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October 2022

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bulletin

工商月刊

HKGCC **160**⁺¹ ANNIVERSARY



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Hong Kong General Chamber of Commerce
香港總商會 1861

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Reconnecting with Members

It was a pleasure to meet so many members recently as the Chamber works towards getting back to normality



與會員聚首交流

隨著總商會活動逐步復常，我很高興最近能與眾多會員聚首

上月，我很高興在總商會 160+1 周年會慶晚宴和數周前舉行的「與主席會面」交流會上，與會員聚首一堂。本人自 5 月接任主席一職以來，一直渴望舉辦這類活動，惟基於疫情考量，只好待防疫規定放寬後才舉行。

上述兩項活動圓滿落幕，但礙於防疫限制持續實施，我們唯有限定活動的參與人數。不過，這仍然是朝正確方向邁出的一步，亦令我期待能在不久的將來與更多會員會面。

在上月出席這些活動期間，我向會員重申作為總商會主席今後的工作重點。首要任務當然是爭取全面重開邊境，恢復免檢疫旅遊。上月，行政長官宣布推出「0+3」安排，取消入境旅客的強制酒店檢疫限制，容許他們在抵港後只須接受為期三天的家居醫學監測。這個消息令人大為鼓舞，我們冀政府能同時放寬本地社交距離措施，讓餐飲、零售、會展和服務業回復正常運作。

待最後一道防疫防線得以解除、社會重回正軌後，我們要加緊舉辦推廣活動，向外說好香港故事。

我們明白，外界對香港的情況理解不足，甚至存在很多誤解。遺憾的是，香港遲遲未能恢復通關，令批評聲音不絕。希望各位會員跟我一起，向海外和內地的業務夥伴傳達這個訊息。

另一要務是確保會員抓緊內地尤其是大灣區的機遇。總商會一如既往，繼續協助會員掌握大灣區的最新發展，幫助港企了解不同城市既複雜而又不斷變化的法例、稅務規定和優惠措施。展望未來，總商會將繼續善用我們與內地官員和區內商務人員的聯繫，時刻做好準備，把握先機。

最後，我們明瞭企業在當前環境下舉步維艱，既要面對疫情挑戰，亦要克服長遠障礙和瓶頸。為此，總商會旗下各專責委員會致力聆聽會員的關注，並與業界和政策專家集思廣益，為政府出謀獻策。

未來還請各位會員積極分享灼見或建議，投入參與會務，而本會定當全力以赴，為香港商界發聲，為企業謀福祉。

Last month I was delighted to have the opportunity to meet some of my fellow members at two Chamber events: our 160+1 Anniversary Dinner and the “Meet the Chairman” reception a couple of weeks earlier. Although I became Chairman in May, we have had to wait for Covid-related rules to be relaxed before we could organize such events.

Both of these events were extremely successful, but due to the ongoing restrictions we had to limit the number of people who could join those gatherings. Despite this, it was still a step in the right direction and gives hope that I will be able to meet more of you in the near future.

When speaking with members at the events last month, I emphasized my key priorities as Chairman going forward. The first, of course, is to fully reopen the borders with a return to quarantine-free travel. Last month, the Chief Executive announced the end of mandatory hotel quarantine for incoming visitors with the 0+3 plan, which allows them to monitor themselves for three days under home medical surveillance. This is very welcome news, and we hope the Government will also relax local social-distancing restrictions to allow normal activities in the catering, retail, conference and services sectors.

Once we have gone the final mile and are back on the road to normality, we will need to launch an intensive campaign to tell the Hong Kong story. We all know that there are many misconceptions and ill-informed opinions about

life here. Unfortunately, Hong Kong's delayed resumption of reopening the borders has given fuel to critics of the city. I hope all of our members will join me in spreading this message to your international and Mainland contacts.

Another priority will be to ensure that our members can access the fantastic opportunities across the border, particularly in the Greater Bay Area (GBA). The Chamber has continued to keep members up-to-date with the latest GBA developments, helping Hong Kong businesses to understand the complex and evolving legislation, tax rules and incentives in different cities. Going forward, HKGCC will continue to use our connections with Mainland officials and businesspeople working in the GBA to ensure we are ready to take advantage of the latest developments.

Finally, we know that businesses face many challenges in the current environment, from Covid-related issues to long-term hurdles and bottlenecks. Through our dedicated committees, we are focused on listening to the key concerns of our members, and brainstorming with industry and policy experts so we can propose the best solutions to the Government.

Moving forward, we will need your ideas, suggestions and involvement so the Chamber can do its utmost to represent and advocate on behalf of you, the Hong Kong business community.

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HKGCC

Hong Kong General Chamber of Commerce
香港總商會 1861

The Voice of Business 商界之聲

The Hong Kong General Chamber of Commerce has been representing and safeguarding the interests of business in Hong Kong since 1861.

自1861年起，香港總商會一直代表香港商界，致力捍衛企業的權益。



bulletin

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《工商月刊》以環保信封寄發。這款信封以植物原料製成，成分包括大豆、小麥和粟米等。因此，新包裝除了可重用和防水，更為百分百可分解，符合嚴格的最新歐盟標準。總商會一直致力減少對環境的影響，感謝各位會員一如既往的支持。





Hong Kong Welcomes You

We need to rebuild our international image and show the world that Hong Kong is ready to reconnect seamlessly with the global economy



香港歡迎您

我們要重塑香港的國際形象，並對外展示香港已準備就緒，全方位與世界各地無縫接軌

特首李家超於 10 月 19 日發表其任內首份《施政報告》，商界期待特首於三大議題有具體着墨：第一是全面通關的時間表及路線圖；第二是重塑香港的國際形象，展開以「香港歡迎您」為主題的一系列推廣活動；第三是吸引人才方案，勾勒香港未來五年、十年的發展藍圖。

香港作為國際金融、貿易和航運中心，背靠祖國及聯通世界的獨特作用是香港經濟命脈所在，兩者相輔相承，相得益彰，因此恢復國際通關是商界的強烈訴求，亦是重振經濟元氣、吸引人才及投資的必要元素。

