in the future," Chan said.

However, there are still some hurdles, such as the immigration and visa renewal procedures required for Mainland staff working in the Hong Kong office.

"If they could move freely, as one single market, that would be much more effective for us," he added.

Speaking more generally, Chan hopes to see more opening up in the GBA. For example, it is still difficult for a Hong Kong person to open a bank account on the Mainland, and vice-versa. "So we are looking forward to more detailed policies to be released, in particular for the fintech sector."

## The GBA 'engine'

In his speech, Xi referred to Shenzhen as the "engine" of the Greater Bay Area, with a particular focus on innovation and technology, the city's key sectors. But the new reforms also give Shenzhen freedom to make regulations in areas including finance and capital markets – traditionally Hong Kong's specialty.

These changes mean that Shenzhen is in a more "head-to-head competition" with Hong Kong than in the past, explained Dr Xia Le, Chief Economist and Head of Research, Digital Economic Research Centre of Ping An Technology.

"I don't think that Shenzhen will overtake Hong Kong, but it can try to compete with Hong Kong on a number of fronts, for example with finance," he added.

As Xia explained, Hong Kong has a number of key attributes that have given the city the edge in the financial sector.

"Hong Kong is very internationalized, with very good legal precedents and legal structure. It also has people who know China very well," he said. "In terms of international financing

that is based in Hong Kong – I don't think that will change too much in the next few years. But for niche markets, things could change more quickly, and Shenzhen could develop an advantage over Hong Kong."

The decision by the Central Government to give Shenzhen a bigger role in the financial area is a recent change. Previously, Hong Kong served as the financial hub for the region. But events of the past year, including the social unrest and Covid-19, have led to a shift in policy.

"Another reason for the focus on Shenzhen is that Hong Kong has been facing an increasingly tough international environment, with the U.S. trying to punish Hong Kong, including its financial institutions," Xia explained.

The uncertain environment – both globally and within Hong Kong – means that having alternative options for finance in the GBA may be a good insurance policy.

### Hong Kong's changing role

But does Shenzhen's continued growth and growing autonomy mean that it has "eclipsed" Hong Kong? It depends on how you look at it. As Tse from Bank of China noted, Hong Kong cannot compete with Mainland cities in terms of size.

"Our role is not as the growth engine," he said. "Our role is as an international platform, which facilitates the free flow of capital. This is very useful and very important for companies in the Greater Bay Area to do international business."

Billy Wong, Deputy Director of Research at the Hong Kong Trade Development Council, said that Hong Kong's international connectivity means it will continue to play an important role in the GBA's development. Increasing connectivity is one of the GBA's major functions, in terms of its role in the Belt and Road Initiative and the nation's opening up. Hong Kong's "connectivity" is also seen as one of its key strengths by

businesses, according to a recent study by PwC, commissioned by HKTDC Research. "This is both in terms of HK's strong business connections with overseas, as well as efficient transport and logistics connections to the world," he said.

Wong also noted that foreign companies operating in Hong Kong are very interested in the GBA development.

### Exploring Shenzhen's Evolution



The Chamber has organized numerous missions to Shenzhen and the other Mainland GBA cities in the past few years. In April last year, for example, members visited Longgang in eastern Shenzhen. Longgang is a growing hub for advanced technology and manufacturing, but the district's transformation also includes modern mixed-use developments, as well as sports, arts and educational facilities – all with an environmental focus.

"There was so much to see, and so much interest from members, that we organized a return visit to Longgang just a couple of months later," said Petrina Tam, Chairman of the China Committee. "It is really useful for members to meet businesspeople and officials on the ground, and to see the developments in person."

With Covid-19 cases remaining very low in both the Mainland and Hong Kong, the Chamber hopes to be able to resume these missions soon.

"The continuing evolution of Shenzhen, and the ambitious plans for the GBA initiative, mean that there will continue to be new opportunities for Hong Kong businesses and entrepreneurs," Tam said. "We are looking forward to being able to plan our next visit."



## New Agreement to Enhance Cooperation

Chief Executive Carrie Lam and the Governor of Guangdong Province Ma Xingrui signed the "2020 Work Plan of the Framework Agreement on Hong Kong/ Guangdong Cooperation" on 30 October.

The Plan covers a diverse range of issues in eight major areas, namely:

1. Cross-boundary infrastructure development and customs clearance facilitation;
2. Joint development of an international innovation and technology hub;
3. Fostering co-operation in modern service industries (including co-operation in the financial services sector and professional services, as well as cultural and tourism co-operation);
4. Taking forward co-operation in education, talents and youth matters;
5. Developing an internationalised business environment;
6. Joint development of a quality living circle;
7. Joint participation in the Belt and Road Initiative; and
8. Taking forward the development of key co-operation platforms.

"Many of these overseas companies first came to Hong Kong as the starting point before penetrating into the PRD region, though they may see Hong Kong and the PRD as two different markets, as they have different operating environments and consumer characteristics," he said.

These companies hope to see further integration of GBA cities, for example, facilitation of cross-border flows of people and products.

Another survey, among start-ups, found that while many were either already operating in the GBA, or were interested in expanding there, barriers remained including the different systems and uncertain market conditions.

"To address these problems, GBA cities should move further in term of integration, including not just physical connectivity, but also institutional

facilitation, so that although there may be differences, relevant policies be more transparent to Hong Kong start-ups."

### Post-Covid path to prosperity

For Hong Kong, another benefit of close ties with Shenzhen and the GBA markets in the short term is the Mainland's return to economic growth. Other major markets – such as the U.S. and Europe – are still struggling to get the Covid-19 pandemic under control.

"Cooperation between Hong Kong and other cities in the GBA will be enhanced in the next few years," said Xia from Ping An. Speaking on the phone from Shanghai, he remarked that life seemed to have returned to normal.

"If China can keep the Covid situation under control, it has a real chance to

continue its prosperity," he said. "And, hopefully, this economic prosperity can spill over and help Hong Kong's economy to recover."

Tse from Bank of China is also confident about the Mainland's recovery, saying that a growth rate of around 2% this year was possible. "Then next year it is widely expected that the economic growth will have a very strong rebound, if the pandemic is over and life and economic activity return to normal."

In the longer term, China's "dual circulation" model, which encourages greater self-sufficiency in technology and increased domestic consumption, should also create new demand. HKTDC's Wong noted that the market for high quality goods in the Mainland will continue to grow.

"Today's consumers are more willing than before to spend their money on practical, good quality products and services," he said. "Consumers in the nine mainland GBA cities are increasingly interested in upgrading their personal image, pursuing smart living, and keeping healthy."

But with Shenzhen already at an advanced stage of development, and with many long-established market-leading companies, is it too late for Hong Kong businesses to spread their wings over the border? "Not at all," said Chan from Forms HK, who sees plenty of opportunities in the fintech sector and beyond.

"We always encourage people – all of our peers and start-ups, and when we do careers talks at universities – to explore the markets outside Hong Kong, and the most logical first stop is Shenzhen," he said.



## EXCLUSIVE OFFER FOR HKGCC MEMBERS

**Enjoy 15% OFF** on direct booking of **2-Bedroom Suites (669 – 905 sq.ft.)**  
at Loplus@Hennessy Serviced Apartments



- The offer is valid till February 28, 2021
- Redemption method: indicate "HKGCC member"
- The offer is subject to room availability, and cannot be used in conjunction with other promotions
- Loplus reserves the final rights in the event of any dispute

**Loplus@Hennessy, 388 Hennessy Road, Wan Chai, Hong Kong** (5 mins' walk to MTR Causeway Bay station)

**Leasing Hotline: +852 2625 2323**

**enquiry@loplus.com.hk**

**www.loplus.com.hk**



**Loplus Serviced Apartments**







#### 深圳：數據一覽

1,240萬	2018年人口
8,000	1955年人口
2.7萬億人民幣	2019年本地生產總值
4.10%	2018年研發佔本地生產總值的比重，位居世界前列
16,000	電動巴士：深圳巴士車隊已全面電動化，的士亦然
599米	平安金融中心樓高，為世界第四高樓
2	深圳企業（華為和平安）入選品牌評估機構Brand Finance 2020年度十大最有價值品牌
85,580	2019年高淨值資產人士，根據財富調查機構Wealth-X

「要敢闖敢試」是國家主席習近平對深圳的指導，他在10月出訪該市慶祝中國首個經濟特區成立40周年。為使深圳實現這個目標，習近平公布了一系列新改革措施，賦予深圳更大的自主權。似乎可以肯定，深圳的非凡發展歷程仍有很遠的路要走。

這對香港有何啟示？深港兩地會否繼續為大灣區發揮互補優勢？隨著深圳更趨開放及國際化，香港作為國際樞紐的重要性會否因而下降？

#### 從漁村到科技巨星

儘管深圳的轉型過程已非新事，相關數據總會令人驚嘆。從五十年代的小村莊，深圳逐步發展成小城市，更於1980年成立深圳經濟特區後迅速起飛。今天，深圳已成為人口約1,200萬的大都會及國際創科樞紐，而2019年的GDP更略為超越香港，達到人民幣2.7萬億。

中國銀行香港經濟及政策研究主管謝國樑博士解釋，香港一直積極參與兩地的發展及演進過程。

他說：「在九十年代前，香港一直充當橋樑角色，對推動深圳發展至為重

要。」期間，眾多香港企業把生產線遷往內地。

自亞洲金融危機後，不少深圳企業飛速發展，當中大多為私人公司，而香港正是這些企業的重要融資渠道。

「此外，深圳當時相當關注香港的商業制度及營商環境。」謝博士又補充：「深圳向香港借鑒學習，尤其是商業法規。」

約十年前，香港亦成為深圳企業走出去的平台，尤其騰訊及華為等科技巨擘。「幾乎所有深圳大型企業都在香港設立營運據點，方便處理國際業



務。」謝國樑表示：「香港於深圳發展中的角色不斷轉變。」

### 跨境經營

四方精創資訊（香港）是其中一家享有跨境經營優勢的企業，分別於深圳和香港設有辦事處，協助虛擬及傳統銀行開發金融科技服務。四方精創資訊（香港）行政總裁陳榮發講解跨境經營的好處，首先是紓解香港金融科技專才短缺的問題。

他解釋：「香港一直欠缺相關人才供應，也沒有人才庫。」

四方精創任用內地的開發人員，以更有效為香港銀行業的客戶提升服務。「假如客戶單靠香港的資源，便難以進行革新。」

四方精創跨境經營的第二個優勢，在於大灣區提供人口達7,000萬的龐大潛在市場。陳榮發表示：「我們預期跨境銀行服務、金融服務及財富管理市場將會日漸成形。」

然而，跨境經營仍有一定障礙，例如在香港辦事處工作的內地員工須辦理入境及簽證延期程序。

他補充道：「假如員工可在單一市場自

由流動，營運效率將會大幅提升。」

整體而言，陳榮發期望大灣區進一步開放。例如，港人仍然難以在內地開立銀行戶口，反之亦然。「因此我們期待當局推出更詳細的政策，尤其是金融科技業的相關安排。」

### 大灣區「引擎」

習主席發表講話時定調深圳為大灣區的「引擎」，尤其重視該市主要產業即創新科技業的發展。新改革方案還賦予深圳更大自主權，在金融和資本市場等香港享有優勢的領域建立規章。



### 習近平講話：重點摘要

國家主席習近平於10月14日在深圳發表講話時表示，深圳在過去40年的發展是世界發展史上的一個奇蹟，並呼籲各界在改革新階段努力創造「更大奇蹟」。當天講話重點內容包括：

- 中國將堅定不移全面擴大開放，推動建設開放型世界經濟
- 深圳正進入改革新階段，致力成為世界級創新引擎及國家經濟改革典範
- 深圳可於金融市場、營商環境、科技創新及國際合作等40個領域推進改革或出台新措施
- 歡迎世界各國更多參與中國經濟特區的發展
- 確保嚴格執法、公正司法及全民守法
- 鼓勵可持續發展及保護環境
- 全面貫徹「一國兩制」
- 更積極推動大灣區三地經濟運行的規則銜接、機制對接
- 深圳將成為大灣區建設及促進內地與香港、澳門融合發展的重要引擎
- 要充分運用粵港澳合作平台，吸引更多港澳青少年到內地學習、就業及生活

平安科技數字經濟研究中心首席經濟學家兼研究主管夏樂博士解釋，這些轉變意味深圳與香港的競爭將較以往直接。

他又補充：「我不認為深圳會超越香港，但深圳可嘗試從不同方面，譬如說金融領域，與香港競爭。」

夏博士指出，香港具備眾多有利條件，為其金融業帶來優勢。

「香港是一個非常國際化的城市，擁有完善的法律體系，也有司法先例可供依循，還有中國通人才庫。」他續稱：

「就香港的國際融資活動而言，我不認為未來幾年會出現太大變化。但在特定

市場方面，市場環境可能會轉變得更快，而深圳可在這些領域建立優勢，超越香港。」

中央政府決定支持深圳在金融領域發揮更大作用，是近期的一項政策變動。此前，香港一直充當區內的金融樞紐，惟去年經歷種種變故，包括社會動盪和新冠病毒疫情，導致政策出現轉向。

夏博士解釋：「政策焦點轉移到深圳的另一原因，與香港在國際層面上面臨日益嚴峻的考驗有關，例如美國試圖制裁香港，而本港的金融機構亦不能倖免。」

香港內外形勢動盪不穩，意味在大灣區開拓更多融資途徑不失為保險之舉。

### 香港角色轉變

然而，經濟持續增長，自主權有所擴大，是否代表深圳已凌駕香港？這視乎我們的觀點與角度。正如中國銀行謝博士所言，論規模，香港無法媲美深圳。

他說：「我們的角色並非驅動增長，而是作為一個國際平台，促進資金自由流通。這對有意拓展國際業務的大灣區企業來說，起著十分重要的作用。」

香港貿易發展局研究副總監黃醒彪表示，香港與國際接軌，對推進大灣區發展至關重要。無論在推動「一帶一路」建設還是國家對外開放方面，加強互聯互通都是大灣區其中一項重要功能。

根據貿發局經貿研究委託羅兵咸永道進行的一項最新調查，香港內通外連的特質亦被企業視為主要的優勢之一。他指出：「這源於香港與海外市場之間的緊密商業聯繫，還有遍及全球的高效運輸物流網絡。」

黃醒彪還指出，在港營運的外資企業對大灣區發展深感興趣。

他稱：「香港與珠三角地區各有不同的經營環境和消費格局，外資企業縱然視兩地為截然不同的市場，他們大多仍先落戶香港，作為進軍珠三角市場的據點。」

這些企業樂見大灣區城市進一步融合，例如促進跨境人流和物流。

另一項針對初創企業進行的調查發現，在受訪的初創企業中，無論是已在大灣區設立業務，抑或有意在區內拓展市場，他們許多都在經營上面臨障礙，其中包括制度不一和市場環境不明朗。

「為應對這些問題，大灣區城市應深化融合發展，不僅要實現硬件上的互聯互通，還要加強體制協調。這樣，即使兩

地存在差異，香港初創企業也可對相關政策有更清晰的理解。」

### 疫後重建繁榮

短期來說，香港與深圳和大灣區市場保持密切聯繫的另一個好處，是可受惠於內地恢復經濟增長。目前，歐美等其他主要市場仍在竭力控制新冠病毒疫情。

平安科技夏博士說：「未來數年，香港與大灣區其他城市將會加強合作。」身處上海的他在電話中表示，市民的生活似乎已回復正常。

「如果中國能夠把疫情控制好，確實有機會延續繁榮昌盛。」他續道：「而內地經濟增長更有望產生溢出效應，帶動香港經濟復蘇。」

中國銀行謝博士亦看好內地復蘇，並預測今年的增長率約為2%。「明年來說，若然疫情消退，生活和經濟活動回復正常，市場普遍預期經濟將會強勁反彈。」

中國的「雙循環」模式鼓勵實現科技自給自足及增加國內消費，長遠而言應可

### 探索深圳演變



過去幾年，總商會多次率團考察深圳及其他內地大灣區城市。例如去年4月，會員訪問了深圳東部的龍崗區。龍崗除了是日益發展的先進科技及製造樞紐，區內亦正建設多個以環保為原則的現代化綜合發展項目，以及體育、藝術和教育設施。

「該次行程令人眼界大開，會員對當地發展深表興趣，我們遂於數月後率團再訪龍崗。」中國委員會主席譚唐毓麗補充：「能夠與該區的商家和官員直接會面交流，親身體驗當地發展，實在讓會員獲益良多。」

由於中港兩地的新冠病毒確診個案維持偏低，總商會希望能夠盡快復辦這些考察團。

譚唐毓麗說：「深圳不斷演進，加上大灣區倡議的鴻圖大計，將持續為香港公司和企業家開創新機遇。我們期望能有機會規劃下一次的考察之行。」

### 新協議加強合作

行政長官林鄭月娥與廣東省省長馬興瑞於10月30日簽署落實《粵港合作框架協議》2020年重點工作。

有關工作內容多元，涵蓋八大範疇，包括：

1. 跨界基礎設施建設及通關便利化；
2. 共建國際科技創新中心；
3. 促進現代服務業合作（包括金融業合作、專業服務、文化和旅遊合作）；
4. 推進教育、人才和青年合作；
5. 打造國際化營商環境；
6. 共建優質生活圈；
7. 攜手參與「一帶一路」建設；以及
8. 推進重點合作平台。

創造新需求。貿發局黃醒彪指出，內地的優質貨品市場將會持續增長。

「現在的消費者比以往更願意花錢購買實用且優質的產品和服務。」他補充：「內地九個大灣區城市的消費者日益注重提升個人形象，追求智慧生活，講求健康。」

不過，隨著深圳已步入發展的後期階段，坐擁不少歷史悠久、具市場領先地位的企業，香港公司現在才拓展內地市場，是否為時已晚？「一點也不晚，」四方精創陳榮發如是說，皆因他看到金融科技及其他領域充斥大量機遇。

他說：「我們時常鼓勵人們——包括同行、初創企業及在大學參加職業講座的老師——探索香港以外的市場，而深圳自然成為衝出香港的第一站。」



# Fiscal Measures to the Fore

## 財政措施成為焦點

With global interest rates already low, spotlight moves to government borrowing and spending to drive recovery

隨著全球利率偏低，經濟復蘇的焦點已轉移到政府借貸和公共開支上

**Over the past two decades or so, central banks around the world have played a more pivotal role in shaping the economy as the fiscal space in many Western economies has been constrained by high debt burdens.**

Back when the global financial crisis was unfolding in 2008, Ben Bernanke, the then-chair of the U.S. Federal Reserve, rolled out non-traditional policies including massive asset purchases – aka “quantitative easing” or QE – and ultra-low interest rates to bolster financial market conditions and the broader economy. Mario Draghi, his counterpart

at the European Central Bank (ECB), took a similar approach, and made a promise at the height of the eurozone sovereign debt crisis in 2012 to do “whatever it takes” to save the euro.

Ironically, stock markets sometimes respond negatively to positive economic data, as investors fear that central banks might remove the huge liquidity injected through QE, or raise interest rates faster. By the same token, they can react positively to poor economic data in the hope that more will be done to prop up the market. Press conferences that take place immediately after central banks’ policy decisions have often become headline news in recent years, with

commentators seeking clues on what central banks are likely to do (or not do) next. In the United States, the voting record of every Fed governor is put under a microscope. Some commentators have referred this phenomenon as the age of the “rock star” central bankers, compared with calmer times when the dictum that “good central banking should be boring” applies.

The Covid-19 pandemic may prove to be a watershed moment for the policymaking

arena. Firstly, unlike many economic shocks, which mostly affect the demand side, the coronavirus, at least during its initial stage, caused significant disruptions to the supply side when cities were in lockdown, and factories and borders are closed.

Accordingly, monetary stimulus – for instance, by injecting liquidity into the financial markets – is not that effective in responding to such a supply-led economic crisis. In this





regard, public health advisers may be more influential than central bankers, as they play a role in the formulation process of nations' lockdown strategies.

Secondly, there has been limited room for major central banks to ease monetary policy further by reducing interest rates, given they were already at rock-bottom levels before the pandemic. Although the Fed began to normalize interest rates gradually in late 2015 (before reversing course in 2019 in

the face of uncertainty amid the Sino-U.S. trade war), the Fed funds rate has remained low by historical standards. Meanwhile, the ECB has kept its main interest rate at zero since 2016.

Recognizing the limitations of monetary policy and amid growing calls for swift action, finance ministers and their fiscal policies have been taking a more prominent role during this coronavirus-led recession.