隨著疫情緩和，當局最終在精準抗疫的前提下，放寬入境檢疫政策至「0+3」，取消酒店檢疫規定，並於 9 月 26 日起生效。我認為，新安排是香港加強與國際接軌、邁向經濟復常的重要一步，只要是風險可控及有數據支持，就可以加快鬆綁步伐，終極目標是「零隔離」。

香港將於 10 月至 11 月舉辦一系列國際論壇和大型盛事活動，我建議政府以此為契機，向世界各地發放「香港歡迎您」的訊息，展示香港已準備就緒，全方位與世界各地無縫接軌。

另一方面，疫後全球人才戰已揭開序幕，被視為香港主要競爭對手的新加坡最近推出新工作簽證「海外網絡和專業簽證」，吸引世界各地的頂尖人才。

我認為，香港在吸引人才、企業及投資方面需要果斷出擊，快狠準回應，例如度身訂造的稅務優惠、提供特惠地皮及規劃指定用途，吸引工商金融和創新科技企業落戶。

正所謂「有危就有機」，政府在全面通關和吸引人才方面的工作都要與時間競賽，配合優惠政策措施出台。我期待政府帶領 700 多萬市民「乘風破浪、揚帆出海」，共同打造新一個黃金發展時代。

As Chief Executive John Lee will deliver his first Policy Address on 19 October, the business community hopes that the Government will roll out concrete measures to address three major issues. First of all, a timetable and roadmap should be set out for fully reopening the border. Second, Hong Kong has to rebuild its international image by launching a series of promotional events under the theme “Hong Kong Welcomes You.” The third is to formulate policies to attract talent and map out development plans for the next five to ten years.

As an international financial, trade and shipping centre, Hong Kong’s unique strength of connecting with the world is crucial to our economic lifeblood. As such, reopening to the world has been a strong plea from the business sector, which is essential for reviving our economy, as well as attracting talent and investment.

Therefore, with the pandemic situation under control and precise and targeted anti-epidemic measures in place, we were very pleased that the Government last month announced it would end quarantine requirements for inbound travellers starting 26 September. We hope this positive step to “0+3” will soon be followed by an end to all travel restrictions, and these will also be expanded to all sectors of the economy. As long as the risks remain manageable with the support of data, further relaxation can be allowed at a faster pace.

Hong Kong will host a number of international forums and large-scale events in October and November, which will present an opportunity for the Government to share with the international community the message that “Hong Kong welcomes you,” and to show that Hong Kong is ready to reconnect seamlessly with the rest of the world.

On the other hand, a post-pandemic global talent race has begun. Singapore, Hong Kong’s major competitor, recently introduced a new working visa named “Overseas Networks & Expertise Pass” to attract top talent from around the world.

In response, Hong Kong should take bold, swift and precise action to attract talent, businesses and investment. These could be tailor-made tax incentives, and providing land for designated use at a concessionary premium, with a view to attracting financial and I&T businesses to operate here.

As the saying goes, “with crisis comes opportunity.” The Government must race against time to fully resume travel and attract talent with preferential policies. I hope that the Government can lead Hong Kong’s 7 million people through the stormy seas together and head for a new golden era of growth.

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Strengthening Our Role as a Financial Hub

Expansion of 'Connect' schemes and family office proposals provide more opportunities for investors and financial sector



鞏固香港金融樞紐角色

擴展「互聯互通」項目和家族辦公室安排為投資者和金融業開創更多機遇

防疫相關限制和外圍壓力拖慢了香港 2022 年經濟發展，在一連串的負面消息中，金融業卻迎來了多項正面發展，值得鼓舞。

「ETF 通」於 7 月 4 日正式開通，同日當局宣布將於今年底前推出「互換通」。這些項目的開展乃建基於早前多項「聯通」計劃的成功經驗，包括於 2014 年啟動的「滬港通」、兩年後開通的「深港通」、2017 年的「債券通」及 2021 年的「跨境理財通」。

這些聯通項目不僅為香港、中國內地和世界各地投資者提供更多選擇，還為本地金融企業開創更多機遇。

最新納入互聯互通機制的 ETF（交易所買賣基金）廣泛投資於不同企業，而且往往專注於特定行業或股票指數，近年日益受到追捧。在「ETF 通」機制下，多項合資格 ETF 獲納入滬深港通，讓中港兩地的投資者能買賣深圳、上海和香港的 ETF。

與此同時，「互換通」將開展香港與中國內地利率互換市場互聯互通合作，實施初期將先開通「北向通」，旨在協助持有內地債券的投資者管理風險。

擴展兩地金融聯通合作，除了凸顯香港在促進內地市場開放方面繼續發揮重要作用，亦展示北京支持香港充當金融樞紐的角色，而這從「十四五」規劃、大灣區發展藍圖及習近平主席在 7 月 1 日訪港期間發表的講話，亦可見一斑。

近日另一項提振金融業的舉措，是香港政府擬向家族辦公室提供稅務優惠。這個領域正在迅速增長，有關修訂應有助吸引更多高淨值家族和人士來港管理投資。

金融業是本港四大支柱產業之一，佔本地生產總值近兩成，無疑對香港發展舉足輕重。

香港縱然在過去數年歷經波折，依然是亞洲具吸引力的資產和財富管理中心。證券及期貨事務監察委員會於 7 月公布的數據顯示，本地金融業在 2021 年管理的資產、資金流入淨額和僱用總人數均有所增加。

不過，隨着不少亞洲城市渴望在金融服務市場搶佔更大份額，我們不應安於現狀。

While Covid-related restrictions and external pressures have dragged down the Hong Kong economy throughout 2022, there have been a number of positive developments in the financial sector that are worth highlighting amid the otherwise gloomy news.

The ETF Connect took effect on 4 July and the Swap Connect was announced at the same time, which is expected to be launched by the end of the year. These build on the success of the previous "Connect" schemes: the Shanghai-Hong Kong Stock Connect launched in 2014 followed by the Shenzhen link two years later, then Bond Connect in 2017 and Wealth Connect in 2021.

These Connect schemes expand the range of options available to investors in Hong Kong, Mainland China and around the world, while also creating more opportunities for financial firms in the city.

Looking at the latest additions to the Connect suite, ETFs – exchange-traded funds – invest in a range of companies, often focused on a particular sector or stock index, and have become increasingly popular in recent years. Under the ETF Connect, a list of eligible ETFs have been added to the Stock Connect scheme, enabling investors on both sides of the border to access ETFs in Shenzhen, Shanghai and Hong Kong.

Swap Connect, meanwhile, will enable mutual access between interest rate swap markets in Hong Kong and Mainland China. It will initially be open to northbound trading only, and aims to help investors

manage risks for Mainland bond investments.

The expansion of these Connect schemes also highlights Hong Kong's continued importance in facilitating the opening up of the Mainland market. It also demonstrates Beijing's support of Hong Kong's role as a financial hub, which has been highlighted in the 14th Five-Year Plan and the Greater Bay Area blueprint, as well as President's Xi Jinping's speech in Hong Kong on 1 July.

Another recent boost to the financial sector is the Hong Kong Government's proposal to introduce tax concessions for family offices. This is a fast-growing segment, and the changes should attract more high-net-worth families and individuals to manage their investments from Hong Kong.

There is no doubt that the financial sector is hugely important to Hong Kong. One of our four pillar industries, it contributes almost 20% of our GDP.

Even amid the disruption of the past few years, Hong Kong has remained an attractive destination for asset and wealth management in Asia. Figures from the Securities and Futures Commission released in July show that assets under management, net fund inflows and total number of staff employed in the sector all increased in 2021.

But we should not be complacent, as many other Asian cities are keen to grab a bigger slice of the financial services pie.

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締造家庭友善工作間

Create a Family-friendly Workplace



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Celebrating 160+1 Years

Government officials and business community come together to celebrate the Chamber's 161st birthday and the 25th anniversary of the HKSAR
政要商賈歡聚一堂，同賀總商會創會161周年和香港特區成立25周年

Drums thundered and fireworks lit up the night to the cheers and applause of dignitaries and members for an auspicious start to the Chamber's 160+1 anniversary dinner on 21 September. It was an evening quite unlike any that the Chamber had celebrated for many years, as social distancing restrictions made banquets difficult to hold. But, it was an evening to remember, albeit with virtual entertainment and guests strictly adhering to covid regulations.



慶祝創會160+1周年

So although it was not quite back to normal in reality, guests were delighted to be almost back to a pre-covid atmosphere and soon filled up a wall of rainbow cards in the foyer with good wishes for Hong Kong. And for members whose peers told them they would never make it onto the cover of a magazine, they proved them wrong. Many guests, including Financial Secretary Paul Chan, took advantage of a giant cover of the Chamber's





magazine, *The Bulletin*, to take a photo on the cover – a lifelong desire for many people to be on one of Hong Kong's oldest running business magazines!

Fun and entertainment aside, it was also a time to reflect and plan for the future. Due to covid regulations, only 120 people could attend in person. However, many former Chamber Chairmen, starting from Dr Vincent Lo who was Chair in 1991, attended virtually, and others in person, with important messages via a giant LED screen in the Island Shangri-La ballroom.

The former Chairmen's overriding message was to get the economy back on track and reopen, followed by the need to promote Hong Kong to the world and correct misperceptions and misinformation about our city.

Chamber Chairman Betty Yuen, told guests in her welcome speech that further easing of quarantine restrictions are needed urgently to get Hong Kong back on track. If this happens soon, she expects Hong Kong will be able to regain its crown as a business, financial and aviation hub, but it will take time and hard work to get that message across to businesses around the world.

"Looking to the future, I am extremely confident about the prospects for the city. Certainly, there will be challenges ahead as we emerge from the pandemic. But there are many reasons for optimism," she told guests.

The Honourable John KC Lee, Chief Executive of the HKSAR, was guest of honour for the dinner and echoed the Chairman's optimism. He said it was a difficult balancing act to protect the public's health while at the same



精明知識產權策略 業務升級增值秘訣

關於知識產權管理人員計劃

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。企業亦可透過創新和知識產權使用提升競爭力，創造更大的經濟效益。

參加知識產權培訓課程

- ▶ 完成培訓課程者可獲發修習證書乙張(合辦課程除外)
- ▶ 課程概覽及報名詳情：www.ip.gov.hk/ipmpt

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

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
- ▶ 企業可獲得優先資格和特價優惠讓其員工報讀培訓課程，以及最新的知識產權資訊
- ▶ 企業可免費參加「IP 204：知識產權管理人員實務工作坊」及獲贈實務指南乙本
- ▶ 「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

進階課程200系列

課程編號	課程名稱	課程時間(天)
IP 201	知識資本組合管理課程	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。

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知識產權署在香港律師會的支援下，為香港中小企業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

立即申請：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，均被界定為中小企業(資料來源：工業貿易署)。只有中小企業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。





Celebrating Members' Longevity

When the Chamber was established on 29 May 1861 by 62 business people, two of the companies at that meeting, Jardine Matheson & Co, and Standard Chartered Bank, have remained members to this day. This is a remarkable achievement.

The Chamber is also older than HSBC, which was established in 1865 and joined the Chamber in the same year. It has been a loyal member ever since.

Another member who has been with the Chamber for over 150 years is prominent German trading firm Melchers, which joined the Chamber in 1869.

To honour these companies, Chamber Chairman Betty Yuen presented these long-standing members with a Certificate of Appreciation.

Dr YK Pang (left), Deputy Managing Director, Jardine Matheson Ltd., said Jardines was proud to carry on this tradition, especially given that the founding Chairman of the Chamber was Alexander Percival of Jardine Matheson. Peter Wong, Chairman of HSBC, joked that both he and HSBC were among the oldest Chamber members, but was honoured to have been able to contribute to the Chamber and Hong Kong over the years.

Benjamin Hung (right), CEO of Standard Chartered Bank Hong Kong, was on a business trip, while Anton Melchers, who was in Shanghai, were unable to travel, but prepared special video messages for the audience.



time minimizing the impact on the economy. He added that he was working hard on his upcoming Policy Address to steer Hong Kong's future development.