The low interest rate environment and the

expectation that it will likely remain for a prolonged period of time have generally provided governments with a bigger capacity to borrow without provoking alarms regarding public finance sustainability. This is under the assumption that economic growth should be able to cover the interest on debt in the near future. Some economists even believe that the issuance of debt to fight the coronavirus recession without the need for future increase in taxes might be feasible.

The International Monetary Fund estimates that economies across the globe have spent a total of US\$12 trillion as of mid-September 2020, or some 12% of global GDP, on fiscal actions. These consist of additional spending, tax cuts and liquidity support through loans and guarantees. Accordingly, government deficits are expected to increase by an average of 9% of GDP, and global public debt to approach a record high of 100% of GDP.

In Hong Kong, which has accumulated ample fiscal reserves over the years, the introduction of a basket of relief measures has amounted to over HK\$300 billion, equivalent to 11% of GDP or HK\$40,000 per capita.

In spite of the high levels of debt worldwide, the IMF has called for more fiscal support, stressing that the near-term priority is to avoid premature withdrawal of the stimulus.

Given these factors, it seems highly likely that the economic role of governments will become bigger globally, compared to the pre-Covid era, in the years – or even decades – to come.

The questions now emerging are: at what point on the economic spectrum the balance should rest and, for now, how to formulate more targeted responses to ensure that the money is spent to support those most in need. While an increase in public spending during rainy days faces little opposition, governments may find it difficult to reverse this course when better times arrive.

The very lesson that we have learnt from Covid-19 is that a crisis – even one with an extremely low probability of occurring – can erupt all of a sudden. The pandemic and a low interest rate environment together have shifted policymaking towards fiscal activism, but it is important for governments to resist the temptation to borrow excessively. The coronavirus may not be the last major crisis of our times.



過去 20 多年，多個西方經濟體由於債台高築，財政政策空間收窄，致使各地央行在調控經濟方面擔當更重要的角色。

在 2008 年爆發全球金融危機後，美國聯邦儲備局前主席伯南克啟動大規模資產購買計劃——又稱「量化寬鬆」或量寬——及超低利率等非常措施，以提振金融市場和整體經濟。歐洲央行前行長德拉吉亦採取類似的做法，並曾在 2012 年歐債危機最嚴峻時期承諾「不惜一切代價」拯救歐元。

諷刺的是，股市往往對利好的經濟數據反應消極，原因是投資者憂慮央行或會停止透過量寬大舉向市場注入流動資金，又或加快加息的步伐。反之，他們會對利淡的經濟數據反應正面，寄望當局會推出更多措施托市。

各國央行於議息會議後隨即召開的新聞發布會，近年不時成為頭條新聞；評論員紛紛從中尋找線索，嘗試推測央行下一步的行動。在美國，每一位聯儲局官員的投票紀錄都會被仔細分析。相對於市況平靜時的名言：「理想

的央行決策應當無聊乏味」，有人形容近年這個現象為央行的「巨星」時代。

新冠病毒疫情可能成為政策制定的分水嶺。首先，有別於大多數經濟衝擊主要對需求方構成影響，在新冠病毒疫情爆發初期，各地相繼封城封關，廠房停工停產，對供應方造成了嚴重的干擾。

因此，貨幣刺激措施——例如為金融市場注入流動性——對解決由供應鏈斷裂引發的經濟危機作用不大。從這角度看，公共衛生

顧問有份參與制訂國家的封鎖政策，他們發揮的影響力可能要比央行行長更大。

其次，鑒於全球利率在疫情前已處於極低水平，主要央行透過減息進一步放寬貨幣政策的空間實在有限。儘管聯儲局於 2015 年年底啟動利率正常化的進程（其後在 2019 年因中美貿易戰的不確定性而掉頭減息），聯邦基金利率仍然維持在歷史較低位。與此同時，歐洲央行自 2016 年起把主要利率維持在零水平。

自疫情引發經濟衰退以來，面對

# New Patent System 新專利制度

**Tailoring for Direct Patenting 為直接提交專利申請度身訂造**

**Effective from 19 Dec 2019, the new patent system in Hong Kong  
自 2019 年 12 月 19 日起生效的香港新專利制度**

- offers a direct filing route for seeking standard patent protection in Hong Kong
- refines the pre-existing short-term patent system to enhance its integrity
- prohibits use of misleading or confusing titles or descriptions relating to patent practice
- 為在香港尋求標準專利保護而提供一條直接提交申請的途徑
- 優化既有的短期專利制度以增強其公信力
- 禁止使用與專利從業有關並具混淆性或誤導性的名銜或描述

For details, please visit  
詳情請瀏覽網址



[ipd.gov.hk](http://ipd.gov.hk)

貨幣政策的局限，加上愈來愈多聲音要求迅速行動，各國財長及其財政政策隨之發揮更重要的作用。

低息環境，以及市場預期低息仍將持續一段長時間，令各地政府普遍有更大的舉債能力，而無需過於擔憂公共財政的可持續性。當然，這建基於一個假設，即經濟增長在可見將來足以應付債務利息。有經濟學家甚至認為，通過發債來應對疫情導致的經濟衰退，而無需日後加稅，是切實可行的做法。

國際貨幣基金組織估計，截至2020年9月中旬，全球各地經濟體已合共投放12萬億美元（約佔全球GDP的12%）推出財政措施，其中包括增加開支、減稅，以及透過貸款和擔保提供流動性。因此，預料各國政府赤字佔全球GDP的比重平均而言將會擴大9%，而各地累計公債佔全球GDP的比例更會逼近100%的新高。

香港過去積累了充裕的財政儲備，而政府在疫情期間推出多輪紓困措施，涉及金額逾3,000億

港元，相當於GDP的11%或人均4萬港元。

儘管全球負債高企，國際貨幣基金組織仍呼籲各國提供更多財政支援，並強調短期而言當務之急是避免過早撤回刺激經濟措施。

考慮到這些因素，與疫情前相比，各國政府在全球經濟的角色於未來數年——甚至數十年——很可能會有所擴大。

眼前的問題是：政府角色在經濟光譜上的平衡點應設在哪裡？如何制訂更具針對性的對策，確保

公帑用於支援當下最有迫切需要的界別？雖則在經濟不景時增加公共開支一般不會遭遇太大反對，然而當經濟好轉時，各地政府或較難交代要削減開支。

新冠病毒疫情帶給我們的深切教訓是：危機——即使出現的機率微乎其微——隨時一觸即發。疫情結合低息環境，令政策制訂向財政政策一方傾斜，但重要的是，各國政府須抵受誘惑，慎防過度借貸。畢竟，今次疫情未必是這個時代的最後一次重大危機。

# Advertise in bulletin 工商月刊

Established: 1962  
Frequency: Monthly  
Circulation: 10,000  
(8,000 print magazine;  
2,000 digital magazine)

廣告查詢請致電

For advertising opportunities, please call

Ms Silki Li

Tel 電話: (852) 2823 1245 Fax 傳真: (852) 2821 9545

E-mail 電郵: silki@chamber.org.hk

www.chamber.org.hk



www.chamber.org.hk/bulletinads



# Changes to FDI Rules in E.U.

## 歐盟外資規則變動

New E.U. regulation to harmonize screening process could lead to added scrutiny of foreign direct investment  
歐盟統一審查程序的新規例，或加強對外資的審查

**Since the European Union was established in 1993 with the Maastricht Treaty, the rights of foreign investors have always been protected.**

The E.U.'s single market is the engine of the European economy: it enables most goods, services, money and people to move freely. In this context, foreign direct investment (FDI) is a driver of competitiveness and of the economic development of the bloc.

Article 63 of the "Treaty on the Functioning of the European Union" protects the freedom of movement of capital, granting rights and equal opportunity to both E.U. and non-E.U. investors. It stipulates that:

1. all restrictions on the movement of capital between Member States and between Member States and third countries shall be prohibited; and
2. all restrictions on payments between Member States and between Member States and third countries shall be prohibited.

The Treaty allows, however, Member States to apply for restrictions to foreign investments on public policy grounds. Such restrictions are carried out through national screening mechanisms, meaning that each Member State has the ultimate veto.

In the attempt to find a compromise between protecting foreign investors and the legitimate interests of Member

States, the Court of Justice of the E.U. has developed a body of case law on the various national screening mechanisms. As at 14 October 2020, fifteen Member States (not including the United Kingdom) have a national screening mechanism in place.

In an effort to harmonize the different national screening systems, in March 2019, the E.U. introduced Regulation 2019/452, also known as the "E.U. FDI Screening Regulation."

It is worth remembering that under the E.U. legal system, and as opposed to a Directive, a Regulation of the E.U. is a law directly applicable and enforceable in each Member State without the need of implementation through a Member State's national law.

Regulation 2019/452, which came into force on 11 October 2020, sets out a series of new reporting obligations, which investors should be aware of.

### Key provisions of Regulation 2019/452

#### Annual reporting

All Member States will have to submit to the E.U. Commission an annual report with consolidated information on FDI taking place in their territory, and information on the application of their screening mechanisms. It is important to point out that the E.U. encourages

Member States to make use of their internal screening powers and, for those Member States that do not have such a screening mechanism, to set one up.

Based on the data submitted by the Member States, the Commission will publish an annual report on the implementation of the Regulation. The first report will therefore cover investments completed in 2020.

### Requirements for valid national screening mechanisms

The Regulation, which applies to all sectors and is subject to no thresholds (eg monetary value), sets out the requirements for a valid screening mechanism of a Member State in accordance with the existing principles of the E.U. In a nutshell, such requirements are: transparency of screening rules and procedures (eg time frames, grounds for screening), non-discrimination among foreign investors, confidentiality of exchange of information and the possibility of recourse against screening decisions.

### Investments subject to screenings

An FDI is likely to fall within the scope of a national screening mechanism when it concerns one of the following areas:

- critical infrastructure (eg transport, health, communication)



Member State can comment on a FDI in another Member State if it considers that the investment is likely to affect security or public order within the bloc.

Equally, The E.U. Commission can issue opinions when an FDI poses a threat to security or public order in more than one Member State. The Commission will also issue an opinion if at least one-third of the Member States express concerns on a proposed FDI.

It is important to note that such opinions are not binding on the Member State that is screening the FDI. The responsibility for conducting such a screening will continue to rest with the Member States, who will continue to

have the last word. However, they should take the comments made by other Member States and the E.U. Commission into due account.

Going forward, the new regulation facilitates cooperation between Member States and the European Commission in the context of a structured process.

### FDI affecting E.U. projects

The E.U. Commission will issue opinions of its own – without the impulse of a

- critical technologies (eg artificial intelligence, robotics, cybersecurity, defence, aerospace)
- supply of critical inputs (eg energy or raw materials)
- access to sensitive information (eg personal data)
- freedom and pluralism of media
- if the foreign investor is directly or indirectly controlled by the government of a third country (including state bodies or armed forces), through

ownership structure or significant funding

- where there is a serious risk that the foreign investor may be engaged in illegal or criminal activities.

### Cooperation mechanisms

The Regulation focuses on a cooperation mechanism that enables the E.U. Commission and the Member States to exchange information on FDI and raise concerns where needed. In particular, a



Member State – when an FDI is likely to affect projects of interest to the whole E.U. These include programmes that receive E.U. funds, like Galileo and Horizon 2020, and those covered by E.U. law on critical infrastructure, technologies or inputs. In these cases, the Member State must take into utmost account the opinions issued, and give reasons if the opinions are not followed.

### In summary

Member States remain sovereign and independent in terms of screening an FDI. The E.U. FDI Screening Regulation essentially seeks to harmonize different screening regimes and increase the cooperation and exchange of information among Member States.

The result is that Member States that still lack a screening mechanism may find themselves under increasing scrutiny and pressure from the E.U. Commission (and possibly from other Member States) to establish one.

Foreign investors should be aware of the existing national screening mechanisms across the E.U. prior to making strategic investment decisions. They should consider, in particular, whether the intended investment affects critical or strategic sectors or public order, and they should assess potential risks well in advance.

Foreign investors shall also be aware of the extra time that a screening process may require. On a final point, it should be noted that even post-closing FDI screenings may occur. Investors must anticipate (and be prepared for) worst-case scenarios already in the transactional documents, including adopting the necessary contractual remedies.



**自1993年《馬城條約》生效，歐洲聯盟正式成立以來，外國投資者的權利一直受到保障。**

歐盟單一市場容許多數的貨品、服務、資金和人員自由流動，是歐洲經濟的引擎。在這背景下，外國直接投資（外資）就是該聯盟競爭力和經濟發展的驅動力。

《歐洲聯盟運作條約》第63條保障了資金的自由流動，賦予歐盟和非歐盟投資者權利和平等機會。該條文規定：

1. 禁止對成員國間及成員國與第三國間的資金流動施加任何限制；以及
2. 禁止對成員國間及成員國與第三國間的

支付施加任何限制。

不過，條約容許成員國基於公共政策理由，申請對外國投資施加限制。這些限制須通過國家審查機制，意味各成員國都有最終否決權。

為了在保障外國投資者與成員國的合法權益間尋找平衡點，歐盟法院已就不同國家的審查機制建立了一套判例法。截至2020年10月14日，已有15個成員國（不包括英國）實施本國審查機制。

為統一各國不同的審查制度，歐盟在2019年3月頒布第2019/452號條例，又稱《歐盟外資審查條例》。



值得謹記的是，根據歐盟的法律體系，有別於指令，歐盟條例是直接適用和執行於各成員國的法律，無需通過成員國的本國法律實施。

第2019/452號條例於2020年10月11日生效，當中訂明一連串的新報告責任，投資者宜多加留意。

## 第2019/452號條例主要條文

### 年度報告

所有成員國須向歐盟委員會呈交年度報告，

提供境內外資的綜合資料，以及外資申請接受審查的資料。值得一提的是，歐盟鼓勵成員國運用他們的內部審查權，而未有審查機制的成員國，則應盡快設立。

委員會會根據成員國提交的資料，就條例的實施發表年報。因此，首份年報將包括在2020年完成的投資項目。

### 有效的國家審查機制要求

條例適用於所有行業，且不設門檻（如金額），並按照歐盟的現行原則，訂明成員國有效的審查機制須符合的要求。概括而言，這些要求包括：透明的審查規則和程序（如時限、審查理由）、外國投資者不受歧視、交換資料的保密性，以及就審查決定提出申訴的可能性。

### 須接受審查的投資

外資如涉及以下範疇，則可能要通過國家審查機制：

- 重要基礎建設（如運輸、醫療、通訊）
- 重要技術（如人工智能、機械人技術、網絡安全、防禦、航天）
- 重要物資供應（如能源或原料）
- 接觸敏感資料（如個人資料）
- 媒體自由和多元化
- 由第三國政府（包括國家機構或武裝部隊）通過所有權結構或大舉注資直接或間接控制的外國投資者
- 外國投資者或從事非法或犯罪活動，構成嚴重的風險。

### 合作機制

條例著重建立一個合作機制，讓歐盟委員會和成員國交換外資資料，並在必要時提出關注。尤其是倘某成員國認為另一成員國的某個外資項目或會影響聯盟內部的安全或公共秩序，則可對其作出評論。

同樣，當外資對一個以上成員國的安全或公

共秩序構成威脅，歐盟委員會可就此發表意見。倘至少三分之一成員國對擬議的外資項目表示關注，委員會亦會發表意見。

必須注意的是，該等意見對審查外資的成員國並沒有約束力。進行審查的責任將繼續由成員國承擔，並保留最終決定權。然而，他們應充分考慮其他成員國和歐盟委員會的意見。

展望未來，新條例將促進制度化過程中成員國與歐盟委員會之間的合作。

### 影響歐盟項目的外資

當外資可能影響與整個歐盟利益攸關的項目，歐盟委員會無需經由成員國提出要求，亦可自行發表意見。這包括接收諸如Galileo衛星導航系統和Horizon 2020科研計劃等歐盟基金的項目，以及受歐盟法例約束的關鍵基建、技術或物資等項目。在這些情況下，成員國必須慎重考慮委員會所發表的意見；若不遵從意見，也得提出理由。

### 總結

成員國在審查外資方面保持主權和獨立。實質上，《歐盟外資審查條例》旨在統一不同的審查制度，並加強成員國之間的合作與資料交換。

因此，成員國如未設立審查機制，可能會面對日趨嚴厲的審查，而歐盟委員會（及／或其他成員國）亦會向其施壓，要求建立審查機制。

外國投資者在作出策略投資決定前，應先了解歐盟各國現有的國家審查機制，尤其要考慮預期的投資會否影響重要或戰略性的產業或公共秩序，並事先評估潛在風險。

外國投資者還應留意審查過程可能所需的額外時間。最後一點，即使投資已經結算完畢，亦可能須接受審查。投資者必須在交易文件作出最壞情況的預期，做好準備，包括制訂必要的合約補救措施。



# Moves to Modernise HKEX 港交所 與時俱進

The Chamber has responded to the Hong Kong Exchanges and Clearing Limited Consultation Paper on Paperless Listing and Documents. An abridged version of our submission is below  
總商會已回應香港交易及結算所有限公司就無紙化上市及文件機制發表的諮詢文件，  
以下是建議書的經編輯版本

**HKGCC welcomes the opportunity to comment on this initiative to amend and modernise the Listing Rules to reflect the digital age, and to reduce the types of documents that have to be displayed for certain transactions.**

These proposals would help to reduce the administrative burden and costs of both HKEX and issuers, resulting in greater efficiency. Given the widespread internet access in Hong Kong, we hope that it will also be possible to implement them

in a way that does not harm the interests of the investing public in Hong Kong, which is of paramount importance.

## **Preliminary Comments**

The proposals would largely dispense with the requirement to make listing documents available physically, so that they would only need to be made available online. It is therefore all the more important for website access to the documents, on both HKEX's and the issuers' websites,



to be made as easy and user-friendly as possible for potential investors. It is also important that the option of access to the physical documents also be made available.

We understand that it is not HKEX's intention to prohibit issuers from making the documents available physically (as well as online) and believe that they should be entitled to do so. We suggest that this be made clear in your consultation conclusions.

While the proposals overall should reduce the administrative burden and costs for issuers (as well as HKEX), the new regime will result in significant changes to the current position, with different requirements applying to different types of listings. We would therefore recommend that when the proposals are finalised, HKEX publishes detailed guidelines, in a simple and easy-to-use format, explaining how the new regime will operate.

## Answers to Questions in the Consultation Paper

**Q:** *Do you agree with our proposal to amend the Listing Rules to require:*

- (i) all listing documents in a New Listing to be published solely in an online electronic format; and
- (ii) except for MMOs, all New Listing subscriptions, where applicable, to be made through online electronic channels only?

**A:** We note the statistics cited in the Consultation Paper showing the minute number of paper applications received in 2019; the near-ubiquitous availability of internet access in Hong Kong; and the benefits of the proposal in terms of improved efficiency and being better for the environment. Nevertheless, potential investors should still be entitled to physical access to the documents, and be given the option of receiving physical share certificates.

**Q:** *Do you agree that documents listed in Appendix I should be displayed online for the periods set out in that appendix except for those documents that are required by the Rules to be made available on an ongoing basis?*

**A:** Yes. We do not see any valid reason why the proposed required period of display online should be any longer than the current required period for physical display.

**Q:** *Do you agree that the Exchange should continue to allow redaction of documents on display in only very limited circumstances?*

**A:** By "very limited circumstances", we understand that the CP is referring to the three criteria in the Waiver Guide. On this basis, we agree.

**Q:** *Do you agree that the current definition of "material contract" remains fit for purpose and that the Exchange should continue to apply it?*

**A:** Yes. We do not see any valid reason for changing the definition, and agree that it should be kept consistent with the definitions in the Companies (Winding Up and Miscellaneous Provisions) Ordinance and the Takeovers Code.

**Q:** *Do you agree that restrictions should not be placed on downloading and/or printing documents that are published online in accordance with the proposals set out in this paper?*

**A:** Yes.



**Q:** Do you agree with our proposal not to put in place a system that would enable issuers to record and verify the identity of a person who accesses documents on display online?

**A:** Yes.

**Q:** In respect of a relevant notifiable transaction, do you agree with our proposal to:

- i) require the issuer to display the contracts pertaining to the transaction only; and
- ii) remove the requirement to display all material contracts entered into by the issuer within the last two years before the issue of the circular?

**A:** Yes. We agree with the view expressed in the Consultation Paper that the purpose of these requirements should be to provide investors with information about the proposed transaction and how they should vote, and that it is unnecessary to require the provision of access to other material contracts.