In her vote of thanks for the Chief Executive's speech, Chamber Deputy Chairman Agnes Chan said the business community was eagerly looking forward to his Policy Address next month. "We sincerely hope that the next step will be to relax the need for hotel quarantine for travelers, which I am sure would be welcomed enormously by everyone in Hong Kong," she said.

Wide support

In addition to the Chief Executive, the Financial Secretary Paul Chan; Secretary for Financial Services and the Treasury Christopher Hui; Secretary for Innovation, Technology and Industry Sun Dong; Secretary for Labour and Welfare Chris Sun; Under Secretary for Commerce and Economic Development Bernard Chan; and Under Secretary for Housing Victor Tai, were also among the guests supporting the event.

Due to the limited number of tables, the event would not have been possible without the strong support of members sponsoring the dinner. Eight Platinum Sponsors, respectively: Chevalier Group, CK Group, CLP Power, EY, HSBC, The Jardine Matheson Group, New World Development & NWS Holdings Limited, and Swire Group. And also four Gold Sponsors, respectively: Keystone Electric Wire & Cable Co. Ltd., MTR Corporation, Sun Hung Kai Properties Ltd, and Wheelock & Company.



As live entertainment remains prohibited, the Chamber reached out to the taiko band Gekko, which merges Japanese drums with Cantonese aspects, to create a drum performance especially for the evening to play to guests on the giant LED screen. The Hong Kong String Orchestra also provided

music throughout the evening with classical pieces of music. The dinner was also an opportunity to show the business community's care for the community, as all profits from a silent auction will be donated to the Society for Community Organization, or SoCO, which works with grass roots and disadvantaged

communities to support them to better their lives. Items snapped up ranged from art signed by Salvador Dali to sports memorabilia to a special set of Cantonese Opera \$100 notes. The Chamber would like to thank all sponsors and guests, as well as the virtual performances, for making the event such a success.



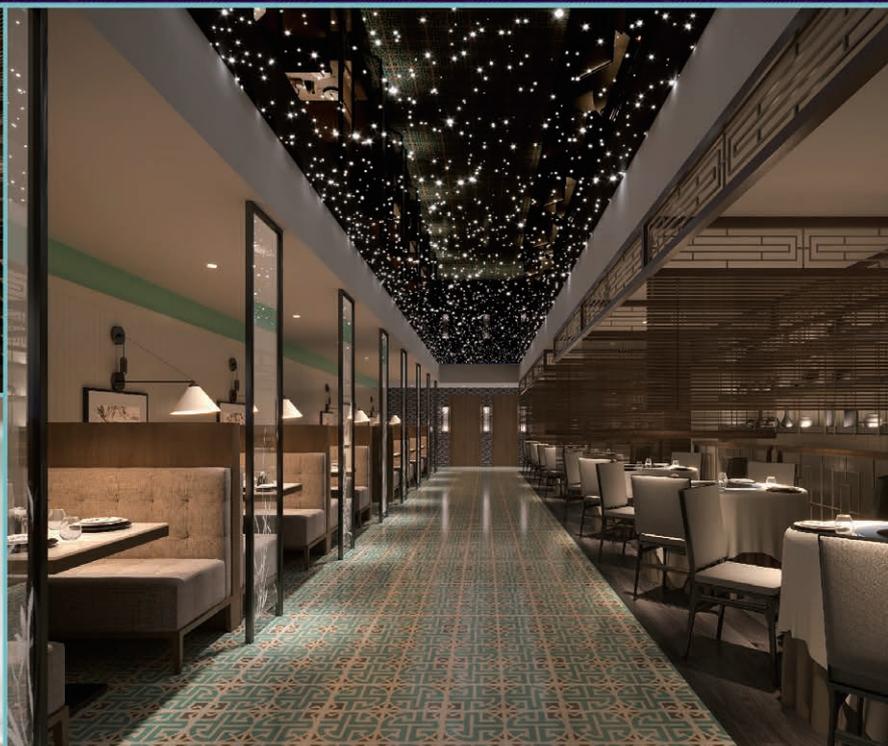
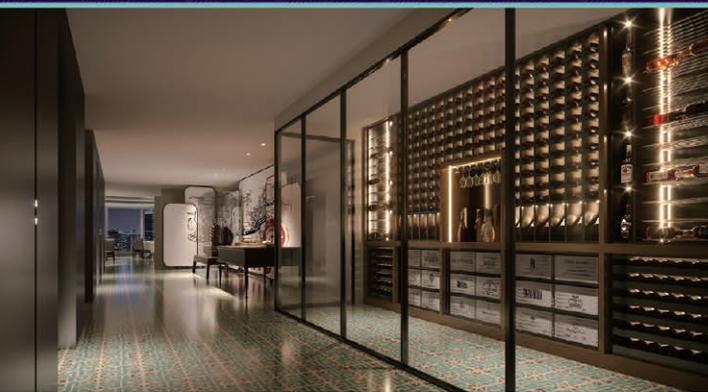
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總商會在9月21日舉行的160+1周年會慶晚宴在一片澎湃激昂的鼓聲、璀璨奪目的煙火，以及政商名流此起彼落的歡呼聲和掌聲中揭開序幕。今年的會慶活動別開生面，社交距離措施令舉辦晚宴的難度大增。在嚴格的防疫規定下，賓客只能透過屏幕觀賞表演，但絲毫無損大家的熱情，盡慶而歸。

雖然稱不上全面復常，但現場一片熱鬧，嘉賓興致高漲，彷彿回到疫情前的日子。來賓還在大堂五彩繽紛的許願板寫上對香港滿滿的祝福。對於以為登上雜誌封面遙不可及的會員來說，他們的願望在當晚得以成真——多位嘉賓包括財政司司長陳茂波實現了不少人畢生的夢想，成為全港歷史最悠久的商業刊物之一《工商月刊》的封面人物！

除了好玩有趣的娛樂節目，晚宴也是我們回顧過去、規劃未來的好時機。為遵守防疫要求，當晚只有120位賓客能親身赴會。本會多位前主席亦應邀赴會，惟他們大多以網上形式參與，包括1991年當屆主席羅康瑞博士，他們分別透過港島香格里拉香島殿的巨型LED屏幕向總商會寄語祝福。