**Q:** In respect of a connected transaction that is subject to the shareholders' approval requirement, do you agree with our proposal to:

- i) require the issuer to display the contracts pertaining to the transaction only; and

- ii) remove the requirement to display contracts referred to in the circular and relevant directors' contracts?

**A:** Yes, for the same reason in relation to a relevant notifiable transaction.

**總商會歡迎有機會就擬議修訂及更新《上市規則》以配合數碼時代的發展，以及減少須就若干交易展示的文件種類表達意見。**

這些建議可助減輕港交所和發行人的行政負擔和成本，從而提升效率。隨著互聯網在香港廣泛普及，我們希望將之加以應用，而又不損本港投資大眾的利益，這一點至關重要。

### 初步意見

該等建議將取締上市文件須展示實體版本的規定，改為只須在網上刊發。因此，盡量讓準投資者能夠簡單便利地在港交所及發行人的網站查閱相關文件，尤為重要。此外，港交所也應給予公眾選擇權，提供實體文件備查。

我們明瞭，港交所無意禁止發行人以實體（及電子）形式展示文件，並且認為他們應享有這種權利。我們建議港交所在此諮詢總結闡明這一點。

儘管有關建議整體上可減輕發行人（及港交所）的行政負擔和成本，惟新機制對不同上市類別的規定不盡相同，對現狀造成重大變動。有見及此，我們建議港交所於敲定建議後，宜公布簡明而詳細的指引，說明新機制的運作方式。

### 本會就諮詢問題回答如下

**問：**你是否同意我們修訂《上市規則》的建議，要求：

- (i) 新上市的所有上市文件必須僅以網上電子形式刊發；及
- (ii) 除進行混合媒介要約的發行人外，新上市認購（如適用）僅可透過網上電子渠道申請？

**答：**本會注意到諮詢文件援引的數據顯示，2019年接獲的紙本申請數量極少，且互聯網在香港極為普及，加上建議能夠提升效率和推動環保。然而，準投資者仍該有權以實體形式索取相關文件，並予以取得實體股票的選擇。

**問：**你是否同意，除《上市規則》規定須持續展示的文件外，載列於諮詢文件附錄一的文件應按該附錄訂明的指定期間於網上展示？

**答：**同意。我們認為沒有合理理由，要求建議的網上展示時間超過現行的實體展示時間。

**問：**你是否同意聯交所僅在極少數情況下繼續容許展示文件遮蓋其中部分資料？

**答：**本會理解諮詢文件所指的「極少數情況」為《豁免指引》列明的三項準則。在此基礎上，本會同意。

**問：**你是否同意現行「重大合約」的定義仍然合用，聯交所應繼續採用？

**答：**同意。本會認為沒有合理理由更改定義，並同意該定義

應與《公司（清盤及雜項條文）條例》及收購守則的相關定義一致。

**問：**你是否同意不應對按照本文件建議規定於網上刊發的文件設置下載及／或列印限制？

**答：**同意。

**問：**你是否同意我們的建議，不設立可讓發行人記錄和驗證查閱網上展示文件人士身份的系統？

**答：**同意。

**問：**就相關須予公布交易而言，你是否同意我們的建議：

- i) 規定發行人須僅展示與交易有關的合約；及
- ii) 取消展示發行人在刊發通函前兩年內訂立的一切重大合約的規定？

**答：**同意。本會認同諮詢文件所指，上述規定旨在向投資者提供建議交易及投票方法的相關資訊，故無須規定發行人展示其他重大合約。

**問：**就須遵守股東批准規定的關連交易而言，你是否同意我們的建議：

- i) 規定發行人僅展示與交易有關的合約；及
- ii) 取消發行人須展示通函所提及合約及相關董事服務合約的規定？

**答：**同意，理由與須予公布交易的規定相同。

*Stylish*  
時尚



*Oriental Watch Company*  
東方表行  
Oriental Watch Company  
Since 1961



*Vision*  
眼光



*Experience*  
經驗

時尚匯聚東方 經驗成就眼光

東方表行

中環皇后大道中50號地下及1樓  
中環德輔道中133號地下  
銅鑼灣軒尼詩道488號地下B及C舖  
尖沙咀東部科學館道14號新文華中心地下80號舖  
佐敦彌敦道233-239號JD Mall地下A舖  
旺角彌敦道750號始創中心地下G06舖  
油蔴地彌敦道555號地下B及C舖  
澳門殷皇子大馬路43-53A號澳門廣場地下B、C及D舖及閣樓

(852) 3470 0009  
(852) 2545 4577  
(852) 2577 1332  
(852) 2312 2008  
(852) 2723 3360  
(852) 2396 8003  
(852) 2384 8103  
(853) 2871 7323

瑞士表行

勞力士及帝舵專賣店

銅鑼灣軒尼詩道481號地下  
銅鑼灣軒尼詩道500號希慎廣場地下G34-35號舖  
尖沙咀彌敦道50號金域假日酒店G02及M02舖

(852) 2893 6088  
(852) 2555 3188  
(852) 2369 8881

顧客服務熱線: (852) 2815 8821 | 400 892 5595  
[www.orientalwatch.com](http://www.orientalwatch.com)

加入會員計劃  
尊享多重禮遇





# Supporting the Silver Lifestyle

## 引領銀髮生活

Culture Homes aims to make life more comfortable and enjoyable for Hong Kong's growing ranks of seniors, reports the Chamber's staff writer **German Cheung**  
文化村為香港日益增長的長者人口打造更舒適愉悅的生活  
本刊記者張愷文

**"We strive to bring wellness, dignity and fun to the silver generation through our innovative and best quality products and services," said Stephanie Law, Managing Director at Culture Homes Healthcare Co Ltd.**

Culture Homes was founded in 2001 to provide healthcare services for the elderly. Since then, it has expanded its scope of services and products to medical aids, rehabilitation, and a wide-range of lifestyle products for seniors.

"We first started to identify what was most lacking and in demand in the silver generation market," Law said. "And

we noticed that the industry was rather traditional, which means clients are passive, and there were not many choices for them."

So the company decided to develop a new care service model that recognizes the fact many elderly people want to have more of a say in their lifestyle choices as they grow older.

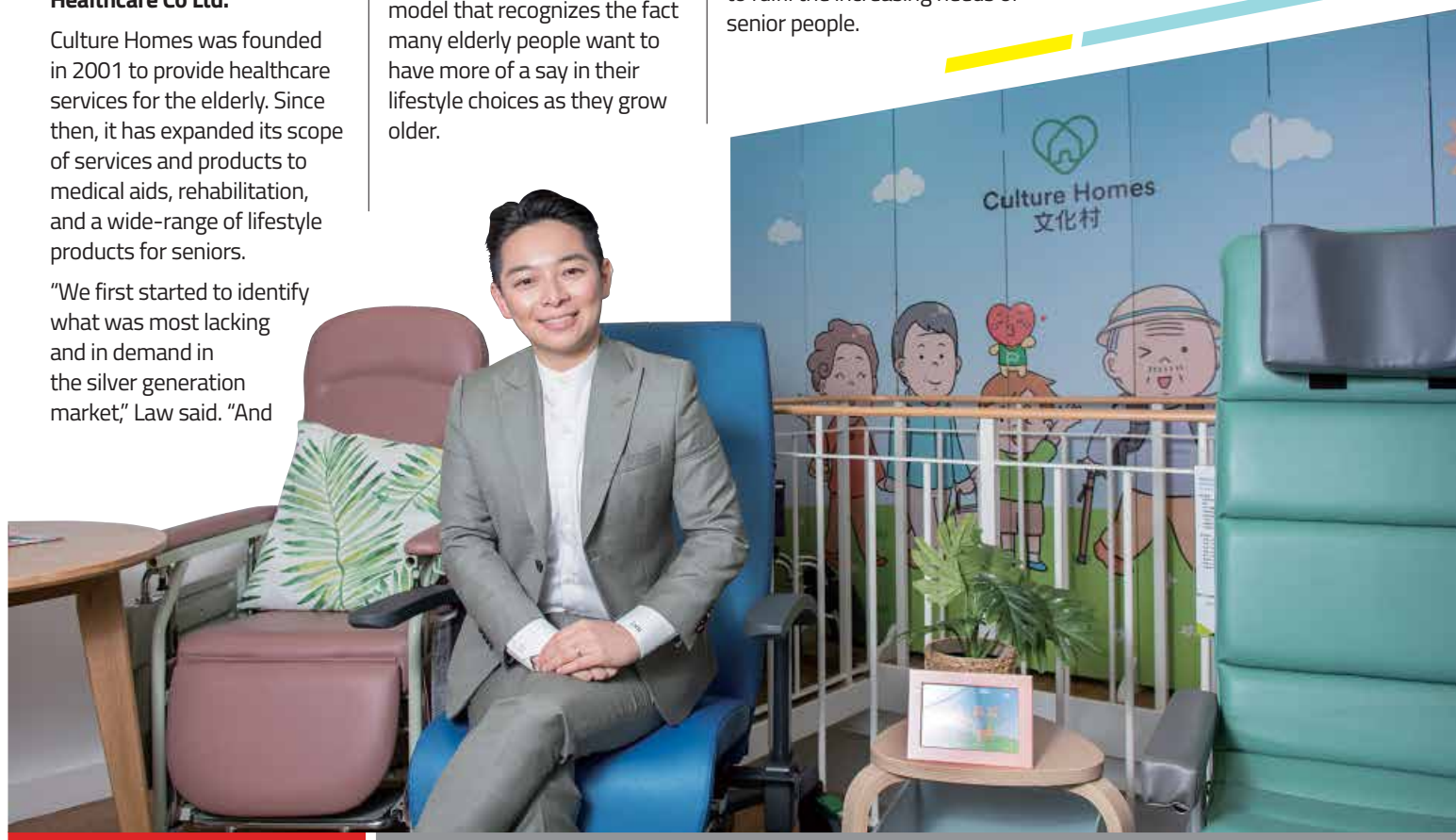
"We noticed that over 90% of the elderly choose to age in place nowadays," Law said. "Many of them are intellectual and know what they need. We therefore provide more options for them to raise their living standards."

From top-notch electric wheelchairs to practical accessories, Culture Homes aims to provide the best silver generation products in the market. It also offers a range of unique and innovative products to fulfil the increasing needs of senior people.

"We want them to feel respected, and to know that they still can lead their own lives."

Law took reference from all over the world in her pursuit of the best quality products and designs for Culture Homes.

"I was amazed by how innovative and diverse Japanese healthcare products are, and their attitudes toward the elderly healthcare," she said. "So we imported some





of those products and tried to localize them to fit in the Hong Kong market.”

One of the examples is “softmeal,” which helps elderly people who have difficulty chewing or swallowing to continue to eat balanced, healthy meals. This is a texture modified gellant to modify the texture of real food.

“After we brought the idea to Hong Kong, we re-designed and created local food recipes like egg tart and French toast,” Law explained, to make sure older people do not have miss out on these Hong Kong classic treats.

Although the ageing issue in Hong Kong is often seen as a critical threat to society, Law takes it as an opportunity to show the public the possibilities for quality elderly healthcare in the future.

“I don’t treat ageing as a problem. It is a phase that everyone will reach,” Law said. She hopes that being aware of the dedicated products and services that are available will help people to be more open-minded about elderly healthcare.

However, Law said she realizes that providing quality products and services is not enough to transform people’s perception. She wants make a change to the whole industry, and even to society.

“The biggest challenge of the industry is how to move beyond the tradition model,” she said. “We would like to transform the public perception of the elder care industry and foster a positive and caring community.”

To eliminate the stigma and misunderstandings around elder care, Culture Homes also carries out public education and promotion. The company aims to be an agent of change, and a thought leader to create a positive and supportive environment for the silver generation.

“We invited silver generation models for our promotional materials. We even had colleagues dressing as our mascot Captain Softmeal, to showcase our products and services,” said Law. “We want to let people know that silver generation healthcare can be fun and creative.”

**“The biggest challenge of the industry is how to move beyond the tradition model. We would like to transform the public perception of the elder care industry and foster a positive and caring community.”**

This was part of The Project Futurus, a social enterprise arm of Culture Homes. The Project Futurus is a collaboration platform and experience centre that explores the future of ageing, and includes a social media platform “Captain Softmeal” with interactive and easy-to-understand content.

Law won the “Global Ageing Trailblazer Award” in the 10th International Ageing Asia Innovation Forum for her efforts to improve the industry.

“The award was like the Oscar of the elderly healthcare industry,” she said. “It was definitely a milestone for us and really encouraged us to keep on improving our services.”

To further realize and develop her vision, a brand-new

flagship project “Forward Living” will launch soon. It is a senior residential community that provides professional care services and an ageing-friendly environment, and demonstrates the company’s vision of “A New Age of Possibilities” for its clients.

“The idea is that we make it just like they are moving into a new community. There will be facilities like a spa, salon, kiosks and restaurants. We want our residents to enjoy a positive and carefree life.”

Law believes that there is enormous potential for future growth in the industry. “We hope to keep on developing our brand,” said Law “so that when people see Culture Homes, they know it signifies the future of silver generation healthcare.”



「我們致力通過創新和最優質的產品和服務，為銀髮族帶來健康、尊嚴和樂趣，」文化村生活及復康產品有限公司董事總經理羅凱寧如是說。

文化村於 2001 年創辦，致力為長者提供醫療服務。自成立以來，該公司不斷擴展服務和產品類別，涵蓋醫療輔助設備、復康服務，以及專為長者而設的各式各樣生活產品。

## 「業界最大的挑戰是如何走出傳統的模式。我們希望改變公眾對長者護理業的看法，營造一個積極、關懷的社區。」



羅凱寧說：「我們一開始先找出銀髮市場上最缺乏、需求最大的產品和服務，結果發現這個行業頗為傳統，客戶都很被動，而且選擇不多。」

有見很多長者隨年紀增長，都希望有更多的自主權，能夠選擇自己的生活方式，該公司遂決定開發嶄新的護理服務模式。

羅凱寧說：「我們留意到，現今有超過九成長者選擇居家安老，其中許多是知識份子，了解自己所需。因此，我們為他們提供更多選擇，以提升他們的生活水平。」

文化村致力提供最優質的銀髮產品，從頂級的電動輪椅到實用配件，應有盡有，更搜羅了一系列獨特創新的產品，以滿足長者日益增長的需求。

「我們希望他們感到備受尊重，並知道自己仍可過自己的生活。」

羅凱寧在探尋優質產品，為文化村進行設計期間，參考了世界各地的經驗。

她說：「日本醫療保健產品的創新多元，以及當地人對長者醫療保健的態度，實在讓我眼界大開。於是我們進口了部分產品，並加以改良，使之切合香港市場的需要。」

其中一個例子是「軟餐」；這些用於改變食材質感的酵素，可助有咀嚼或吞嚥困難的長者維持均衡健康的飲食。

羅凱寧解釋：「我們把概念引入香港後，便重新設計和創造蛋撻和西多士等本地美食，」讓長者都可飽嚙這些港式經典小吃。

儘管香港人口老化問題常被視為對社會的嚴重威脅，羅凱寧卻視之為良機，藉此向公眾展示未來優質長者保健服務的潛力。

她說：「我

不認為衰老是一個問題，而是人人必經的階段。」她希望大眾能夠認識坊間的專門產品和服務，鼓勵他們對長者保健持更開放的態度。

但她又意識到，單單提供優質的產品和服務，不足以改變人們的想法；因此她希望為整個行業，甚至社會帶來轉變。

她說：「業界最大的挑戰是如何走出傳統的模式。我們希望改變公眾對長

者護理業的看法，營造一個積極、關懷的社區。」

為消除對長者護理的標籤和誤解，文化村還推行公眾教育和宣傳，務求推動和引領變革，為銀髮族創造正面、有利的環境。

羅凱寧說：「我們邀來銀髮族模特兒參與製作宣傳材料，甚至有同事化身成銀髮綠衣『軟餐俠』，推廣我們的產品和服務。我們希望讓外界知道，銀髮族的保健護理可以樂趣與創意兼備。」

這是文化村旗下社企 The Project Futurus 的項目。The Project Futurus 作為一個合作平台和體驗工作室，以探索老化未來為宗旨，並設有「軟餐俠」社交媒體平台，以互動及簡單易懂的方式分享資訊。

羅凱寧在第十屆「亞太高齡創新論壇」上榮獲「全球高齡創新先驅大獎」，以表彰她在改進業界方面的努力。

她說：「該獎項好比長者保健界的奧斯卡獎。對我們來說，這絕對是一個里程碑，鼓勵我們不斷完善服務。」

為進一步實現願景，該公司即將推出全新的旗艦項目「迎進生活」。此乃結合專業護理服務與樂齡環境的長者生活社區，向客戶展示了公司「不限年齡，無限可能」的願景。

「我們的構思是要令他們猶如遷進一個新社區一樣。那裡設有水療中心、理髮店、小食亭和餐廳等設施，讓住客安享樂活無憂的人生。」

羅凱寧認為，業界未來增長潛力龐大。她說：「我們希望繼續發展自家品牌，讓人們一看到文化村，就會想到銀髮族醫療保健的未來。」

Company : Culture Homes Healthcare Co Ltd

公司名稱：文化村生活及復康產品有限公司

HKGCC Membership No. 總商會會員編號：HKC1060

Established 創辦年份：2001

Website 網站：<http://www.hkctl.com>



# We Help You Find The Right One

**Hughes-Castell has 35 years of experience recruiting the best talent in Legal, Compliance, Governance and Trustee fields throughout Asia for our clients. Companies rely on us to partner with them to find talent that can add value and become a long-term asset to the organization.**

We will be happy to make a presentation of our capabilities in person or via email or telephone. Please contact us at the number or email below.  
[www.hughes-castell.com](http://www.hughes-castell.com) | [hughes@hughescastell.com](mailto:hughes@hughescastell.com) | (852) 2520-1168



# New Members

# 新會員



## Airwallex (Hong Kong) Ltd

Ms Susan HO

SVP, Brand Communications Partnership

[www.airwallex.com](http://www.airwallex.com)



## Buildview Jewellery Ltd

創文珠寶有限公司

Mr Wan Hung CHAN 陳運鴻先生

Director

[www.buildviewjewellery.com](http://www.buildviewjewellery.com)



## BTT Consulting Ltd

Ms Liangliang GRAHAM

Director

[www.btt-consulting.com](http://www.btt-consulting.com)



## China Minmetals HK (Holdings) Ltd

中國五礦香港控股有限公司

Mr Wei CHANG 常偉先生

Executive Chairman



## Chun Wo Elegant Decoration Engineering Co Ltd

俊和高雅裝飾工程有限公司

Mr Ken KO 高永年先生

Head of Operations



## Chun Wo Foundations Ltd

俊和地基工程有限公司

Mr Andrew CHENG 鄭紹章先生

Operations Manager



## Chun Wo Property Development Ltd

俊和地產發展有限公司

Mr Chun Wai HO 何俊威先生

General Manager



## Chun Wo Railway Engineering Ltd

俊和鐵路工程有限公司

Mr William LEUNG 梁永全先生

General Manager



## Chun Wo Tunnel Management Ltd

俊和隧道管理有限公司

Ms Ada WONG

Assistant Financial Controller



## City Security Co Ltd

城市護衛有限公司

Mr Michael WONG 黃永堂先生

Managing Director

[www.citysecurity.com.hk](http://www.citysecurity.com.hk)



## China Taiping Life Insurance

(Hong Kong) Co Ltd

中國太平人壽保險(香港)有限公司

Mr Kwok Kit LEUNG 梁國傑先生

Chief Finance Officer

[tplhk.cntaiping.com](http://tplhk.cntaiping.com)



## Creedon Technologies HK Ltd

以登科技有限公司

Mr David FERGUSON

Managing Director

[www.nixplay.com](http://www.nixplay.com)



ENQUIRIES  
Ms Sharon Chung  
Tel: (852) 2823 1203  
Email: [membership@chamber.org.hk](mailto:membership@chamber.org.hk)



#### CryptAM Services Ltd

Mr Nachiketa SINGH  
Head of Operations and IT  
[www.cryptamservices.hk](http://www.cryptamservices.hk)



#### Smart Charge (HK) Ltd

Mr Ringo NG  
Managing Director  
[www.smartcharge.com.hk](http://www.smartcharge.com.hk)



#### The Food Story Hong Kong Ltd

Ms Flora CHAN  
Founder & Managing Director  
[www.thefoodstoryhk.com](http://www.thefoodstoryhk.com)



#### Ten Gen IT Co Ltd

騰建資訊科技有限公司  
Mr Li Hung CHENG 鄭利雄先生  
Director  
[mall.builderhood.com](http://mall.builderhood.com)



#### MinterEllison LLP

銘德有限法律責任合夥律師事務所  
Mr George TONG  
Partner  
[www.minterellison.com](http://www.minterellison.com)



#### Vasteam Construction Ltd

浩隆建築有限公司  
Mr Victor TONG 湯志偉先生  
Operations Manager



#### Plug The Sun Ltd

Mr Walter MARIN  
CEO  
[www.plugthesun.com](http://www.plugthesun.com)



#### World Houseware (Holdings) Ltd

Mr Tat Hing LEE  
Chairman  
[www.worldhse.com](http://www.worldhse.com)



#### Progress Star International Ltd

晉星國際有限公司  
Mr To Bun CHAN 陳道斌先生  
Director  
[www.progress-star.com](http://www.progress-star.com)



#### Wing Cheong Electrical Eng & Contracting Co Ltd

永昌電器工程有限公司  
Mr Allen MAN 文兆麟先生  
Project Manager



#### Stockshop Industries (HK) Ltd

Mr Per G LARSEN  
CEO and Founder  
[www.stockshopgroup.com](http://www.stockshopgroup.com)



#### Wonder Capital Group Ltd

盈達資本有限公司  
Ms Gigi CHAN  
Founder & CEO  
[www.wonder-capital.com](http://www.wonder-capital.com)



# Second Life for Industrial Assets

## 工業資產再生



Gobigcat helps companies to unlock value in secondhand machinery and idle equipment

Gobigcat 協助企業釋放二手機器和閒置設備的價值

**To keep up with rapidly changing technology and stay ahead of the competition, companies across a wide range of sectors need to upgrade their industrial equipment regularly. But this sometimes means getting rid of older machinery that is still in perfectly good working**

**order. Or else machines sitting idle between projects, taking up space and incurring maintenance costs.**

Gobigcat aims to solve these issues. Launched in 2017, Gobigcat is an online assets disposal platform that was originally set up to help companies in the Asia-Pacific region to dispose of their surplus commercial and industrial assets in an efficient and convenient way.