多位前主席均帶出一個重要訊息：當務之急是推動經濟重回正軌和恢復通關，其次是向全球各地推廣香港，糾正外界對我們的誤解和不實傳言。

總商會主席阮蘇少涓致歡迎辭時指出，香港要重回正軌，進一步放寬檢疫限制刻不容緩；若能在短期內採取行動，她預料香港將可保持其作為商業、金融和航空樞紐的美譽，但要向世界各地的企業傳達這個正面訊息，則要付出時間和努力。

「展望未來，我對香港的前景充滿信心。在邁向疫後復蘇的路途上難免遇到挑戰，但我們有充分理由保持樂觀。」她向在座賓客表示。

香港特區行政長官李家超擔任晚宴的主禮嘉賓，他亦呼應了主席的樂觀展望。他表示，要在保護市民健康與減少經濟影響之間取得平衡並不容易。他又稱現正積極籌備即將發表的《施政報告》，以引領香港的未來發展。

總商會常務副主席陳瑞娟向行政長官致謝辭時表示，商界正熱切期待他下月發表的施政報告。她說：「我們衷心盼望下一步能夠放寬入境旅客的酒店檢疫要求，我可以肯定這項措施將會受到全港市民熱烈歡迎。」



廣泛支持

除行政長官外，財政司司長陳茂波、財經事務及庫務局局長許正宇、創新科技及工業局局長孫東、勞工及福利局局長孫玉菡、商務及經濟發展局副局長陳百里和房屋局副局長戴尚誠亦有蒞臨支持。

鑒於晚宴席數有限，活動得以順利舉辦，實在有賴會員鼎力支持，慷慨贊

助活動。八家白金贊助包括：其士集團、長江集團、中華電力、安永、滙豐銀行、怡和集團、新世界發展及新創建集團有限公司和太古集團；四家金贊助分別為：啟東電線電纜有限公司、港鐵公司、新鴻基地產發展有限公司和會德豐有限公司。

由於餐飲處所現時仍然禁止現場表演，總商會特別邀得激鼓樂社透過特大LED屏幕表演揉合日式太鼓與香港



會員與總商會一同成長

1861年5月29日，62位商家聚首一堂，創立了香港總商會，其中兩位創會會員——怡和洋行和渣打銀行迄今仍然是本會會員，實在難能可貴。

此外，滙豐銀行於1865年成立，並於同年入會，此後一直支持總商會。

另一家入會至今超過150年的會員公司為德國知名貿易企業美最時，該公司於1869年加盟。

為了向這些會員致敬，總商會主席阮蘇少涓逐一向他們頒發感謝狀。

怡和管理有限公司副行政總裁彭耀佳博士表示，怡和很榮幸能延續這一傳統，尤其是總商會首屆主席由怡和洋行合夥人波斯富出任，實在是莫大光榮。

滙豐銀行主席王冬勝笑言自己與滙豐銀行一樣，都是總商會最資深的會員之一，並表示有幸在這些年來能為總商會和香港服務。

晚宴當天，渣打銀行香港行政總裁洪丕正因公出差，Anton Melchers則身處上海，二人雖未能赴會，仍特意為總商會錄製祝賀影片。





A silent auction with art, movie and sports memorabilia was held, with profits going to charity.
絕密競投環節的拍賣品包括藝術品、電影及體育紀念品，所得收益將撥作慈善用途。



Members pose in a giant *Bulletin* for a souvenir photo of the Chamber's 160+1 anniversary. 來賓登上《工商月刊》封面，為慶祝總商會創會160+1周年拍照留念。

本土文化的鼓樂，香港弦樂團亦為晚宴全程伴奏，為賓客送上一首首悠揚悅耳的古典樂曲。

是次晚宴亦是展示商界關懷社會的良機，當晚絕密競投環節的全數收益將會撥捐香港社區組織協會（社協）。社協致力為基層和弱勢社群提供援助，以改善他們的生活。當晚的拍賣品包括由著名畫家 Salvador Dali 親筆簽名的藝術作品、體育紀念品，以及一套每張面值百元的粵劇紀念鈔等，包羅萬有。

總商會謹此鳴謝一眾贊助商和來賓，以及一連串精彩的虛擬表演，令會慶晚宴圓滿成功。

Many thanks to our generous members for sponsoring this anniversary celebration

總商會衷心感謝會員慷慨贊助是次會慶盛會

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CLP Supports Businesses in Energy Saving and Decarbonisation

中電全力支援工商客戶「減碳 · 商贏」



In support of the Government's goal of achieving carbon neutrality for Hong Kong before 2050, CLP is committed to empowering all its business customers in their low-carbon transformation journey, while promoting the development of local renewable energy.

As part of CLP's initiatives to drive businesses to adopt sustainable, innovative energy management solutions, it has launched a wide range of services, programmes and subsidy schemes. These include the free **Energy Audit Service**, **CLP Eco Building Fund**, and **Electrical Equipment Upgrade Scheme**. CLP has also upgraded its popular **CLP Retro-Commissioning Charter (RCx) Programme** for business customers to deepen their understanding of RCx and assist them to carry out more energy saving improvement works to ensure a greener future.

為配合政府達致2050年前碳中和的長遠目標，中電全力協助工商客戶向可持續發展邁進，並積極推動企業低碳轉型，加強本地可再生能源發展。

中電推出一系列節能服務及資助計劃，推動工商客戶實踐可持續及創新節能模式，其中包括**能源審核服務**、**綠適樓宇基金**和**節能設備升級計劃**等。中電亦再度推出「**重新校驗約章計劃**」，加強業界對重新校驗的認識，協助更多機構為其物業進行節能改善工程，藉此創建低碳未來。

Successful Case Sharing 成功個案分享

Citi Tower 花旗大樓

Citi Tower conducted an energy audit with CLP in 2019. Two years later, subsidised by the Eco Building Fund, Citi carried out retro-commissioning (RCx) works that resulted in significant energy savings of **400,000 kWh** per year. Recently, the bank has participated in CLP's RCx Charter Programme, where its energy management team are equipped with speciality knowledge to achieve low-carbon transformation in a cost-effective way.

花旗大樓早於2019年參加中電免費能源審核服務，並於2021年在中電「綠適樓宇基金」資助下進行重新校驗工程，每年成功節省約**400,000度電**，成效顯著。集團近年積極參與中電「重新校驗約章計劃」，培訓能源管理團隊運用專業技術，以更具成本效益方式實現減碳「商」贏。



Tuen Mun Parklane Square 屯門柏麗廣場

Subsidised by the CLP Eco Building Fund, Tuen Mun Parklane Square, a commercial shopping centre, replaced its original chiller systems with new variable speed drive models, boosting energy efficiency and saving a projected **500,000 kWh** of electricity per year.

屯門柏麗廣場是商廈購物中心，在中電「綠適樓宇基金」資助下，更換變速驅動的冷水機組，大大提升能源效益，預計每年可節省約**500,000度電**。



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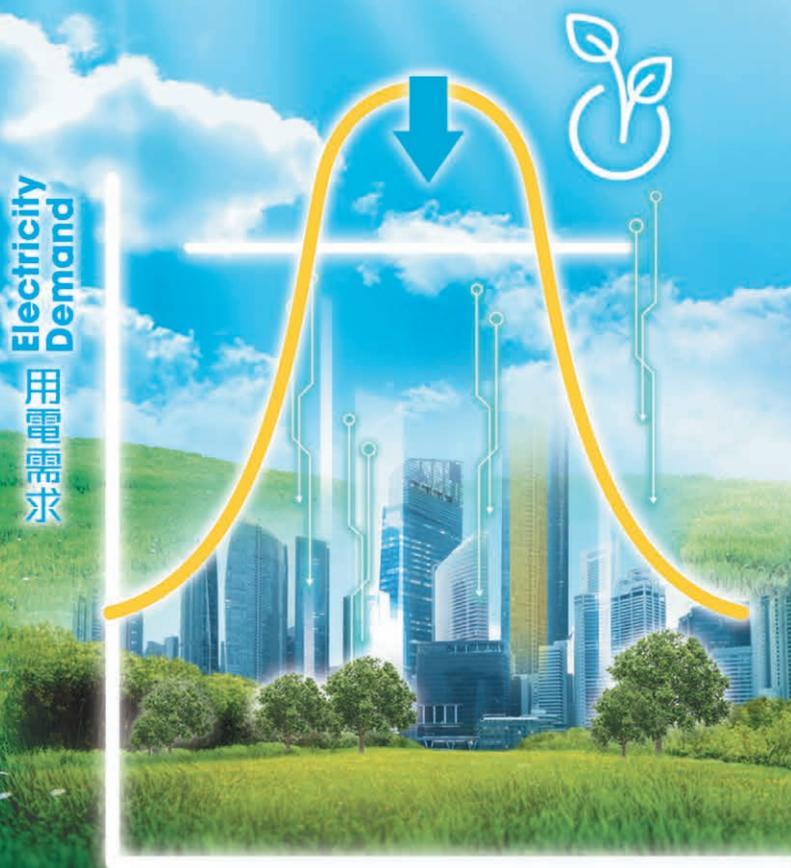


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Our climate is rapidly changing and temperatures around the world continue to rise, resulting with growing demand of electricity, especially summer. Among its energy efficiency promotions and initiatives, CLP has stepped up its Demand Side Management measures to help its business and residential customers lower peak electricity demand to achieve energy efficiency in support of the government's long-term decarbonisation strategy.

Since 2013, CLP has been rolling out its **Peak Demand Management Programme** for business customers by offering rewards for those successful in reducing their electricity consumption. CLP also has launched its **Energy-Saving Missions Programme** for residential customers since 2020. Selected smart meter customers were encouraged to save energy at peak summer demand times and earn rewards.

全球氣候急劇變化，而溫度不斷上升亦大大增加電力需求壓力，夏季尤甚。除了積極落實一系列推動節能計劃及項目外，中電特意加強用電需求管理推廣，協助工商及住宅客戶減少高峰期的用電量。此舉不但有助提高能源效益，更可配合政府的長遠低碳策略。

自2013年起，中電為工商客戶推出「**高峰用電管理**」計劃，鼓勵成功減少用電量的客戶。2020年，中電亦推出「**慳電任務**」計劃，鼓勵特選智能電錶的住戶在全年用電高峰的夏季，完成節能目標，以賺取豐富獎賞。

Visit CLP website to learn more 瀏覽中電網站了解更多

**Peak Demand Management
Programme**
「高峰用電管理」計劃



**Energy-Saving Missions
Programme**
「慳電任務」計劃



Peak Demand Management Programme for Business Customers

「高峰用電管理」計劃 – 工商客戶

With the strong support of commercial and industrial customers, the programme could reduce more than 60MW system demand at annual peak.

有賴工商客戶鼎力支持及參與，計劃可於電力系統每年最高峰時段，減少60兆瓦用電需求。

The Hong Kong Polytechnic University

香港理工大學



By proactively participating in the programme, the university successfully reduced energy consumption during peak hours without disrupting campus activities.

學校積極響應活動，成功於指定時段節省能源消耗，而不影響校舍運作。

Energy Saving Measures 節能措施

Pre-events 活動前

✓ Pre-cooling campus facilities 為校舍預先製冷降溫

During events 活動期間

✓ Reducing air-conditioning power 減少冷氣製冷量

✓ Switching off unnecessary lighting 關閉非必要的照明

Energy-Saving Missions Programme for Residential Customers

「慳電任務」計劃 – 住宅客戶

With around **600,000** smart meter households participating this year, the programme has received an overwhelming response due to the efforts of property management companies in promoting the event and reminding residents on event day.