"Managing and disposing of surplus assets and idle equipment is a costly and time-consuming matter," said Gobigcat's Managing Director Johnathan Lam. "It is our job

to turn these assets into working capital for companies. Then they can focus on their business."

Using the platform means that companies access a global network when they want to buy, sell or rent idle equipment or secondhand machinery. Over the past few years, Gobigcat has grown quickly, and has done transaction as far afield as Australia, Africa and the United Kingdom.

However, challenges still exist as turning idle assets into working capital for companies is difficult, and problems may emerge depending on the type of equipment that is being

sold or rented.

"Some of our cases are simple if it only involves buying and selling," said Lam. "But some cases involve different levels of complexity, especially when that asset is used in a production line. This can involve dismantling and large-scale shipment of thousands of large and small items."

However, Lam said he believes that they can continue to improve their service by being sensitive to market changes and listening to the needs of their clients. "We strive



to expand our user base worldwide, so as to become a global marketplace platform that facilitates transactions between buyers and sellers effectively."

Joining the Chamber has helped Gobigcat fulfil these global ambitions. "We believe that membership at HKGCC allows us to have the chance to meet with more people who work in different industries and businesses, that can help us catch-up with this ever-changing market," said Lam. "Certainly, we also hope that members will get to know about us and see the value we offer and how we can benefit their companies."

**為了趕上日新月異的科技和保持市場領先地位，各行各業需要定期提升工業設備；而較舊的機器即使運作良好，但閒置不用只會佔據空間和帶來保養成本，故難免會受到淘汰和棄置。**

Gobigcat 致力解決這些難題。網上資產處置平台 Gobigcat 創辦於 2017 年，成立目的原為協助亞太區的公司，以高效便捷的方式處置多餘的工商業資產。

Gobigcat 執行董事林銘康說：「管理和處置多餘資產和閒置設備，既花錢又耗時。」他解釋：「我們的工作是幫助企業把這些資產化為營運資金，讓他們可專心打理業務。」

企業若有意購買、出售或租用閒置的設備或二手機器，可利用該平台連接環球網絡。近年，

Gobigcat 迅速發展，業務網絡遍及澳洲、非洲和英國。

然而挑戰猶在；協助企業把閒置資產轉化為營運資金並不容易，而在放售或放租不同種類的設備時，亦會遇到各式各樣的問題。

「有些只是買賣個案，做法相對簡單。」林銘康又說：「但有些則涉及多個層面，比較複雜，尤其是用於生產線的資產，可能牽涉到拆除和大規模運送數以千計的大小組件。」

不過，他認為保持敏銳的市場觸

角和聆聽客戶的需要，有助公司不斷完善服務。「我們著力擴大公司的全球用戶基礎，藉此提供一個國際市場平台，以有效促進買賣雙方的交易。」

加入總商會可助 Gobigcat 實現這些遠大的目標。「我們認為，成為總商會的一份子讓我們有機會接觸更多不同行業的人士，有助我們緊貼瞬息萬變的市場。」林銘康續道：「當然，我們亦希望會員能夠認識我們的公司，了解我們提供的服務，以及我們如何能為他們的公司帶來裨益。」

Company : **Gobigcat Ltd**

HKGCC Membership No. 總商會會員編號：HKG0616

Established 創辦年份：2017

Website 網站：<http://www.gobigcat.com>



# Energy Supply in a Changing World

## 滿足瞬息萬變的能源需求



**Since it was established in 1989, Sinopec (Hong Kong) Ltd has become one of the major energy suppliers in Hong Kong and oil product traders in the Asia Pacific.**

A subsidiary of Sinopec in Mainland China, Sinopec Hong Kong supplies aviation fuel, marine fuel, industrial diesel and liquefied petroleum gas across the region. Working under the principle of “rooted in Hong Kong, serving Hong Kong,” the company joined the Chamber in 2019 to leverage HKGCC’s social and business networks to explore opportunities for joint development with fellow members.

Sinopec Hong Kong operates under its corporate mission of “Better Energy, Better Life.” Local residents will be familiar with the company’s oil and gas retail networks that cover Hong Kong Island, Kowloon and the New Territories.

The past 30 years have seen Sinopec Hong Kong successfully grow its key businesses of trading refined oil products. However, like most businesses, it has faced many new challenges in the past year.

“Under the impact of the COVID-19 epidemic, Hong Kong has been suffering

from increasing downward pressure on the economy and a shrinking demand for oil and gas consumption in the local market,” said General Manager Jicong Li.

Sinopec Hong Kong has also had to create innovative solutions to keep up with the ever-changing patterns for energy demand. As part of its commitment to a green and low carbon development strategy, Sinopec Hong Kong has a high-performance precision LPG filtration system as well as Hong Kong’s first nationally approved petroleum product laboratory.

Besides a greener approach to business, Sinopec Hong Kong has also been helping to protect the local environment through its “Hong Kong Beach and Country Park Concerning Group” initiative.

Since 2012, volunteers taking part in this programme have participated in more than 100 cleaning activities in the many beaches and country parks located in Hong Kong.

“Sinopec will continue its support and service to Hong Kong, adhere to the concept of green development, and promote the long-term prosperity of Hong Kong,” said Li.





Company : Sinopec (Hong Kong) Ltd

公司名稱：中石化(香港)有限公司

HKGCC Membership No. 總商會會員編號：HKS0660

Established 創辦年份：1989

Website 網站：http://www.sinopechongkong.com

**自1989年成立以來，中石化（香港）有限公司（中石化香港）已成為香港其中一個主要的能源供應商，亦是亞太區的石油產品貿易商之一。**

中石化香港是內地中國石油化工股份有限公司的附屬公司，為區內供應航空燃料、船用燃料、工業用柴油和石油氣。該公司以「根植香港、服務香港」為宗旨，於2019年加盟總商會，並藉著本會的社交和商業網絡，探索與其他會員共同發展的機遇。

中石化香港秉承「為美好生活加油」的企業使命。本港市民應對該公司遍及全港九新界的石油和天然氣零售網絡十分熟悉。

過去30年，中石化香港成功發展了成品油產品交易等主要業務。然而，正如大部分企業一樣，該公司在過去一年經歷了種種新挑戰。

總經理李繼從說：「受到新冠病毒疫情的衝擊，香港面對日益加劇的經濟下行壓力，以及本地市場對石油和天然氣的需求持續下降。」

中石化香港也得打造創新方案，以迎合不斷變化的能源需求模式。為了實踐綠色低碳發展策略，中石化香港設有高性能的精準液化石油氣過濾系統，以及香港首個通過國家認證的石油產品實驗室。

除了採用更環保的商業模式，中石化香港還組建了「香港沙灘及郊野公園關注組」，協助保護本地環境。

自2012年以來，關注組的義工曾到訪全港各處的海灘和郊野公園，參與了逾百次的清潔活動。

李繼從說：「中石化將繼續支持和服務香港，秉持綠色發展理念，推動香港的長期繁榮。」



In May this year, the Central Government released the “Financial Support Guideline for the Development of the Guangdong-Hong Kong-Macao Greater Bay Area” – a list of 26 “articles” providing greater clarity on its policies to support and drive the financial services sector in the GBA. At the China Committee Meeting held on 24 September, Esmond Lee, CEO, Euroclear Bank Hong Kong Branch, spoke on the development of the latest financial policies and including the new Wealth Management Connect Scheme, and how they would benefit Hong Kong and the rest of the GBA.



中央政府於今年 5 月發布《關於金融支持粵港澳大灣區建設的意見》，提出了 26 條具體措施，支持和推動大灣區金融服務業發展。在中國委員會 9 月 24 日的會議，歐洲清算銀行香港分行行政總裁李建英討論了金融政策的最新發展，包括新推出的「跨境理財通」計劃，並剖析香港和大灣區如何從中受惠。



The Financial Services Development Council (FSDC) recently released a report on “Hong Kong’s Unique Role in Enhancing Financial Connectivity in the GBA.” At a Chamber webinar on 9 October, a panel of experts discussed the report and how Hong Kong can benefit from the growing business opportunities.

Rocky Tung, Head (Policy Research) at FSDC, introduced the key findings of the report and its recommendations on financial infrastructure, remote account opening, and cross-boundary mortgages and insurance. Jimmy Jim, Head of Global Markets, ICBC (Asia), said that the guidelines would bring opportunities for RMB business, bonds, and fintech in the GBA.

Edward Lau, Deputy Chief Financial Officer, New World Development, suggested that more cooperation between Mainland and Hong Kong financial institutions in Hong Kong would help to serve the growing demand for housing in the GBA. The final speaker at the event, Josephine Kwan, Partner, PwC Hong Kong, discussed PwC’s survey, which highlighted the importance of companies adopting a “GBA mindset” as the region continued to open up.

香港金融服務發展局（金發局）最近發布了一份題為「香港在粵港澳大灣區金融聯通中的獨特角色」的報告。在總商會 10 月 9 日的網上研討會，多位專家討論報告結論，並探討香港可如何受惠於與日俱增的商機。

金發局政策研究主管董一岳介紹了報告的重要結論，並講解金發局就金融基礎設施、遠程賬戶開設、跨境抵押和保險等議題提出的一系列建議。工銀亞洲金融市場部總經理詹偉基表示，指引將為大灣區的人民幣業務、債券及金融科技帶來機遇。

新世界發展有限公司副首席財務總監劉富建建議，中港兩地的金融機構加強在港合作，可助應對大灣區不斷增長的住房需求。最後一位講者——羅兵咸永道審計合夥人關維端分享了羅兵咸永道的一項調查，說明隨著區內持續開放，企業採用「大灣區思維方式」將愈趨重要。



# 精明知識產權策略 業務升級增值秘訣

## 關於計劃

知識產權署推出「知識產權管理人員計劃」，旨在協助香港企業(特別是中小企業)建立知識產權方面的人力資源，以把握知識產權貿易所帶來的機遇。

為了配合企業發展的需要，計劃的「升級版」將提供涵蓋範圍更廣、內容更深入的多個知識產權培訓課程，讓企業的知識產權管理人員按本身工作及長遠發展的需要，更有系統地增加專業知識和技能。

## 參加計劃

- ➔ 所有在香港註冊的企業均可參加計劃，費用全免
- ➔ 企業須委任一名管理階層的員工擔任內部「知識產權管理人員」，負責監督知識產權資產的規範、管理、使用及商品化情況
- ➔ 免費參加「IP204：知識產權管理人員實務工作坊」及獲贈實務指南乙本
- ➔ 企業可獲得優先資格和特價優惠讓其員工報讀知識產權培訓課程，以及最新的知識產權資訊
- ➔ 「知識產權管理人員」完成100系列的任何一個課程後，企業可獲得計劃的參加證書乙張
- ➔ 企業可以特價優惠報名參加「亞洲知識產權營商論壇」
- ➔ 立即登記：[www.ip.gov.hk/ipms](http://www.ip.gov.hk/ipms)

## 參加知識產權培訓課程

- ➔ 參加者完成課程後可獲發該課程的個人修習證書乙張
- ➔ 課程概覽及報名詳情：[www.ip.gov.hk/ipmtp](http://www.ip.gov.hk/ipmtp)

### 基本課程100系列

課程編號	課程名稱	課程時間(天)
IP 101	知識產權基礎課程	2
IP 102	內地的知識產權管理與保護	2
IP 103	香港的知識產權註冊及申請程序	1

### 進階課程200系列

課程編號	課程名稱	課程時間(天)
IP 201	知識資產組合管理課程	1
IP 202	知識產權商品化管理及策略	2
IP 203	技術轉移管理及策略	2
IP 204	知識產權管理人員實務工作坊	0.5

註：1.所有報讀進階課程200系列的人士，必須先完成IP-101知識產權基礎課程。2.知識產權署保留更改課程內容及安排的最終決定權。3.課程內容及安排以網頁公布的資料為準。

## 免費知識產權諮詢服務

知識產權署在香港律師會的支援下，為香港中小企\*提供一對一的免費知識產權諮詢服務，藉此協助他們加深對知識產權的認識和制訂有效的知識產權管理及商品化策略。

香港律師會的執業律師(顧問)會提供30分鐘的諮詢面談服務。諮詢範圍涵蓋：

- ✓ 知識產權註冊
- ✓ 知識產權管理
- ✓ 知識產權授權
- ✓ 知識產權盡職調查

網上申請或下載申請表格，請瀏覽 [www.ip.gov.hk/ipcs](http://www.ip.gov.hk/ipcs)

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



# Finance Opportunities in the GBA

## 大灣區金融機遇

Increasing connectivity across the Greater Bay Area opens doors for Hong Kong investors and banks  
大灣區加強聯通，為香港投資者和銀行打開大門

### Financial services is among the sectors best placed to benefit from the Greater Bay Area initiative.

At a Chamber webinar on 9 October, a panel of experts explored how Hong Kong can capture the opportunities arising from the latest developments.

Rocky Tung, Head (Policy Research) at the Financial Services Development Council, noted that the GBA had been developing consistently since the initiative was launched, even amid this year's disruption.

He introduced the council's recent report on "Hong Kong's Unique Role in Enhancing Financial Connectivity in the GBA," with key recommendations including improving the connectivity of infrastructure for payments and transfers. The Covid-19 outbreak has encouraged the move towards digital payments, with Hong Kong's Faster Payment System seeing a surge in both new users and volume of transactions, Tung said.

"The pandemic has been driving the adoption of innovation, so going forward I expect we will see that trend continue."

The report also recommends further development of cross-border account opening, insurance and mortgages. In fact, Tung explained, since the FSDC report was published, the Guangdong Government had announced plans

for cross-border mortgages. Tung added that the majority of the FSDC's recommendations so far have been adopted, so it is hoped that its latest proposals will also come to fruition.

Jimmy Jim, Head of Global Markets, ICBC (Asia), said that the policies announced in May regarding the financial services sector in the GBA would bring new opportunities for RMB business, bonds and fintech. The various "Connect" schemes were providing new options for investors on both sides of the border.

"In a nutshell," he said, "these developments are providing more convenience."

The ongoing relaxation of rules on cross-border transactions is a "win-win" situation, providing more options for investors and more opportunities for corporate and retail banks.

As connectivity among the cities increases, Jim also expects the different cities' roles to be enhanced, with Hong Kong focusing on areas like green bonds and asset management.

Jim also noted that the pandemic had

helped spur the growth of virtual marketing among ICBC's corporate customers.

Edward Lau, Deputy Chief Financial Officer at New World Development, discussed the increasing demand for cross-border property loans.

Demand for property in the GBA is expected to continue to rise, with Shenzhen's population growing by as many as half a million people per year. Lau added that when he speaks to people in Boston they find this difficult to imagine – the annual increase in Shenzhen is equivalent to almost the whole population of Boston.

Lau explained that cross-border loans in the past were complicated and required a great deal of documentation. Now, under certain pilot schemes, the process has been greatly simplified. Other benefits for Hong Kong-based borrowers include lower interest rates and better legal protection.

The development of the cross-border loan market will not only benefit investors, but also enable Hong Kong financial institutions to access assets



in the Mainland, Lau said, adding that he expected policy in this area would continue to develop.

Josephine Kwan, Partner at PwC Hong Kong, introduced a recent PwC report on "Adopting a GBA Mindset." Respondents said that the flow of talent, data and capital were crucial, but that hurdles remained due to the three different systems in the region.

Efforts are being made to address these concerns: for example, changes to the income tax environment will enable certain qualifying professionals to pay tax at rates equivalent to Hong Kong.

"This is a very important step for the GBA to attract people to live and work in the region," Kwan said.

On capital flow, the Wealth Management Connect will open more financial products to investors on both sides of the border. Data flow is also improving, and Kwan remarked that the Mainland's advanced technology means that it will be able to use credit data to facilitate lending to SMEs. She also expects to see further growth in virtual banks as restrictions on their operations are lifted.

### 金融服務是最能受惠於粵港澳大灣區倡議的其中一個行業。

在總商會 10 月 9 日的網上研討會，多位專家探討了香港如何好好把握區內最新發展的契機。

香港金融發展局政策研究主管董一岳指出，大灣區倡議自提出以來，一直持續壯大，即使面對今年的干擾，也無阻其發展。

他介紹了金發局最近一份題為《香港在粵港澳大灣區金融聯通中的獨特角色》的報告，其中的主要建議包括加強支付及轉賬基礎設施的聯通。他又表示，新冠病毒疫情驅使市民轉用數碼支付模式，而香港的快速支付系統「轉數快」無論在新用戶人數和交易額方面均有所飆升。

「疫情帶動了創新科技應用，我預期這個趨勢將會延續。」

該報告亦提倡進一步發展跨境開戶、保險和按揭。董一岳闡釋，事實上，自金發局發表報告以來，廣東政府亦公布了跨境按揭安排。金發局提倡的多項建議已獲採納，他希望最新的方案亦能得以落實。

工銀亞洲金融市場部總經理詹偉基表示，在 5 月份針對大灣區金融服務業出台的政策，將為人民幣業務、債券和金融科技開創新機。各個「互聯互通」機制為兩地投資者提供了新的選擇。

他說：「總的來說，這些發展帶來了更大的便利。」

跨境交易規定持續放寬，是一個「雙贏」局面，既為投資者提供更多選擇，亦為企業和零售銀行帶來了更多機遇。

隨著城際聯通日趨完善，詹偉基預期各市的角色將會加強，而香港將重點發展綠色債券和資產管理等領域。

他亦指出，疫情促進了工銀亞洲企業客戶發展虛擬營銷。

新世界發展副主席財務總監劉富強談論市場對跨境物業貸款的需求日增。

隨著深圳人口每年增加達 50 萬，預料市場對大灣區房地產的需求將持續上升。劉富強憶述，當他向波士頓人談及這個趨勢，他們都覺得難以想像——深圳的年均人口增長竟與波士頓的總人口相若。

劉富強解釋，跨境貸款過往手續繁複，需要提供大量證明文件。如今在若干試點計劃下，有關程序已大為精簡。香港貸款人享有的其他優惠包括：較低的利息和更佳的法律保障。

他又補充，跨境貸款市場的發展不僅惠及投資者，同時亦讓香港的金融機構能夠拓展內地的資產業務。他預期這一範疇的政策將持續推進。

羅兵咸永道審計合夥人關維端講解其公司最近以「培養大灣區思維」為題發表的一份調查報告。當中的受訪者認為，人才、數據及資本流通至關重要，但區內實行三個不同的制度，仍然是一大障礙。

就此，當局已採取措施，著力解決這些問題，例如優化所得稅環境，容許若干合資格的專業人士按香港稅率繳稅。

關維端認為：「對大灣區來說，這是吸引人才到區內生活和工作的重要一步。」

資本流動方面，「跨境理財通」將為兩地的投資者開放更多金融產品。數據流通亦見改善；關維端指出，內地憑藉先進技術，能夠掌握中小企的信貸資料，加快審批貸款。她亦預料，內地放寬對虛擬銀行的經營限制，將進一步促進業界發展。



**"The pandemic has been driving the adoption of innovation, so going forward I expect we will see that trend continue."**

**「疫情帶動了創新科技應用，我預期這個趨勢將會延續。」**

— Rocky Tung, Head (Policy Research)  
at the Financial Services Development Council  
—— 董一岳 香港金融發展局政策研究主管



# SME Survival Strategies

## 中小企疫市營商策略

Business owners share their experiences of coping with the impact of the pandemic, and ways to find new opportunities

企業經營者分享應對疫情影響的經驗及發掘新商機的方法

**After almost a year, the coronavirus pandemic shows no signs of slowing around much of the world. The global economy has suffered an unprecedented blow, and many local businesses, especially SMEs, are in deep trouble.**

To help members work through the difficult times together, and to learn from others' experiences the Chamber invited four entrepreneurs from different sectors to share their experience at the SME Survival Strategies Sharing Session on 15 October. They discussed not only the difficulties they were facing amid the pandemic, but also their tactics to resolve their issues.