今年「慳電任務」活動獲約**60萬**個智能電錶家庭支持參與，活動成績之理想實有賴各物業管理公司全力推廣及發放活動日提醒。



- Citybase Property Management Limited 港基物業管理有限公司
- Guardian Property Management Limited 佳定物業管理有限公司
- Hong Kong Housing Authority 香港房屋委員會及房屋署
- Hong Kong Housing Society 香港房屋協會
- Hong Yip Service Company Limited 康業服務有限公司
- Kai Shing Management Services Limited 啟勝管理服務有限公司
- MTR Corporation Limited 港鐵公司
- Nan Fung Property Management 南豐物業管理
- Sino Estates Management Limited 信和物業管理有限公司
- Synergis Management Services Limited 昇捷管理服務有限公司

Companies Caught in Crossfire of Geopolitics

企業陷入地緣政治漩渦

Trade tensions and protectionism will have far-reaching implications for businesses, while increasing uncertainty and risks
貿易緊張關係和保護主義增添不確定性和風險，對企業影響深遠

A survey conducted by Ipsos, a French market research firm, in late 2021 found that 77% of respondents, or some 22,000 adults, from across 33 countries, believed that 2022 would be a better year than 2021. Looking back, such optimism appears misplaced. However, they are not alone – the International Monetary Fund has since lowered its 2022 global growth forecast three times by a total of 1.7 percentage points since the start of the year, citing economic

headwinds caused by Russia's invasion of Ukraine and the ongoing Covid pandemic.

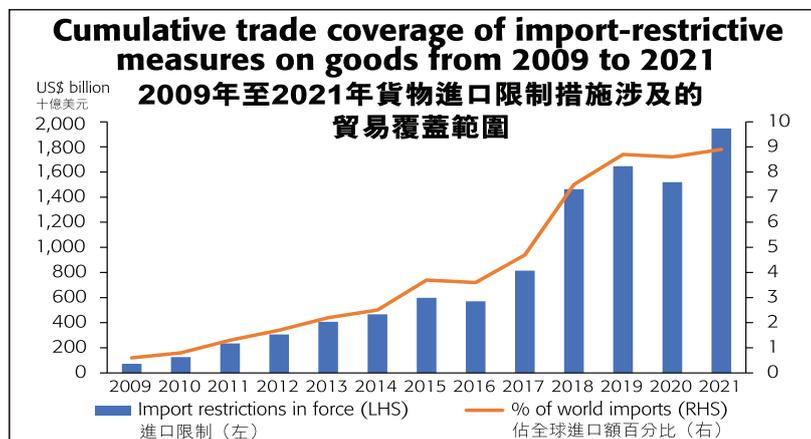
The conflict in Ukraine, which began in February and is the biggest geopolitical crisis in Europe for decades, is happening at a period when the world is becoming increasingly fractured and polarized. This has caused economic relations to sour as well. Between 2009 to 2021, the world became less trade-friendly with import-restrictive measures increasing both in terms of value and percentage (Figure 1).

In the meantime, there has been a perceptible increase in trade and financial sanctions as a proxy (and less costly alternative) to waging a real war. According to *The Economist*, the number of individuals and entities on the U.S. sanctions list has surged more than tenfold to 10,000 since 2000. Following Russia's invasion of Ukraine, major Russian banks have been excluded from SWIFT, an international payment system. At the same time, half of the Russian central bank's currency reserves have been frozen. The U.S. is also banning all Russian oil and gas imports while the European Union is trying to wean itself off dependence on energy imports from Russia.

These are worrying developments with far-reaching implications for businesses, who will need to review their businesses and supply chains periodically to ensure they are not overly exposed to geopolitical risks or have all of their eggs in one basket. That will be easier said than done because if U.S.-China tensions go from bad to worse, companies with operations in both markets may be forced to pick sides.

Businesses will also have to contend with compliance issues. For instance,

Figure 1 圖一



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



new rules and regulations could be imposed on the technology sector as governments attempt to shield crucial data and key technologies from falling into the hands of strategic competitors. In addition, rules to screen inward investment on claims of national security – which often involve long vetting periods – have become commonplace.

This obviously makes cross-border investment less attractive in more sensitive industries.

Businesses, especially multinational corporations will have to spend additional time and money to comply with international sanctions. Recent developments stemming

from events in Ukraine show that sanctions can be imposed quickly and without notice. This has injected further uncertainty into the operating environment, and leaving businesses with a minefield to cross to make an investment.

A divided world is also affecting the rules-based, multilateral trade system as we know it, which is further exacerbating the uncertainty and unpredictability. Against a highly-charged political backdrop, international organizations such as the World Trade Organization are becoming increasingly sidelined, weakening their ability to effectively resolve cross-jurisdictional disputes

through the use of established mechanisms. As a result, disputes that may have previously been settled by existing international rules could escalate into tit-for-tat retaliation.

As governments become increasingly inward looking and protectionist, alliances are being redrawn based on shared ideology and reshaping the business landscape. Under such conditions, commercial decisions can no longer be made solely on such metrics as cost and market opportunities. For CEOs and their boards, this will necessarily mean a change in mindset and approach to doing business.



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22.10.2022



06.11.2022

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法國市場研究機構 Ipsos 於 2021 年底向來自 33 個國家、約 22,000 名成年人進行的一項調查顯示，77% 受訪者認為 2022 年的表現將較之前一年好轉。回顧今年的發展，他們似乎過分樂觀。事實上，國際貨幣基金組織同樣期望落空——受到俄羅斯入侵烏克蘭及疫情持續影響，全球經濟面臨逆風，該組織由年初至今已因此三度下調 2022 年全球增長預測，合共幅度為 1.7%。

正當全球日趨分化和兩極化之際，烏克蘭戰事於 2 月爆發，成為歐洲數十年來最嚴峻的地緣政治危機，經濟關係亦因而受損。2009 年至 2021 年期

間，進口限制措施涉及的貿易價值和比例均有所增加，不利全球貿易發展（圖 1）。

與此同時，以貿易和金融制裁這種成本較低的方式代替真正戰爭變得愈來愈普遍。《經濟學人》指出，自 2000 年以來，被美國列入制裁名單的個人和實體數目增加超過十倍至 10,000 個。俄羅斯入侵烏克蘭後，俄羅斯主要銀行已被剔出全球銀行金融電信協會（SWIFT）的國際支付系統，俄羅斯央行有一半外匯儲備遭凍結。此外，美國全面禁止進口俄羅斯石油和天然氣，歐盟亦盡量減少依賴俄羅斯的能源供應。