Since the pandemic began, people have had to adopt to a "new normal," both at home and in the


workplace. CK Lee, Managing Director of CK Lee & Associates, a human resource management and training company, noted that Hong Kong businesses have always been flexible. For SMEs, the pace of response to change is even faster, as most companies have been shifting to online meetings, flexi-work hours and work-from-home arrangements over the past six months.

Lee said he also realised that while only the strong survive challenging times, it is also a time when companies can explore new opportunities. He shared his partners' experience in coming up with new business ideas when they were forced to stay in their hometowns, in

Malaysia and Mainland China, when the pandemic first broke out.

Although the catering industry has been among the sectors hardest hit by Covid-19, Alan Lo, Co-founder of Duddell's, pointed out that there were silver linings to be found. "With rents falling to a ten-year low, now is an opportune time for businesses to expand, if they have strengths, new ideas and a good team," he said.

Lo stressed that companies should make use of technology in their operations. They could also consider new business models, such as



**"With rents falling to a ten-year low, now is an opportune time for businesses to expand, if they have strengths, new ideas and a good team."**

- Alan Lo, Co-founder of Duddell's

developing online food ordering systems and takeaway markets, or even consider setting up cloud kitchens, to reduce operating costs.

Lexington Limited is engaged in product design, production, brand promotion, export trade as well as retail and wholesale. Its co-founder, Carlotta Wong, said the company focuses on responsiveness to stay competitive.

"In the past, it was 'the big fish eats the small fish,' but in the context of the current critical situation it is 'the fast fish eats the slow fish,'" she said. "As such, we review our operations daily to allow immediate adjustment."

Wong added that her company also pays particular attention to staff morale. During the pandemic, the company has encouraged employees to upgrade their skills, while also cultivating its internal marketing team. The aim is to create a sense of everyone working together as a team, from senior to junior staff, to tide over the hardships.

Kevin Ng, Managing Director of Tsangs Group, is a fourth-generation member of the family business, which focuses on financial investments. He said that while Hong Kong's financial industry has been less affected by the Covid epidemic than some other sectors, it is obvious that innovation and technology is driving a change in how we all live and work. These have brought many new business opportunities, so the group has shifted to more investment in projects related to innovation and technology, such as fintech, biotech and blockchain.

The speakers all agreed that, given the rapidly changing development and impact of the pandemic, businesses should continue to stay abreast of the situation and respond promptly. They said that they hope that Hong Kong companies will aim to "think out of the box" and embrace innovation, putting themselves in a good position for both attack and defence as the current situation evolves.



**「現時租金已達十年新低位，若企業有實力、有新概念及好團隊，反而是擴充業務的最佳時機。」**

——羅揚傑 都多利會館聯合創辦人

**新冠病毒疫情已經持續接近一年，似乎未有好轉的跡象。全球經濟受到前所未有的衝擊，許多本地企業尤其是中小型企業的營運雪上加霜。**

為幫助會員一起渡過難關，並從別人的經驗中學習，總商會邀來四位來自不同行業的企業家在10月15日的「中小企疫市營商網上分享會」分享經驗，除了討論他們在疫情下遇到的困難，還講解各自的應對策略。

疫情之下，市民的生活及工作模式都出現「新常態」。李志強管理顧問公司從事人力資源管理及培訓，董事總經理李志強表示香港企業一向靈活變通，而中小企的應變速度更為快速；在過去大半年，大部分企業都已掌握網上會議，並實行彈性上班及在家工作安排。

另外，他發現難關總會汰弱留強，同時也是企業發掘新機遇的時候。他解釋，其合夥人因疫情緣故，分別留在馬來西亞及中國內地的家鄉，反而在那裡為公司覓得新商機。

雖然餐飲業首當其衝，都多利會館聯合創辦人羅揚傑卻指出：「現時租金已達十年新低位，若企業有實力、有新概念及好團隊，反而是擴充業務的最佳時機。」

他強調企業要利用科技，考慮新經營模式，如開發網上訂餐系統、外賣市場，甚至研究開設雲端廚房，以減低營運成本。

誠信行貿易有限公司是一家結合產品設計、生產、品牌推廣、出口貿易及零售批發的企業，董事王詠儀指出，他們公司重視應變能力，以維持競爭力。

她說：「以前商業社會是『大魚吃細魚』，但現下危急情況是『快魚吃慢魚』，所以公司會每日檢討，以便即時做出調整。」

此外，她的公司特別重視員工的士氣。疫情期間，他們鼓勵員工自我增值，並培育內部市場營銷團隊，希望公司上下一心，一起渡過難關。

曾氏集團從事本地金融投資。作為家族企業第四代營運者，集團董事總經理吳建勛表示疫情對香港金融業的影響較少，但明顯發現創新科技正帶動人類生活方式及工作模式的改變，當中引發了不少新商機，因此集團轉移投資金融科技、生物科技及區塊鏈等創新科技相關的項目。

四位講者皆認為疫情的發展與影響瞬息萬變，企業應持續關注情況，並即時作出應變。他們希望香港企業都能破格求新，攻防兼備，展望未來。





# 專業商貿文件簽發及認證服務 *Professional Trade Certification & Facilitation Services*

**三個最大 The Largest in Town**

六個簽證辦事處  
全面的網上申請簽證平台  
一站式專業代辦領事認證

**Network of Six Branches  
Comprehensive Online Application Platform  
One-stop-shop Consulate Endorsement Facilitation Services**

**四個唯一 The Only Services Provider In Town**

獨家擔保和簽發暫准進口證  
獨家擔保和簽發廣東省自駕遊  
唯一機構簽發實名企業認證  
唯一網上驗證服務

**Sole Guaranteeing & Issuing Body for ATA Carnet  
Sole Guaranteeing & Issuing Body for Self-drive to Guangdong  
The Only Issuing Body for Certificate of Business Identity  
The Only Online Authentication Service**



## 產地來源證

全港最多簽發量

## Certificates of Origin

Issuing the most COs in Hong Kong

## 商事證明

提高商貿文件的認受性

## Certification of Documents

The key to document credibility & legitimacy

## 代辦領事認證

一站式完成商會加簽及領事認證

## Consulate Endorsement Facilitation

One-stop-shop services

## 實名企業認證

提升企業聲譽

## Certificate of Business Identity

Enhance business reputation

## 暫准進口證

免關稅臨時進口至  
78個國家及地區

## ATA Carnet

Duty free & tax free for temporary imports to 78 countries & districts

## 進出口報關

紙張轉換電子服務

## Import/Export Declarations

Paper-to-electronic services

## 廣東省自駕遊

駕駛你的私家車  
前往廣東

## Self-drive to Guangdong Province

Drive your private car across the border





## Asia & Africa Committee 亞洲及非洲委員會

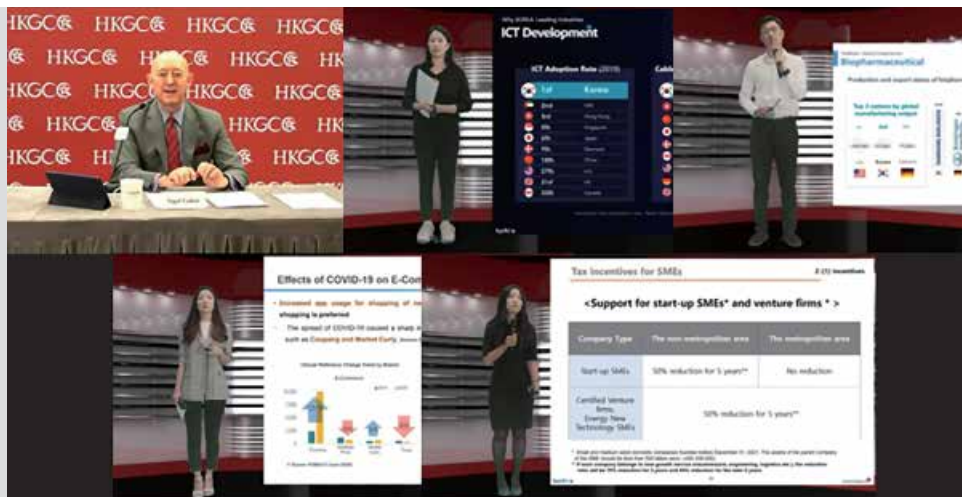
### Business Opportunities in Korea After Covid 韓國疫後商機

South Korea's highly competitive innovation sector and high-value-added industries have earned the country a reputation as a top global producer and innovation hub.

A panel of experts from Invest Korea and the Korea Information Society Development Institute (KISDI) highlighted the business opportunities in the country at a Chamber webinar on 23 September. Grace Park and Ju Hyeong Kim, Consultants at Invest Korea, updated members on the current business climate and shared a number of successful investment cases. Park said that South Korea's FDI amounted to US\$23.3 billion in 2019 and there are almost 15,000 foreign-invested companies in the country. Kim detailed the necessary procedures when investing in the country and provided a useful checklist for overseas businesses, and also discussed the incentives available for foreign investors.

Bumjoon Park, Project Manager for Life Sciences at Invest Korea, introduced the country's biopharmaceutical and healthcare industries. With strong and innovative healthcare technologies, Korea has been ranked second in a global healthcare index, reflecting the excellence of its medical services and biopharmaceutical sector.

Yoonsuk Oh, Research Associate at KISDI, explained the country's e-commerce to members to help them better understand how to tap into the opportunities. She said turnover in online shopping transactions was more than US\$1,100 billion in 2019, an increase of 18% from the previous year.



南韓的創新和高增值產業極具競爭力，為該國贏得了全球領先生產商和創新樞紐的美譽。

韓國投資促進局和韓國資訊社會發展研究所的多位專家出席總商會 9 月 23 日的網上研討會，介紹該國的商機。韓國投資促進局顧問 Grace Park 和 Ju Hyeong Kim 講解當前的商業環境，並分享了多個成功的投資案例。Park 表示，南韓在 2019 年的外國直接投資總額為 233 億美元，並吸引近 15,000 家外資企業落戶。Kim 詳述投資當地的必要程序及海外投資者可享的優惠措施，並為海外企業提供實用的投資建議。

韓國投資促進局生命科學項目經理 Bumjoon Park 介紹了該國的生物製藥和醫療保健行業。憑藉強大且創新的醫保技術，韓國在全球醫療保健指數中位列第二，足證當地醫療服務和生物製藥領域的卓越表現。

韓國資訊社會發展研究所研究助理 Yoonsuk Oh 闡釋當地的電子商務發展，協助會員好好把握商機。她表示，2019 年的網上購物交易額超過 1.1 萬億美元，較去年增加 18%。

### Belt and Road Working Group 一帶一路工作小組

Nigel Collett, Chairman of the Asia & Africa Committee, held a meeting with Edmond Yue and Nicholas Ho, the Belt and Road Working Group's two new Co-Convenors, on 24 September. They discussed the prospects and goals of the Working Group for the coming year.



亞洲及非洲委員會主席 Nigel Collett 於 9 月 24 日與一帶一路工作小組的兩位新任召集人余國賢及何力治會面，討論工作小組來年的展望和目標。

## Trade and Investing in the Philippines

### 菲律賓貿易與投資

Roberto B Mabalot,  
Vice Consul  
(Commercial) and  
Commercial Attache  
of the Philippine Trade  
and Investment Centre  
in Hong Kong (PTIC –  
Hong Kong), visited  
the Chamber on 15  
October to introduce  
the organization and



discuss possible partnerships. They were welcomed by Asia & Africa Committee Chairman Nigel Collet and members. Mabalot said that sectors such as tourism, technology and property were particularly promising, and he expected a major rebound in those areas after the pandemic has receded. He added that the PTIC was happy to provide support in connecting Chamber members with trading parties and suppliers in the Philippines.

菲律賓貿易投資中心駐港副領事（商務）兼商務參贊 Roberto B Mabalot 於 10 月 15 日到訪總商會，介紹中心的工作，並討論潛在合作機會，由亞洲及非洲委員會主席 Nigel Collet 及會員接待。Mabalot 表示，旅遊、科技和房地產等領域前景尤其樂觀，又預期該等領域在疫情消退後將大幅反彈。他補充，中心樂於為總商會會員與菲律賓的貿易商和供應商穿針引線，提供協助。

## Digital, Information & Telecommunications Committee

### 數碼、資訊及電訊委員會



Victor Lam, Government Chief Information Officer, updated members on the progress of the Government's current digital efforts at a Committee meeting on 30 September. New developments include the iAM Smart Platform, a one-stop personalised digital service platform, which is expected to be launched in the fourth quarter of 2020.

Lam also discussed the expected outcomes

of the latest Government initiatives, and their significance in furthering the development of Hong Kong as a digital hub.

在 9 月 30 日的委員會會議上，政府資訊科技總監林偉喬介紹政府數碼化工作的最新進展。新項目包括預計於 2020 年第四季推出的一站式個人化數碼服務平台「智方便」。林偉喬還討論了政府最新措施的預期成果，以及它們對進一步推動香港成為數碼樞紐的重要性。

## COMMITTEE CHAIRMEN

### 委員會主席



#### Americas Committee

美洲委員會  
Prof Steve Wong  
黃兆輝教授



#### Asia & Africa Committee

亞洲及非洲委員會  
Lt Col Nigel Anthony Collett



#### China Committee

中國委員會  
Mrs Petrina Tam  
譚唐毓麗女士



#### HKCSI – Executive Committee

香港服務業聯盟 — 執行委員會  
Ms Veronica Lockyer  
駱凱燕女士



#### Digital, Information & Telecommunications Committee

數碼、資訊及電訊委員會  
Ms Jennifer Yuen Chun Tan  
陳婉真女士



#### Economic Policy Committee

經濟政策委員會  
Mr John Anthony Miller  
苗學禮先生



#### Environment & Sustainability Committee

環境及可持續發展委員會  
Mr Mike Kilburn  
吳敏先生



#### Europe Committee

歐洲委員會  
Ms Jennifer Chan  
陳佩君女士



#### Financial & Treasury Services Committee

金融及財資服務委員會  
Ms Agnes Chan  
陳瑞娟女士



#### Industry & Technology Committee

工業及科技委員會  
Mr William Yuen Fai Lai  
黎元輝先生



## Henry Fan on Hong Kong's Healthcare Services 范鴻齡談本港醫療服務



Henry Fan, Chairman of the Hospital Authority, spoke at a Chamber webinar on 12 October about the work and challenges facing Hong Kong's public healthcare services. Besides the immediate needs created by the Covid-19 pandemic, he also spoke about the longer term demands that our rapidly ageing population will bring. By 2043, the proportion of people aged 65 and above will double from 17% to around 34%. Hong Kong will need to rapidly expand its healthcare capacity and services in order to meet the escalating demands of the city's increasing elderly population.

醫院管理局主席范鴻齡在總商會 10 月 12 日的網上研討會，討論香港公共醫療服務系統的工作與挑戰。除了新冠病毒疫情帶來的迫切需要，他還談及人口急速老化所衍生的長遠需求。到 2043 年，年齡 65 歲或以上的人口比例將從 17% 倍增至 34% 左右。隨著本港的長者人口不斷增加，為滿足他們對醫療服務的殷切需求，香港需迅速擴大其醫保能力和服務。

## Economic Policy Committee 經濟政策委員會

Amid the uncertainty of the Covid-19 pandemic, guidance from scientific and medical experts can help businesses make better decisions. One person with better insight than most is virologist Peter Piot. Not only is he Director and Handa Professor of Global Health at the London School of Hygiene and Tropical Medicine, he has also experienced Covid first-hand, having caught the virus in March. At a webinar on 5 October, Piot discussed his research into Covid-19 and the progress of the development of a vaccine, in conversation with HKGCC Vice Chairman Oscar Chow.



面對新冠病毒疫情帶來的不確定性，科學和醫學專家提供的指引，有助企業作出更好的決策。病毒學家 Peter Piot 對這議題的認識要比大部分人更透徹深入；作為倫敦衛生及熱帶醫學院院長兼全球衛生首席教授，他於 3 月確診感染新冠病毒，親身經歷過感染後的症狀。在 10 月 5 日與總商會副主席周維正的網上對談研討會中，Piot 分享有關新冠病毒的研究成果及疫苗研發進展。

## Financial & Treasury Services Committee 金融及財資服務委員會

Edmond Lau, Senior Executive Director with the Hong Kong Monetary Authority, spoke at a webinar on 21 September where he discussed a range of new wealth management policy initiatives aimed at furthering the expansion of family offices in Hong Kong and the Mainland. In the panel discussion that followed, speakers from Isola Capital, the Hong Kong University of Science and Technology, and Invest Hong Kong provided a deep dive into the evolving roles, structure and functions of family offices. They also explained Hong Kong's key advantages as a family office hub. This webinar was the first in a three-part series to explore the trends and opportunities for developing Hong Kong into a preferred destination for family offices.



香港金融管理局高級助理總裁劉應彬出席 9 月 21 日的網上研討會，討論一系列財富管理新政策，旨在進一步拓展香港及內地的家族辦公室。在隨後的小組討論，來自道源資本集團、香港科技大學及投資推廣署的講者，深入探討家族辦公室在角色、結構和職能上的演變，還剖析了香港作為家族辦公室中心的主要優勢。是次活動是一連三場網上研討會系列的第一場，目的是探討把香港發展成為家族辦公室首選目的地的趨勢和機遇。

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

At a virtual meeting on 23 September, Dr Geoff Kendall, CEO and Co-Founder of the London-based Future-Fit Foundation, introduced the Future-Fit Business Benchmark, a sustainability reporting tool developed by his charity. At the same meeting, Wilson Kwong was elected Chairman. The incumbent Vice Chairman Prof Steve Wong was joined by Dr Calvin Kwan and Pamela Mar, who were elected co-Vice Chairmen.

在 9 月 23 日的網上會議，倫敦 Future-Fit Foundation 總裁兼聯合創辦人 Geoff Kendall 博士介紹了由其慈善機構開發的可持續發展報告工具——Future-Fit Business Benchmark。席間，鄭永銓當選主席；現任副主席黃兆輝教授則與關凱臨博士和馬家敏當選副主席。

## Europe Committee 歐洲委員會

### Re-industrializing Europe? 歐洲再工業化？

Louis Delcart and Gunter Gaublomme from the Brussels Diplomatic Academy discussed the E.U.'s re-industrialization strategy in the context of the Covid-19 outbreak at a webinar on 22 September. Delcart said that the re-industrializing process had started as early as 2013 in some European countries, such as



Austria and Germany, with the aim of ensuring greater flexibility, quality assurance and a better reputation for goods. Gaublomme explained that the pandemic had highlighted the fragility of global supply chains and reinforced arguments for relocating part of the production process back to Europe. Meanwhile, some European companies had opted for the "China + 1 Strategy" to set up an extra production line near China to diversify their supply risks.

布魯塞爾外交學院的 Louis Delcart 和 Gunter Gaublomme 於 9 月 22 日的網上研討會，討論新冠病毒疫情下歐盟的再工業化策略。Delcart 表示，再工業化進程早於 2013 年在奧地利和德國等部分歐洲國家展開，目的是確保更大的靈活性、更佳的質素保證和更好的商品信譽。Gaublomme 解釋，疫情凸顯了全球供應鏈的弱點，並證實把部分生產流程遷回歐洲的觀點可取。同時，部分歐洲企業選擇了「中國 + 1」戰略，在中國附近建立額外的生產線，以分散供應風險。

## Talent, Employment and Income Tax in the GBA 大灣區人才、就業與所得稅

Helen Liao, Partner at Deacons, explained the latest policy developments in employment, talent policy and taxation in the Greater Bay Area that apply to foreign companies at a webinar on 14 October. She also touched on the impact of Covid-19 on global companies' GBA investment plans, as well as the employment prospects and salary trends in the region.

的近律師行合夥人廖海燕出席 10 月 14 日的網上研討會，講解外國企業需留意的大灣區最新就業、人才和稅務政策發展。她還探討了新冠病毒疫情對環球企業投資大灣區的影響，以及區內的就業前景和薪酬趨勢。



## COMMITTEE CHAIRMEN

### 委員會主席



**Legal Committee**  
法律委員會  
Ms Agnes Tan  
陳國萍女士



**Manpower Committee**  
人力委員會  
Ms Connie Lam  
林翠華女士



**Membership Committee**  
會員關係委員會  
Mr Leland Sun  
孫立勳先生



**Real Estate & Infrastructure Committee**  
地產及基建委員會  
Mr Nicholas Brooke  
蒲祿祺先生



**Retail & Tourism Committee**  
零售及旅遊委員會  
Ms Sylvia Chung  
鍾慧敏女士



**Shipping & Transport Committee**  
船務及運輸委員會  
Mr Kenneth Bell  
鮑偉健先生



**Small & Medium Enterprises Committee**  
中小型企業委員會  
Mr Norman Yeung  
楊敏健先生



**Taxation Committee**  
稅務委員會  
Ms Alice Leung  
梁愛麗女士



**Taiwan Interest Group**  
台灣小組  
Mr P C Yu  
余鵬春先生



**Women Executives Club**  
卓妍社  
Ms Nikki Ng  
黃敏華女士



**Young Executives Club**  
卓青社  
Mr Eric Fok  
霍啟山先生



## Chamber Chairman Awarded Golden Bauhinia Star

### 總商會主席獲頒金紫荊星章

Congratulations to Chamber Chairman Peter Wong who has been awarded the Golden Bauhinia Star. He received this award in recognition not just of his important contribution to the success of Hong Kong's financial sector, but also for his public service over the years, particularly his leadership of the Community Chest of Hong Kong. And congratulations also to our General Committee member Emil Yu, who was awarded the Bronze Bauhinia Star to acknowledge his excellent work in supporting the city's electrical and mechanical industries and nurturing young engineers.

恭賀總商會主席王冬勝獲頒金紫荊星章。今次獲授勳除了肯定他對香港金融業的重要貢獻，還表揚他多年來熱心公職，尤其是參與香港公益金的領導工作。本會亦恭喜理事于健安獲授銅紫荊星章，以嘉許他在支持本地機電業發展和培育年青工程師方面的傑出表現。

## Health and Wellness Working Group

### 醫療與健康工作小組



The Chamber set up a Health and Wellness Working Group to help develop a business environment that will enable the health and wellness sectors to flourish. The working group will also help them explore the opportunities arising from the Greater Bay Area initiative. At its first meeting on 21 October, Roy Ng was elected Convenor.

總商會成立醫療與健康工作小組，協助建立一個有利醫療與健康業發展的營商環境，同時亦協助業界探索大灣區倡議帶來的機遇。在 10 月 21 日的首次會議上，伍俊達獲選為召集人。

Dr Hannah Reidy, CEO of Mind HK, an NGO focusing on improving the understanding of mental health issues, spoke at a webinar on 6 October to share her insights on dealing with pandemic-related stress. Reidy, a clinical psychologist, explained the Covid-19 outbreak had brought about a rise in mental health problems. She also shared some tips on how to spot and deal with mental health issues in not just ourselves, but the people around us as well.



非牟利組織 Mind HK 致力增進大眾對精神健康問題的認識；其行政總裁兼臨床心理學家 Hannah Reidy 博士出席 10 月 6 日的網上研討會，分享疫情下的紓壓方式。她表示，新冠病毒疫情令精神健康問題個案有所增加，又講解如何辨識和處理個人以至身邊人的精神健康問題。

## Industry & Technology Committee

### 工業及科技委員會

Rebecca Pun, Commissioner for Innovation and Technology, explained the details of the recently introduced Re-industrialisation Funding Scheme, at a webinar on 29 September. She also discussed some of the Government's other measures to support re-industrialisation in Hong Kong. HL Yiu, Head of Re-industrialization at Hong Kong Science and Technology Park (HKSTP), discussed the various initiatives that HKSTP had drawn up to help businesses implement smart manufacturing. The event was organized in cooperation with the Innovation and Technology Commission and HKSTP.

在 9 月 29 日的網上研討會，創新科技署署長潘婷婷講解最近推出的「再工業化資助計劃」細節，還討論了政府支持香港再工業化的其他措施。香港科技園再工業化主管姚慶良介紹了該園為協助企業實施智能生產而制定的各項措施。是次活動由總商會、創新科技署與香港科技園合辦。

Johnson Yim, CEO of E-Business Solutions, discussed the potential of the Internet of Things and its real-life applications at a webinar on 15 October. He also shared his experience of integrating innovation and technology into business operations.

E-Business Solutions 總裁 Johnson Yim 出席 10 月 15 日的網上研討會，討論物聯網的潛力及其實際應用，還分享了把創新科技融入業務運作的經驗。

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



The D-Biz Programme, which helps SMEs digitally upgrade their businesses, opened for new applications on 31 August after receiving an additional injection of \$1 billion as well as some further enhancements. To keep members up to date on the new developments, the Chamber invited Alex Chan, General Manager, Digital Transformation Division, and Peggy Ng, Lead Consultant, Intellectual Property Management, SME Engagement Division, from the Hong Kong Productivity Council (HKPC), to explain the new enhancements at a 25 September webinar. HKPC manages the D-Biz programme. The speakers introduced the application process for the second round, and also shared a number of cases that have benefitted from the programme.

協助中小企業數碼轉型的「遙距營商計劃」近日獲增撥 10 億元及進一步優化後，於 8 月 31 日起接受新一輪申請。為幫助會員了解計劃的最新發展，總商會邀來負責執行計劃的香港生產力促進局的兩位代表——數碼轉型部總經理陳仲文及中小企營商服務部知識產權管理資深顧問伍庭欣，出席 9 月 25 日的網上研討會，講解最新的優化措施，介紹第二輪的申請程序，並分享一些受惠案例。

The global labour market has been badly hit by Covid-19. However, digital skills are in high demand, offering an opportunity for people to upgrade their skills to increase their job security. At a webinar on 22 September, Ada Ng, Director, Corporate Affairs and Philanthropies at Microsoft, and Nathan Khan, Head of Partnerships (Talent & Learning Solutions), at LinkedIn Hong Kong, demonstrated how people can benefit from a free online learning platform established by LinkedIn, Microsoft, and GitHub. They discussed how the lockdown in many countries is accelerating digitization, and said that around 149 million new jobs will be created in the digital field by 2025. Therefore, the new platform, "Skill Initiative," aims to help the millions of jobseekers globally whose careers have been hit by the pandemic.

新冠病毒疫情嚴重打擊全球勞動市場。然而，市場對數碼技能的需求甚殷，為僱員提供了提升技能的機會，從而增加就業保障。在 9 月 22 日的網上研討會，微軟企業及公益事務總監吳家麗和 LinkedIn 香港合作夥伴（人才和學習解決方案）負責人 Nathan Khan，講解 LinkedIn、微軟和 GitHub 共同建立的免費網上學習平台如何助益僱員。他們又討論多國的封鎖措施如何加快了數碼化進程，還表示到 2025 年數碼領域將創造約 1.49 億個新職位。因此，「技能人才養成計劃」(Skill Initiative) 這一新平台旨在協助全球數以百萬因疫情而失業的求職者。



## Manpower Committee 人力委員會

At a virtual committee meeting on 16 September, Eric Lee, Principal Economist of the Financial Secretary's Office, shared with members the latest updates on the general economic performance and labour market conditions in the city. Owing to the pandemic, he said that Hong Kong's short-term economic performance was highly uncertain. Lee also pointed out that labour hiring sentiment would likely remain cautious, especially in consumption and tourism-related sectors.

在 9 月 16 日的委員會網上會議，財政司司長辦公室首席經濟師李耀光講解本港整體經濟表現和勞動市場的最新動向。受到疫情的影響，他表示香港的短期經濟表現極不明朗，而招聘意欲可能保持謹慎，尤其是消費和旅遊相關行業。



At the SME Survival Strategies Sharing Session on 15 October, four speakers representing a range of affected industries shared their experience of dealing with the outbreak. CK Lee from C K Lee & Associates, Alan Lo from Duddell's, Carlotta Wong from Lexington Ltd and Kevin Ng from Tsangs Group also shared their tactics for surviving a serious disruption to normal operations.

在 10 月 15 日的「中小企疫市營商分享會」，四位來自受疫情影響行業的講者分享應對疫情的經驗。李志強管理顧問公司董事總經理李志強、都多利會館聯合創辦人羅揚傑、誠信行貿易有限公司董事王詠儀及曾氏集團董事總經理吳建勛，還各自分享了正常運作嚴重受阻時的應變策略。



## CEO Shares Career Insights 總裁分享職場之道



Chamber CEO George Leung spoke at a seminar organized by HKU Business School on 16 October on "Creating Value in Your Job and Career Objectives in an Increasingly Competitive Market Environment." The event covered the outlook for students interested in banking and finance, and discussed topics including international business transactions, private equity and emerging cross-border industries. Leung and his fellow speakers shared their insights on value creation and career objectives, especially in today's competitive marketplace and amid external factors driving uncertainty.

總商會總裁梁兆基為港大經管學院於10月16日舉行的研討會主講，探討如何「為工作創優增值，以及在競爭日熾的市場環境下的事業目標」，內容涵蓋有意投身銀行和金融業的學生的就業出路，以及國際商業交易、私募股權投資及日漸興起的跨境行業等議題。梁兆基又聯同其他講者分享各自對創優增值及事業目標的看法，尤其是面對當下競爭激烈的市場，以及外圍因素產生的不確定性。

## Legal Committee 法律委員會

At a webinar on 29 September, Adelaide Luke, Head of Competition – Asia, and Associate Howard Chan from Herbert Smith Freehills discussed some of the infringements commonly committed against Hong Kong's Competition Law. Besides explaining the Leniency, Cooperation and Settlement provisions provided under the law, they also shared tips on how legal and compliance teams could formulate or adapt their companies' risk and compliance policies to avoid falling foul of the law.



在9月29日的網上研討會，史密夫斐爾律師事務所競爭事務（亞洲）主管陸雅麗及律師 Howard Chan 探討違反香港競爭法的一些常見行為。二人除了解釋法律訂明的寬待、合作及和解條文，還剖析法律和合規團隊可如何制定或調整公司的風險與合規政策，以免誤墮法網。

## Talent Development 人才發展

For many successful executives, the boardroom is the final step in a successful career. While the role of a board member can be highly prestigious and rewarding, it is not without risk. As corporate governance is coming under increased scrutiny, so are board members and their ability to perform their role effectively. At a webinar on 24 September, Frank Bi and Melody He, Partners at Ashurst Hong Kong, gave participants an overview of a director's duties and liabilities, and explored some case studies on real-life organizations. Both speakers are also Trainers with the Financial Times Board Director Programme.

對許多成功的行政人員來說，董事會是事業成功的最後一步。董事的角色功高望重、備受尊崇，卻不無風險。隨著企業管治的監督趨嚴，董事及其有效履行職責的能力亦然。在9月24日的網上研討會，Ashurst Hong Kong 合夥人 Frank Bi 和 Melody He 概述董事的職責和責任，並探討一些機構的實例。兩位講者皆是《金融時報》董事會計劃的培訓導師。

Hong Kong law provides powerful protection to consumers who are unhappy with their suppliers or products and services. This can result in heavy penalties for businesses that breach the law, most notably under the Trade Descriptions Ordinance (TDO). At a webinar on 15 October, Bill Brown, Senior Consultant at the Chamber, shared with members some practical lessons for businesses from how the TDO has been enforced to date, in terms of future compliance. Brown also explained the difference between fair and aggressive commercial practices, and the information that businesses need to provide to customers.

消費者如對供應商、產品或服務感到不滿，香港法律能夠為他們提供有力的保障，例如根據《商品說明條例》對違法企業處以重罰。在10月15日的網上研討會，總商會高級顧問 Bill Brown 分享實用的經驗教訓，協助企業了解《商品說明條例》的執行機制及合規方案。Brown 亦解釋公平與具威嚇性營業行為的分別，以及企業需向客戶提供的資訊。

## Shipping & Transport Committee 船務及運輸委員會

In August, the United States notified Hong Kong that it planned to terminate the U.S.-Hong Kong bilateral agreement on reciprocal tax exemptions on income derived from the international operation of ships. At a committee meeting on 8 October, Emily Chak and Agnes Wong, Tax Partners, and Marcus Chan, Senior Manager – U.S. Tax Consulting, from PwC, highlighted the potential impact on shipping groups arising from this development.

美國於 8 月通知香港，當局計劃終止港美就國際船運所得收入的雙重課稅寬免雙邊協定。在 10 月 8 日的委員會會議上，羅兵咸永道稅務合夥人翟善琪、Agnes Wong 及美國稅務諮詢高級經理 Marcus Chan，講解上述發展對航運集團的潛在影響。

## Taxation Committee 稅務委員會



PwC Partners Wengee Poon and Karen Au discussed with members the latest developments with transfer pricing-related regulations in Hong Kong relative to OECD-led measures to counter Base Erosion and Profit Shifting. They were joined at this 18 September webinar by Managers Brian Wong and Joyce Chak, who shared a number of case studies on the Inland Revenue Department's approach to handling transfer pricing issues.

羅兵咸永道合夥人潘詠之和區凱琳出席 9 月 18 日的網上研討會，討論在經合組織推出的打擊「侵蝕稅基及轉移利潤」措施下，香港轉讓定價相關法規的最新動向。經理王旻峻和翟穎瑩亦有與會，並引述了多個案例，分析稅務局處理轉讓定價事宜的做法。

The Taxation Committee submitted its views to the Financial Services and the Treasury Bureau on 17 September on the latest draft of the Companies (Corporate Rescue) Bill. Besides emphasizing the points made in an earlier submission, this updated response also included input on the issue of appointing a provisional supervisor during the corporate rescue procedure.

稅務委員會於 9 月 17 日就《公司（企業拯救）條例草案》的最新擬稿，向財經事務及庫務局提呈意見。除了重申早前遞交的意見書要點，是次回應書還涵蓋在企業拯救程序中任命臨時監管人的意見。

## Young Executives Club 卓青社

Fintech is driving innovation in financial services globally and changing the nature of transactions and end-user expectations. Emil Chan, Chief Information Officer of CSG Consultancy, spoke at a webinar on 25 September to share with members how fintech can help their businesses. He walked participants through the latest fintech developments and discussed current market trends in areas including AI, blockchain, cloud and big data.

金融科技正帶動全球金融服務創新，並改變了交易的性質和用戶的期望。精確環球諮詢首席科技官陳家豪出席 9 月 25 日的網上研討會，分享金融科技如何有助業務發展。他向與會者介紹了金融科技的最新發展，並討論人工智能、區塊鏈、雲端和大數據等領域的市場趨勢。





# Helping Hong Kong People in Need

## 扶助有需要社群

The Chamber's Women Executives Club teamed up with the Society for Community Organization (SoCO) on 19 September to help local people whose livelihoods have been hit by the coronavirus pandemic.

A group of volunteer WEC members got together at the Chamber's theatre to prepare care packages to distribute to families in need ahead of the Mid-Autumn Festival. These included daily necessities such as rice, cooking oil, shampoo, body wash and supermarket coupons, as well as some treats like mooncakes and chocolates. Chamber CEO George Leung also dropped by to support the project and to lend a helping hand. The volunteers then delivered the packages to the SoCO centre in Sham Shui Po, where they had a chance to meet some of the beneficiaries.



With the generous support of members, in-kind and cash donations totalling \$380,000 were received, benefiting

500 low-income families and individuals.

總商會卓妍社於9月19日與香港社區組織協會（社協）合作，幫助在疫情下生計受到影響的本地市民。

由卓妍社會員組成的義工團隊齊集總商會演講廳，合力把白米、食油、洗髮水、沐浴露、超市禮券，以及月餅和巧克力等小吃包裝成關愛包，向有需要的家庭送上中秋佳節的祝福。總商會總裁梁兆基亦到場支持活動，並幫忙包裝。義工隊伍其後把關愛包送往深水埗的社協中心，並與部分受惠人士短 閒談。

是次活動得到會員的慷慨支持，共籌得總值38萬的物資和捐款，惠及500個低收入家庭和人士。

### Lucky Bags to Cheer the Elderly

#### 福袋贈長者

To show the Chamber's support to the senior members of our community, Chamber staff took some time on 25 September to pack lucky bags containing rice, crackers, oats, tissue paper and hand sanitizer to distribute to the needy elderly through the Henry G Leong Community Support Centre. The event was organized with the help of the Tung Wah Group of Hospitals.

總商會為表對長者的關懷和祝福，特意安排員工於9月25日抽空包裝福袋，內有白米、餅乾、燕麥、紙巾和搓手液，再經梁顯利長者日間服務中心轉贈給有需要的長者。是次活動在東華三院協助下進行。





# A Passport for Your Goods

Exhibits, Professional Equipment & Commercial Samples



Temporary Importation of Goods

## DUTY FREE & TAX FREE

78 countries or districts accept ATA Carnet, including Mainland China

### *Speed Up Customs Clearance*

Simplify & expedite  
Customs formalities

### *Allow Multiple Destinations*

Facilitate roving exhibition  
& business travel

### *Fast Service*

Get your ATA Carnet in  
as little as 5 hours

### *Save Money*

HKGCC members enjoy  
almost 50% off

The Hong Kong General Chamber of Commerce is the sole guaranteeing and issuing body for ATA Carnets in Hong Kong.  
The total amount of goods we covered under ATA Carnet is **US\$1.5 billion** a year!



2823 1275



[carnet@chamber.org.hk](mailto:carnet@chamber.org.hk)



[cert.chamber.org.hk/atacarnet](http://cert.chamber.org.hk/atacarnet)

# HKGCC

Hong Kong General Chamber of Commerce  
香港總商會1861



# A Home for Family Offices

## 家族辦公室之都

Hong Kong has many advantages for this fast-growing sector as family businesses seek professional management of their assets

香港兼具多項優勢，能夠為家族企業提供專業資產管理服務，發展這個增長迅速的界別

**Family offices are a rapidly growing segment of the financial services sector. At a webinar on 21 September, a panel of experts discussed how Hong Kong can ensure it makes the most of the opportunities that are emerging.**

For wealthy families, a safe place to park their wealth is of paramount importance, and Hong Kong retains many advantages despite the upheaval of the past year, said Edmond Lau, Senior Executive Director at the Hong Kong Monetary Authority. "Despite all the recent challenges, Hong Kong's financial sector has been doing extremely well in terms of both resilience and breaking new ground."

Hong Kong is the second largest destination for cross-border private wealth management globally, after Switzerland. Family offices are an increasingly important slice of this pie: the amount of family office and private trust assets managed in Hong Kong grew by 89% in 2019.

"This remarkable growth is partly explained by a favourable macroeconomic environment," Lau said.

"The Asia Pacific has seen rapid growth in the financial wealth of high-net-worth individuals, which more than doubled from about US\$11 trillion in 2010 to US\$22 trillion in 2019."

Currently, Asia is home to around 30% of the wealth of high-net-worth individuals, but only has 18% of family offices. "So there is still much room for growth of this business in this region," Lau said. "With the unique advantages that we offer, Hong Kong is well positioned to capture this potential growth."

Anthony Chan, CEO of Isola Capital, noted a couple of recent trends in the family office space.

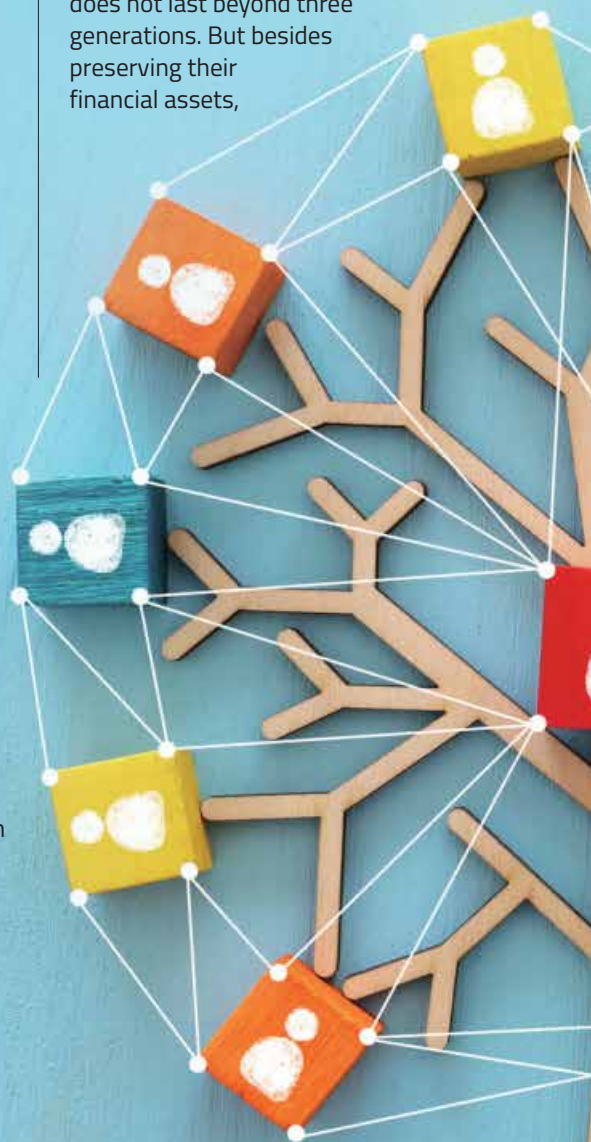
"We have already seen the emergence of first-generation family offices because of the wealth growth in the region," he said. "We are now also seeing the emergence of multi-generational family offices in this part of the world, which is quite a new development."

Hong Kong is also now attracting attention from clients in Europe who are now seeking to diversify their investments.

"They are looking to find a beachhead in Asia," Chan said. "Both Hong Kong and Singapore have all the infrastructure needed to set up a family office, and all the talent needed as well."

One challenge that family offices must tackle is that a lot of wealth in Asia is in family businesses. It can be difficult for the next generation to step out from the shadow of their patriarch when it comes to making investment decisions.

Roger King, founder of the Tanoto Centre for Asian Family Business and Entrepreneurship Studies at HKUST, said that family investors are very aware of the saying that wealth does not last beyond three generations. But besides preserving their financial assets,



they are also focused on the family legacy.

"Family offices" is a Western term that has come to prominence in the East recently. But, as King pointed out, it is not a new concept here.

"In Asia, we have had family

offices for many years, we just didn't call them that."

Traditionally, within a family business, certain family members would look after the company's assets and longer term planning. But this is increasingly moving outside the core family business, and becoming more professional and specialized.

King also referred to the culture clash between different generations. Business founders tend to be more cautious, and reluctant to branch out

Both Hong Kong and Singapore offer tax advantages and availability of talent. But, as Wong remarked, Hong Kong has the edge in a couple of areas.

"As part of the Greater Bay Area, Hong Kong has access to the GBA markets." This enables overseas investors to access Mainland opportunities, and also means Hong Kong family offices can tap into the huge and growing wealth of GBA residents.

Regarding these new Mainland investors, Wong noted that he had

**"We have already seen the emergence of first-generation family offices because of the wealth growth in the region. We are now also seeing the emergence of multi-generational family offices in this part of the world, which is quite a new development."**

- Anthony Chan, CEO of Isola Capital

into new investment areas like bitcoin and AI. "So family offices need to design a system that is acceptable to both generations," King said.

Dixon Wong, head of the Financial Services Team at Invest Hong Kong, said that the city was ramping up its efforts to attract more family offices to the city. The past few years have seen new investor options including the Stock and Bond Connect schemes, and more recently the Wealth Management Connect.

received feedback that Hong Kong has a language benefit over Singapore, where business is generally conducted in English.

Wong added that further changes are planned for Hong Kong's tax regime, such as concessions on carried interest.

"All of this puts Hong Kong in a very good position to attract family office investors."





「我們已然見證了第一代家族辦公室隨著區內財富增長而冒起。現時我們所見的，是跨代家族辦公室於區內同時崛起，形成了一個新趨勢。」

——陳甄灝 道源資本集團首席執行官

**家族辦公室是金融服務業增長甚速的一個界別。多位專家出席 9 月 21 日的網上研討會，探討香港如何充分把握冒起的機遇。**

香港金融管理局高級助理總裁劉應彬表示，對富裕家庭來說，為財富提供一個安全之所至關重要，香港雖然經歷去年動盪，卻依然保持多項優勢。「儘管近期挑戰連連，本港金融業卻在應變能力和創新突破方面皆表現出色。」

香港是繼瑞士以後，全球第二大的跨境私人財富管理中心。家族辦公室所佔的市場分額亦與日俱增：本港管理的家族辦公室及私人信託資產總值於 2019 年增長 89%。

「如此龐大的增幅部分歸因於良好的宏觀經濟環境。」劉應彬說：「亞太區高資產淨值人士的金融財富快速增長，由 2010 年的 11 萬億美元翻了一倍多，達到 2019 年的 22 萬億美元。」

當下，亞洲坐擁高資產淨值人士約 30% 的財富，卻只有 18% 的家族辦公室設於區內。劉應彬說：「因此，亞洲仍然大有空間發展這項業務。憑藉我們的獨特優勢，香港處於有利位置，把握潛在增長。」

道源資本集團首席執行官陳甄灝闡釋了家族辦公室的一些近期趨勢。

他說：「我們已然見證了第一代家族辦公室隨著區內財富增長而冒起。現時我們所

見的，是跨代家族辦公室於區內同時崛起，形成了一個新趨勢。」

現時為香港所吸引的，還有尋求分散投資的歐洲客戶。

「他們正在亞洲尋找橋頭堡。」陳甄灝說：「香港和新加坡皆具備設立家族辦公室所需的基建和人才。」

然而，家族辦公室必須應對的一項挑戰，是亞洲很多財富都源自家族企業。在這情況下，下一代要走出創辦人的影子，作出不同的投資決定時，會有一定困難。

香港科技大學陳江和亞洲家族企業與創業研究中心創始主任金樂琦表示，家族投資者對俗語「富不過三代」甚為在意。但除了保存金融資產外，他們也關心家族的傳承。

「家族辦公室」一詞源於西方，近期在亞洲興起。但如金樂琦指出，那不是一個嶄新的概念。「在亞洲，家族辦公室由來已久，只不過稱呼不同而已。」

傳統上，一門家族生意總有特定家族成員負責打理公司的資產，並作出長遠規劃。但時移勢易，如今這個重任往往落在家族核心以外，改由專業人士擔當管理。

金樂琦也談到跨代文化衝突。企業創辦人通常比較審慎，不願向外拓展新的投資領域，如比特幣和人工智能。他說：「因此家族辦公室有必要訂立一套兩代人皆認可的制度。」

投資推廣署財經及金融行業主管黃恆德指出，香港正加緊吸引更多家族辦公室落戶。過去數年，不少嶄新的投資選項冒起，包括「股票通」和「債券通」，以及最近的「跨境理財通」。

香港和新加坡同樣兼具稅務優勢和充裕人才。但黃恆德認為，香港在若干領域更勝一籌。

「作為大灣區一部分，香港連繫大灣區市場。」這讓海外投資者能夠把握內地的機遇，亦意味香港家族辦公室大可享受於大灣區居民龐大且持續增長的財富。

黃恆德續道，相較以英語作為常用商業語言的新加坡，這些新的內地投資者向署方反映，香港的語言環境比新加坡優勝。

他補充，香港已計劃進一步改革稅制，例如為附帶權益提供稅務優惠。

「以上種種都有助香港佔據絕佳位置，吸引家族辦公室投資者來港。」

# The Ideal Venue and Location for Your Meetings

Located directly above Admiralty MTR station, the Hong Kong General Chamber of Commerce offers a choice of multi-purpose venues for different events and budgets. With the Government easing social distancing measures to allow shareholder meetings of up to 50 people, you can be confident in hosting your event with us.

Flexible rental  
from **2 hours**

HKGCC Members  
Enjoy **30% Discount**

Our spacious, hygienic and well equipped facilities provide a welcoming environment, including a spacious registration area with temperature checking and sanitizing amenities, and various sized venues to suit your needs. We are ready to serve you and ensure your meetings and shareholders benefit from our perfect location and facilities.

**Contact us today for more details.**

ENQUIRIES :

Ms Looby Ho  
The Hong Kong General Chamber of Commerce  
22/F United Centre, 95 Queensway, Hong Kong  
(Admiralty MTR Station, Exit D)

☎ 2823-1228

✉ [venuerental@chamber.org.hk](mailto:venuerental@chamber.org.hk)

For full details and rates,  
please visit  
[www.chamber.org.hk/rental](http://www.chamber.org.hk/rental)





# New Chapter for Indonesia Ties

## 印尼商貿聯繫新里程

FTA opens further opportunities for businesses to deepen cooperation with this huge and evolving ASEAN market

自貿協定為企業帶來新契機，以深化與龐大的東盟市場合作

**The Indonesia section of the ASEAN-Hong Kong Free Trade Agreement (FTA) entered into force in July, marking a new chapter for Indonesia-Hong Kong business relations.**

Consul General of Indonesia Ricky Suhendar updated members on the latest developments in the country at a Chamber webinar on 17 September. He was joined by Yudi Triantoro, Director for ASEAN Negotiations at the Indonesian Ministry of Trade, and Francois de Maricourt, Country Manager of HSBC Indonesia, who shared their insights into the business environment and investment opportunities.

Consul General Suhendar said that it was more important than ever for economies in Asia to enhance regional cooperation, as international geopolitical disputes were heating up.

“Prior to the global pandemic, economic relations between Hong Kong and Indonesia were growing steadily, and we celebrated 70 years of bilateral relations,” he said. “Hong Kong was the third largest source of foreign direct investment last year, reaching nearly US\$3 billion.”

Consul General Suhendar said that cooperation between the two regions should not only become deeper, but also more diverse, especially in the technology, e-commerce and start-up sectors.

“The 4.5 million square-metre China-Indonesia Economic and Trade Cooperation Zone in Greater Jakarta, which is the first and only one of its kind in the country, will further enhance economic cooperation with Hong Kong and Mainland China,” he added.

The ASEAN-Hong Kong FTA will progressively reduce and eliminate customs duties on goods originating from Hong Kong, including jewellery, apparel, accessories, watches, clocks and toys. Hong Kong service providers

in sectors including business services, construction, engineering and tourism, will also benefit from better business opportunities and greater legal certainty.

Triantoro said that Hong Kong was becoming an increasingly important trading partner for Indonesia, and that trade between the two economies was projected to increase by almost 7% annually.

“There is still a lot of growth potential for Indonesia’s exports to Hong Kong,” he said. “In some areas, such as electronics and related

**“With a nominal GDP of over US\$1 trillion and a young workforce with a median age just below 30, Indonesia is projected to become the fourth largest economy in the world by 2030.”**

— Francois de Maricourt,  
Country Manager,  
HSBC Indonesia



equipment, we only account for a small percentage of Hong Kong's imports from the world, while our exports to the world of similar commodities is quite large.

"We hope that the ASEAN-Hong Kong FTA will improve our export competitiveness and performance to Hong Kong."

The path ahead for the country was not without challenges, he added, as Indonesian products faced strong competition from other ASEAN countries, and there was room to improve the quality to meet Hong Kong's high product standards.

HSBC's de Maricourt said that the world was increasingly aware of the potential of the nation, which has a population of 270 million

and growing. "Indonesia is a country that is just too big to ignore, in terms of economic potential and demographics," he said.

Indonesia's GDP has been growing at a consistent pace of around 5% in recent years, while interest rates have also remained low and domestic consumption has risen.

"With a nominal GDP of over US\$1 trillion and a young workforce with a median age just below 30, Indonesia is projected to become the fourth largest economy in the world by 2030," de Maricourt explained.

He said one of the main issues in Indonesia was the lack of transparency and the large volume of bureaucracy. However, he noted that the government had recognized these issues and was actively

pushing reforms to cut red tape and improve its ease of doing business. This has seen results, with Indonesia improving its ranking from 120th in 2014 to 73rd last year.

"One example of such reforms is the Omnibus Law, which should simplify no less than 73 laws concerning taxation, labour and the financial sector under a single law," he explained.

While Indonesia was in the past focused on primary industries and exporting commodities, the focus now is more on value-added products.

"One of Indonesia's priorities is to attract multinational companies to invest and set up manufacturing plants in the country," de Maricourt said. "The government has

announced that over 140 companies have committed to invest in Indonesia, with figures reaching US\$40 billion."

In order to boost the country's value-added industries, Indonesia has created "Making Indonesia 4.0" as a road map to usher the country into the Industry 4.0 era. "Six areas have been identified: F&B, textiles and apparel, automotive, chemicals, electronics, and medical devices and pharmaceuticals," he said.

The country's economy has been heavily hit by the pandemic, but opportunities should open up in 2021 as the outbreak comes under control, de Maricourt added. "Investors should consider looking at Indonesia's tourism and hospitality, healthcare, and education sectors."





**香港與東盟的《自由貿易協定》（《自貿協定》）中涉及印尼的部分已於7月生效，標誌著印尼與香港的商業關係邁進新里程。**

印尼總領事 Ricky Suhendar 出席總商會9月17日的網上研討會，介紹該國的最新動向。印尼貿易部東盟談判部長 Yudi Triantoro 及印尼滙豐銀行國家經理 Francois de Maricourt 亦有與會，分享他們對營商環境及投資機遇的見解。

總領事 Suhendar 表示，隨著國際地緣政治糾紛不斷升溫，亞洲經濟體加強地區合作，比任何時候更見重要。

「全球爆發疫情之前，香港與印尼的經濟關係一直穩步發展，兩地的雙邊關係更邁向70年。」他說：「去年，香港是第三大海外直接投資來源地，達到近30億美元。」

總領事 Suhendar 認為，兩地合作除了應該加深，還要擴展至更多範疇，尤其是在科技、電子商務和初創領域。

他續道：「位於大雅加達、佔地450萬平方米的中國印尼經貿合作區，是國內首項亦是唯一的同類建設，將進一步促進與香港及中國內地的經濟合作。」

東盟與香港的《自貿協定》將逐步減免對香港原產貨物實施的關稅，包括珠寶、服裝、配飾、鐘錶及玩具。從事商業服務、建造、工程及旅遊業的香港服務供應商，也將受惠於更多的商機和更大的法律確定性。

Triantoro 指出，香港已成為印尼日益重要的貿易夥伴，預計兩地貿易每年增長約7%。

「印尼對香港的出口仍有很大的增長潛力。」他解釋：「在某些領域，如電子產

品及相關設備，我們僅佔香港從世界各地進口商品的一小部分，而我們輸往世界各地的類似商品卻為數甚多。」

「自貿協定可望提升我們的出口競爭力和對香港出口表現。」

他補充說，鑒於印尼產品面臨其他東盟國家的激烈競爭，國家前路並非一片坦途，例如在產品質素方面仍有改善的空間，以符合香港的高標準要求。

滙豐的 de Maricourt 表示，世界日益意識到印尼的潛力——該國坐擁2.7億人口，

而且正不斷增長。他說：「印尼作為一個泱泱大國，無論以經濟潛力或人口結構來看，實力都不容小覷。」

近年，印尼的GDP一直維持約5%的增長，而利率亦偏低，國內消費持續上升。

de Maricourt 解釋：「印尼的名義GDP超過1萬億美元，年輕勞動人口年齡中位數不到30歲，預計到2030年將成為世界第四大經濟體。」

他表示，印尼面對的其中一個主要問題，是缺乏透明度和過多繁文縟節。然而他指出，政府已意識到這些問題，並正積極推

動改革，拆牆鬆綁，以及改善營商便利程度。這些發展帶動印尼的排名從2014年的第120位躍升至去年第73位，成績有目共睹。

他又說：「其中一個例子是《綜合法》；該法簡化了超過73項有關稅務、勞工和金融業的法律，並將之整合為單一法例。」



**「印尼的名義 GDP 超過 1 萬億美元，年輕勞動人口年齡中位數不到 30 歲，預計到 2030 年將成為世界第四大經濟體。」**

——Francois de Maricourt  
印尼滙豐銀行國家經理

印尼過去一直專注於第一產業和大宗商品出口，如今則側重於增值產品。

de Maricourt 表示：「印尼的首要任務之一，是吸引跨國企業來投和設廠。」他續稱：「政府宣布，逾140多家公司已承諾在印尼投資，金額達到400億美元。」

為推動該國的增值產業，印尼訂立了「印尼製造4.0」路線圖，致力引領國家邁進工業4.0時代。他說：「當地已鎖定六個領域，分別為餐飲、紡織品及服裝、汽車、化學、電子、醫療設備及製藥。」

de Maricourt 補充，該國經濟受到疫情嚴重打擊，但隨著疫情受控，2021年將迎來機遇。「投資者可考慮印尼的旅遊、酒店、醫療保健及教育領域。」

# 總商會流動程式 The Chamber's Bilingual App

研討會免費重溫  
Watch Past Seminars for FREE

盡享商品服務折扣  
Discounts on Many  
Goods and Services

閱讀《工商月刊》  
Read The Bulletin

即時報名參加活動  
Book Upcoming  
Events Instantly



經濟分析 Economic Analysis  
更多精彩優惠! And much more!

Benefits in Your Pocket  
優惠滿載



Available on the  
App Store



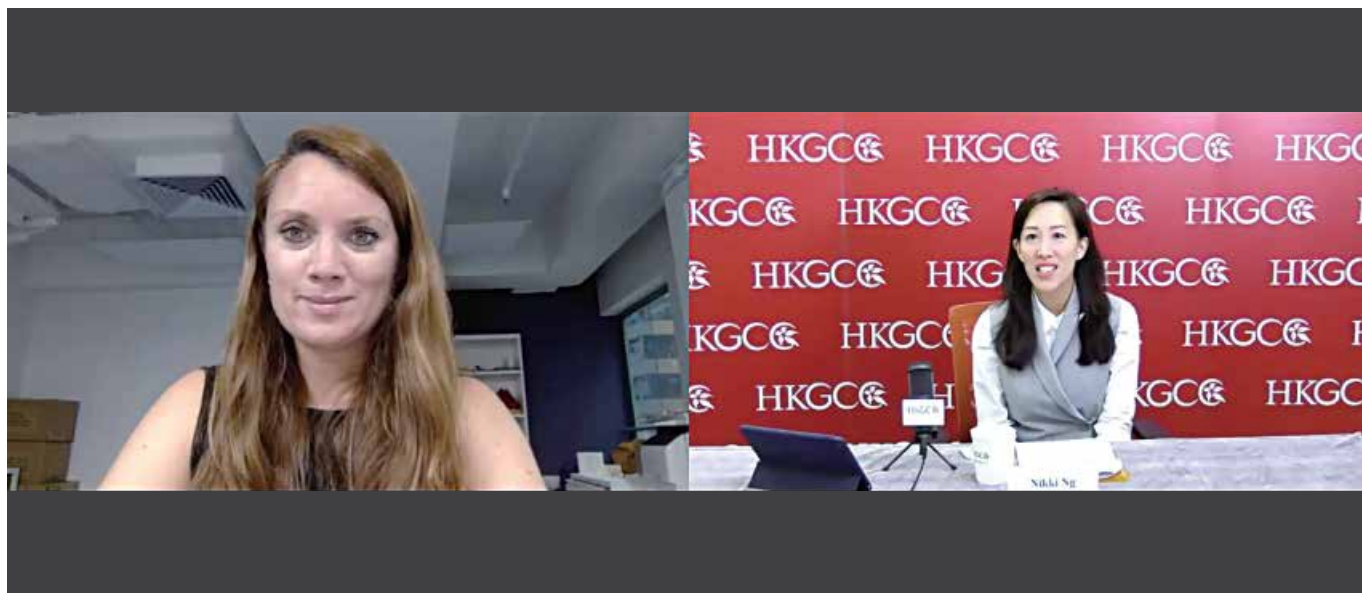
Get it on  
GOOGLE PLAY





# Mental Health Amid Covid

## 疫情下的精神健康



Pandemic has heightened anxiety but strategies are available to help people cope with uncertainty and take care of friends and colleagues  
疫情令焦慮情緒升溫，專家提出應對策略，克服不明朗環境，並關心身邊的同事好友

**The Covid-19 outbreak has had a devastating impact on the world's health, including mental health, with many people struggling to cope with the disruption to normality.**

Dr Hannah Reidy, a clinical psychologist and CEO of Mind Hong Kong, shared her insights on the impact of the pandemic with WEC Chairman Nikki Ng at a webinar on 6 October.

"Covid is affecting every group across the board," Reidy explained. "For different reasons: it might be for economic reasons, separation from family, or older adults not having enough support."

Around one in seven Hong Kong people report mental health problems in their lifetime. This is far below the global average of one in four, so it seems likely that the stigma around mental health here is causing it to be underreported. There is also a lack of awareness of mental health issues, and of the services that are available, she added: "So people are not getting the help they need."

Covid-19 has exacerbated the situation, with recent research showing that around 50% of people have experienced worsening mental health.

"Mind Hong Kong has seen a surge in people accessing our website for

information," Reidy said. "The numbers have more than doubled since the start of the year." Mind Hong Kong, a branch of the British non-profit organization, was launched in 2016 by a group of doctors who were worried about the lack of support in Hong Kong.

The ongoing uncertainty about the pandemic is one of the key factors causing unhappiness. "Something people are finding tough is that they are used to having a certain degree of autonomy in their lives, and that has all come crashing down."

To deal with the stress, Reidy recommends finding things that you enjoy doing, and to be aware that what works for one person might not be suitable for another. Sitting still or lying down are not necessarily relaxing, she said, and it may be better to keep busy.

"Mental and physical health are so closely linked, so if you can continue to keep exercising you should," she added.

The city's youth have been experiencing growing mental health issues. This is not just due to the upheaval of the past year – a survey carried out in 2018 found that a quarter of young people in Hong Kong reported feeling high levels of anxiety.

"We are particularly concerned about young people," Reidy said. "About the impact of life in Hong Kong as well as Covid."

A recent study of young people found that although parents and teachers were concerned about the impact of social media, this was not a major factor mentioned by the teens themselves.

"The biggest issue was school and exam stress," Reidy said. "Exams are difficult in Hong Kong and university places are limited, and there is a huge amount of pressure that young people put on themselves, and that they feel from their family."

In terms of taking care of other people, Reidy noted that family and friends are usually the first to notice changes in behaviour. And while many people feel that they don't have the skills to help others, taking time to listen is the first step.

"It sounds very simple, but many of us find it hard to talk to people when they are talking about something upsetting," she said. "It's also important to understand that you don't have to be the person that solves the problem – just listening will help."

Reidy also explained that for businesses that want to take care of their employees' mental health, Mind has got a range of programmes aimed at fostering a healthy workplace.

### 新型冠狀病毒疫情危及全球健康，包括精神健康。面對常態受到干擾，不少人都感難以適應。

Mind Hong Kong 行政總裁兼臨床心理學家 Hannah Reidy 博士聯同卓妍社主席黃敏華，在 10 月 6 日的網上研討會就疫情的影響分享見解。

Reidy 闡釋：「新冠疫情影响遍及所有人，原因各有不同：可能是經濟原因、與家人分離，又或較年長人士得不到足夠支援。」

約每七名港人就有一人表示曾經歷精神健康問題。這個比例遠低於全球平均的四分之一人，很可能歸因於社會對精神健康的偏見與忌諱，以致求助數字未能反映實際情況。另外，大眾對精神健康問題及相關支援服務缺乏認識，故她補充道：「因此人們得不到所需的幫助。」

新冠疫情更令情況加劇——近日有調查顯示，約五成受訪者感覺精神健康變差。

「我們觀察到，瀏覽 Mind Hong Kong 網站尋求資訊的人數激增。」Reidy 表示：「數字自年初以來上升了一倍多。」

Mind Hong Kong 為英國非牟利機構的分支，於 2016 年由一群關注到本港精神健康支援不足的醫生成立。

疫情帶來的持續不確定性是引發負面情緒的主要因素之一。「疫情來襲，令大家一下子失去過往享有的自主生活方式，不少人都覺得難以適應接受。」

要應對壓力，Reidy 建議眾人發掘個人興趣，但同時也需注意減壓方式因人而異。靜坐或躺臥未必能舒緩放鬆，有時候忙碌一會反而效果更佳。

她補充：「心理與生理健康息息相關，因此有運動習慣的人，應該盡量堅持下去。」

本港青少年的精神健康問題亦呈上升趨勢。這不僅因為去年的動盪時局——2018 年進行的一項調查顯示，四分一本港年青人表示感到極度焦慮。

Reidy 說：「我們尤其擔憂年青人、香港的生活衝擊，以及疫情的影響。」

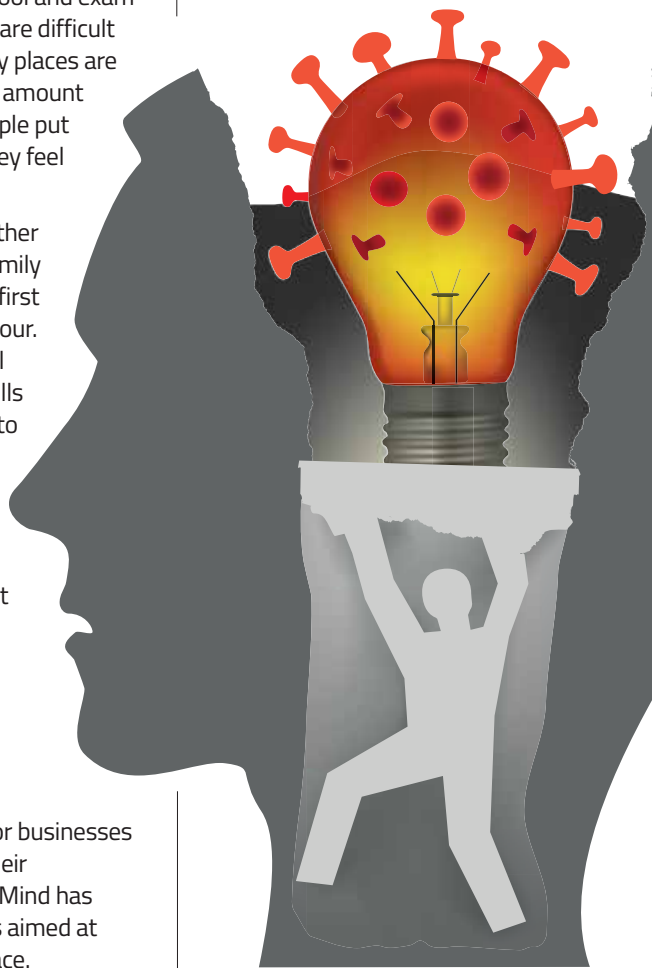
根據近日一項有關年青人的調查結果，儘管家長和老師關注社交媒體的影響，年青人卻不以此為主要因素。

Reidy 表示：「學校和考試壓力才是最大的問題。香港考試難度甚高，而且大學學位有限，要滿足個人和家人期望，是年青人承受沉重壓力的來源。」

談及關顧他人，Reidy 指出家人和朋友通常最先留意到患者一些行為上的轉變。許多人或許覺得自己缺乏幫助他人的技巧，但其實願意花時間聆聽，已經是伸出援手的第一步。

「向人傾吐不快經歷聽來簡單，但其實不少人都覺得難以啟齒。」她說：「重要的是，你要明白你只需細心聆聽，而無需提供解決方案。」

Reidy 又稱，Mind Hong Kong 設有一系列計劃促進職場健康，供有意關顧僱員精神健康的企業參與。







Due to the ongoing coronavirus health threat, many of our events are now talking place online. Please check our website or app for the latest status of scheduled events.

## COMMITTEE MEETINGS

Check with secretariat for details

## REAL ESTATE & INFRASTRUCTURE

The rise of logistics, data centres and cold storage

Nov 11 4:00 pm

## AMERICAS

Hong Kong-Mexico Business Exchanges

Nov 19 11:30 am

## HKCSI-EXECUTIVE

How HKSTP's Global Acceleration Academy is helping start-ups

Nov 24 10:30 am

## EUROPE

EU's External Trade Relations

Nov 24 5:00 pm

## INDUSTRY & TECHNOLOGY

Introduction to PolyU's Innovation and Technology Office

Nov 26 4:00 pm

## ROUNDTABLE TALKS

Visit website for full details and to register



## GREATER BAY AREA – UNIQUE BUSINESS AND INNOVATIVE OPPORTUNITIES WHICH YOU DON'T WANT TO MISS

Nov 11 1:00 – 2:00 pm

## WEBINARS

Visit website for full details and to register

## U.S. PRESIDENTIAL ELECTION OUTCOME: IMPACT ON BUSINESS

Nov 9 8:30 – 10:00 am



## FROM DISAGREEING WITH A TAX DECISION TO FILING AN APPEAL TO THE BOARD OF REVIEW – WHAT YOU NEED TO KNOW

Nov 10 2:00 – 5:30 pm



## ADVANCED SEO WORKSHOP

Nov 11 9:30 – 11:30 am



## WHERE ARE US-CHINA RELATIONS HEADED AFTER US ELECTION?

Nov 12 1:00 – 2:00 pm



## HONG KONG AS THE INTERNATIONAL BUSINESS HUB FOR THE GBA

Nov 13 11:00 am – 12:15 pm

## GETTING THE MOST OUT OF LINKEDIN

Nov 17 9:30 – 11:30 am

## REINVENTING WORKPLACE FLEXIBILITY UNDER THE NEW NORMAL

Nov 18 11:00 am – 12:30 pm

## CAN AUTHENTICITY BE VIRTUALISED? TAKEAWAYS FROM THE DIGITAL TRANSFORMATION OF AN EXPERIENTIAL TOURISM OPERATOR

Nov 18 3:00 – 4:00 pm

## WOMEN IN THE COMMUNICATIONS INDUSTRY

Nov 19 2:45 – 3:45 pm



## COMPANY LIQUIDATION AND DEREGISTRATION IN CHINA

Nov 24 2:30 – 5:30 pm

## HOW MALAYSIA'S STATE OF SELANGOR IS THRIVING AS ASEAN'S TECH AND BUSINESS HUB

Nov 25 12:00 am – 1:30 pm

## 2020 HOT TOPICS ON CROSS-BORDER PERSONAL TAX

Nov 26 11:00 am – 12:15 pm

## FAMILY OFFICE SERIES – PART 2: DIGITAL TRANSFORMATION

Nov 27 3:30 – 5:00 pm

## TRAINING & WORKSHOPS

Check website for details

Handle 'Currently Extremely Tough' Human Resources Issues: Legal and Practical

Nov 10 9:30 am – 5:30 pm

Coaching for Performance

Nov 12 9:30 am – 5:30 pm

What Can Be Done to Mitigate Loss from Collection Failure? "KYC" Know Your Customer & The Use of "Collectability Index"

Nov 12 3:30 – 5:30 pm

Dealing with Difficult People

Nov 13 9:30 am – 12:00 pm

The Colour of Money and the Environment: Why Green Finance Matters

Nov 17 1:00 – 2:30 pm

Actionable AI: Improving Customer Experience Through Sentiment Analysis

Nov 18 9:30 – 11:00 am

Essential Will & Skills for Young Executives' Next Step Up

Nov 19 9:30 am – 5:30 pm

Social Media in Mainland China Market – Trends and Strategies

Nov 20 9:30 am – 5:00 pm

Next Generation Talent Development Solutions Under The New Normal

Nov 20 2:30 – 5:00 pm

Social Media Crisis Management

Nov 26 9:30 am – 12:00 pm

# DO YOU REALLY KNOW YOUR BUSINESS PARTNERS IN HONG KONG?



## CERTIFICATE OF BUSINESS IDENTITY

Allows third parties to quickly and easily verify if they are dealing with a company legitimately registered to operate a genuine business in Hong Kong.

### WE CERTIFY

- **Business Registration Certificate**
- **Key Directors**
- **Business Address**
- **Business Nature**
- **Annual Turnover**
- **Employment Size**
- **Corporate Bank Account**
- **Tax Return**
- **Trademark**
- **License**
- **Qualification**
- **Other Company Particulars**

Established in 1861, the Hong Kong General Chamber of Commerce is the largest issuer of Certificates of Origin and sole guarantee body for ATA Carnets. We have been certifying trade and business documents, and our certification is widely recognized by traders, investors, customs administrations, consulates and banks around the world.

### WE BUILD TRUST

**HKGCC** 

Hong Kong General Chamber of Commerce  
香港總商會 1861



(852) 2395 5515



[cert@chamber.org.hk](mailto:cert@chamber.org.hk)



[cert.chamber.org.hk](http://cert.chamber.org.hk)







# TRAINING & DEVELOPMENT

Pay by BOC-HKGCC Visa Card and  
get **30% OFF** course fees



## Social Media Crisis Management 社交媒體危機管理

Used well, social media can be the most effective and impactful communication channel, hitting the right target groups. However, if managed poorly, it could land your business in crisis. Mastering the social mentality of netizens and learning the latest strategies to manage social media platforms will result in better performance of your daily operations and ensure you are prepared for any social media crisis.

### Workshop Content:

- 1 Digital marketing era
- 2 Which social platform is the best?
- 3 "Like" is your earnings? "Engagement" is the king
- 4 Strategies of content marketing
- 5 Social Media: PR disaster and PR
- 6 PR disaster – precautions and golden rules

社交媒體是有效和具影響力的溝通渠道。只要運用得當，社交媒體可助企業接觸目標客群；反之若管理不善，網上宣傳隨時變成公關危機。掌握網民的社交心態，以及學習最新的社交媒體平台管理策略，將有助改善日常運作，並為社交媒體危機作更充分的準備。

### 內容：

- 1 數碼營銷時代
- 2 如何選擇社交平台
- 3 「讚好」可帶來收入？「互動」才是王道
- 4 內容營銷攻略
- 5 社交媒體：「關公」vs「公關」
- 6 「關公」之預防及黃金救亡法則

Trainer : Kevin Chan  
導師：陳家樂  
Date : 26 November 2020  
日期：2020年11月26日  
Time : 9:30 a.m. – 12:00 p.m.  
時間：上午9時30分至下午12時  
Venue : HKGCC Theatre, 22/F United Centre  
地點：金鐘統一中心22樓香港總商會演講廳  
Language : Cantonese  
語言：廣東話  
Fees : Member \$750 / Non-member \$950  
費用：會員\$750 / 非會員\$950

Kevin Chan,  
Co-founder & Editor-in-chief,  
BizHK

陳家樂  
BizHK創辦人誌  
創辦人兼總編輯



## Social Media in Mainland China Market – Trends and Strategies

Businesses across the globe are spending more efforts on digital marketing than ever amid the challenges posed by the pandemic. Of these, effective social media marketing can be the key to success. In this workshop, you will get to know the latest social media trends in China, and be equipped with the skills to formulate social media marketing strategies for the market.

### Outline:

- Digital marketing trends and marketing model based on consumer behaviour in China
- WeChat OA: Social marketing, maintenance and promotion
- Native Ads: Get your brand viral on popular platforms
- "We Media": Build your brand via different social media platforms
- Influencer Marketing: XiaoHongShu (The Little Red Book) and DouYin (TikTok)
- Sharing of successful showcases

Trainer : Wyman Au Yeung  
導師：歐陽偉文  
Date : 20 November 2020  
日期：2020年11月20日  
Time : 9:30 a.m. – 5 p.m.  
時間：上午9時30分至下午5時  
Venue : HKGCC Theatre, 22/F United Centre  
地點：金鐘統一中心22樓香港總商會演講廳  
Language : Cantonese  
語言：廣東話  
Fees : Member \$1,600 / Non-member \$2,100  
費用：會員\$1,600 / 非會員\$2,100

## 內地社交媒體市場趨勢及策略

面對疫情的挑戰，數碼營銷已成為全球企業大勢所趨，而有效的社交媒體營銷更是致勝關鍵。本工作坊將助您了解內地社交媒體的最新發展，以制訂合適的數碼營銷市場策略。

### 概要：

- 國內數碼營銷趨勢及基於消費者行為的宣傳模式
- 微信公眾帳號：社交營銷、營運及推廣
- 善用信息流廣告：在廣受歡迎的平台推廣個人品牌
- 善用自媒體：透過不同的社交媒體平台建立個人品牌
- 網紅營銷：小紅書及抖音網紅
- 成功案例分享

Wyman Au Yeung,  
Assistant Marketing Director,  
China Marketing Specialist,  
Madcradle Online Ltd



歐陽偉文  
廣域度數位行銷 市務副總監  
兼中國市場推廣專家

## UNTIL FINALLY™ – Art of Storytelling for Business Communication and Leadership

### 扣人心弦™ – 故事……從心出發的溝通技巧

UNTIL FINALLY™ is an experiential instructor-led program developed in collaboration with David Hutchens, an international authority on storytelling and its application in business and leadership.

This program will show how to FIND, COLLECT, CRAFT and TELL authentic stories to enhance your ability to...

- Impress, build trust and connect with others
- Influence stakeholders co-workers, and customers
- Communicate corporate values, vision and strategy
- Lead by inspiring and motivating others
- Teach and coach for performance breakthroughs

扣人心弦™ 乃根據「故事式對話」(business storytelling) 大師David Hutchens在市場推廣及企業傳訊領域上，參透及整理箇中原則而編寫出來的一套以練習為本的培訓課程。

透過是次課程，您將學懂如何尋找、搜羅、打造及演繹一個又一個扣人心弦的故事，從而提升以下能力：

- 令別人留下良好印象，建立互信及工作關係
- 說服持份者、同事及顧客接受建議
- 傳遞企業價值、願景及策略
- 啟發及激勵他人，創造佳績
- 教授心法、知識及技巧，從而提升表現

Dr Harry Wong,  
WYH International  
Consultancy

黃彥衡博士  
WYH International  
Consultancy



Trainer : Dr Harry Wong  
導師：黃彥衡博士  
Date : 4 December 2020  
日期：2020年12月4日  
Time : 9:30 a.m. – 5:30 p.m.  
時間：上午9時30分至下午5時30分  
Venue : HKGCC Theatre, 22/F United Centre  
地點：金鐘統一中心22樓香港總商會演講廳  
Language : Cantonese  
語言：廣東話  
Fees : Member \$2,450 / Non-member \$3,500  
費用：會員\$2,450 / 非會員\$3,500



# The new 5G iPhone has arrived

## iPhone 12 Pro (128GB)

Suggested Retail Price: HK\$8,499



# 80 GB

\$ 607 / Month  
(36 Month Contract)

FREE

## MOMAX Charging Socket

(Suggested Retail Price: HK\$298)



## Scan this QR code to register now!

Question?



COMMERCIAL  
MOBILITY HOTLINE **120 888**

• The above service plan is only applicable to companies with valid business registration. CSL Mobile Limited ("CSL") reserves the right to change your Service Plans to the prevailing rate of CSL if business registration of company becomes invalid before the expiry of the Commitment Period. • Prepayment (if any and if applicable) (amount depending on your chosen device and Service Plan subscription) is required and the prepayment amount will be credited into your CSL account by installments during the Commitment Period. • This service plan uses 5G spectrum, which is only available for designated locations with the use of compatible devices. Actual speeds customers experience will be less than the specifications and will be affected by the device used, location, network conditions and other extraneous factors. • Terms and conditions of the services included in the Service Plan (if any and if applicable) apply, for details please refer to our website <https://www.hkcs-5g.com/en>. • This offer is applicable to new and existing customers. The promotion is valid until 31 Dec 2020. • This offer is applicable to new and existing customers. • For promotion details, please contact Commercial Mobility Hotline 120888. • CSL reserves the right to make all final decisions in case of any dispute.





香港公開大學

THE OPEN UNIVERSITY  
OF HONG KONG

政府創辦・多元創新

Government established • Diversified and innovative

# Your Business Success with the **Right Talents**



**OUHK** nurtures **3,000+** work-ready graduates  
from **50** industry-oriented programmes

Your recruitment strategy is our service:

- Tailor-made Internship Arrangement
- Job Posting for Internships and Graduate Posts
- Recruitment Talks / Company Visits
- Career Fair

OUHK  
Services for  
Employers



2768 6644



[career@ouhk.edu.hk](mailto:career@ouhk.edu.hk)