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上述情況令人擔憂，並會對企業造成深遠影響。企業需要定期檢視其業務和供應鏈，確保不會承受過高的地緣政治風險，同時避免把所有雞蛋放入同一籃子。這可謂知易行難——假如中美緊張關係進一步惡化，同時在兩地經營的企業或會被迫作出取捨。

企業亦要應對合規問題。舉例說，各國政府為免戰略競爭對手取得重要的數據和技術，可能會對科技業施加新規則和法例。此外，以國家安全為由審查外來投資屢見不鮮，而當中的審查過程往往需時甚久，無疑會減少較敏感行業對境外投資的吸引力。

企業（尤其是跨國集團）要為遵守國際制裁而付出額外的時間和成本。烏克蘭局勢引發的一連串事件反映制裁可在毫無預示下迅速執行，這為經營環境帶來了更大的不確定性，企業作出投資時務必步步為營。

全球分化亦對以規則為基礎的多邊貿易體系造成影響，增加了不確定性，而且更難預測。面對高度緊張



的政治環境，世界貿易組織一類國際機構的角色日漸被邊緣化，以致未能透過既有機制有效解決跨境爭端，最終可能令一些以往可以利用現行國際規則化解的爭議演變成不斷升級的衝突。

各國政府逐漸傾向採取內向型政策和保護主義措施，基於共同價值觀重新劃分國際陣營，重塑商業環境。在這種情況下，商業決定不能再純粹取決於成本和市場機遇等因素，對於企業行政總裁和董事局來說，這代表他們需要改變營商思維和方式。



工傷要呈報

盡責老闆做得到

Be a responsible employer and report work accidents

《僱員補償條例》規定，僱主在工傷意外發生或僱員患上該條例指明的職業病後，不論該意外或職業病是否引起任何支付補償的法律責任，僱主必須向勞工處呈報。工傷意外或職業病個案須於14天內呈報，死亡個案須於7天內呈報。

The Employees' Compensation Ordinance provides that an employer must notify the Labour Department of any accident or prescribed occupational disease, irrespective of whether the accident or the occupational disease gives rise to any liability to pay compensation. Work injury or occupational disease cases should be reported in 14 days' time while the fatal cases in 7 days' time.

僱主如沒有合理辯解而逾期或未有向勞工處處長呈報僱員工傷事件，或作出或提供虛假或具誤導性的陳述或資料，可被檢控，一經定罪，最高可被判罰款五萬元。

Any employer who, without reasonable excuse, delays or fails to give notice of an accident or makes or furnishes any false or misleading statement or information to the Commissioner for Labour is liable to prosecution and, upon conviction, to a maximum fine of \$50,000.



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Legal Solutions in a Complex World 應對複雜世界的 法律方案

With its new office in Central, Dorsey & Whitney renews its commitment to Hong Kong and looks forward to helping clients navigate today's uncertain business landscape

德滙遷往中環的全新辦公室，繼續竭誠服務香港，協助客戶應對不明朗的商業環境

With its recent move to bright and modern new offices in Central, U.S. law firm Dorsey & Whitney has renewed its commitment to the city. Simon Chan, Managing Partner of the firm's Hong Kong office, spoke to *The Bulletin* about the company's history in Hong Kong and beyond, and the opportunities arising for the legal sector in an increasingly complex business environment.

Founded in Minneapolis in 1912, Dorsey & Whitney is a global law firm with 20 offices in the United States and internationally, and around 550 lawyers.

"Although we are in 20 locations around the world, we are one firm," Chan explained. "This is a little bit different to the way some other international law firms operate."

Dorsey had a long history in the United States before it opened its first Asia office in Hong Kong more than 25 years ago. Chan explained why the firm made the move at that moment in time.

"One of our senior partners opened the firm in Hong Kong in 1995," he said. "The reason was we followed the Fortune 500 companies from the U.S. that were coming over as China was

preparing to become a member of the WTO.”

One of Dorsey’s most famous lawyers was Walter Mondale. The former U.S. Vice President worked for the firm for many years after returning to private practice in the late 1980s. In fact, he played an important role in the firm’s entry to the Asia market, and visited China on a number of occasions. So Dorsey was well aware of the opportunities that were emerging in Asia, especially China, and the benefits of having a base in Hong Kong.

Since then, the firm has added offices in Shanghai and Beijing, Chan said. “So we are growing and finding the sweet spot for Dorsey & Whitney in the China and Asia markets.”

In Hong Kong, the firm focuses on key sectors including M&A and capital markets, intellectual property, and dispute resolution – including arbitration and litigation.

“Another focus is wealth management and asset protection,” Chan added.

“That is becoming a really hot area for us and we are receiving a lot of inquiries on a regular basis.”

After 20 years in Admiralty, Dorsey recently moved to new offices in Central. The firm was planning to redecorate and upgrade its technology, and took the opportunity to change location at the same time.

“We wanted to be in downtown, closer to the ecosystem that we interact with, such as the Hong Kong Stock Exchange, the banks, conglomerates and family offices in this area,” Chan said. “If we go downstairs for coffee we will run into clients, opposing counsel – so it does feel like an ecosystem that is now within walking range.”

Flexibility is another benefit of the move. In the firm’s new offices, in Alexandra House, tenants can rent additional rooms in response to demand. This means they will be able to comfortably host visiting lawyers and clients, whatever the size of the delegation.

perspective, he believes that Hong Kong is still the best place to do business.

“We are the only bilingual common law legal system on the planet, and we are a common law legal system that has over 100 years of experience,” he said.

“My vision and hope is that I’m here to plan for the next 25 years of our law firm in Hong Kong. Especially now that Hong Kong is very geared towards the Greater Bay Area opportunities – we want to be a part of that and help our clients.”

In 2020, Dorsey marked 25 years in Hong Kong – although Covid restrictions meant that they were unable to celebrate this milestone – and the firm is now preparing for the next quarter century.

“My vision and hope is that I’m here to plan for the next 25 years of our law firm in Hong Kong,” Chan said. “Especially now that Hong Kong is very geared towards the Greater Bay Area opportunities – we want to be a part of that and help our clients.”

Hong Kong-born Chan has lived in Canada and the United States, where he is also a New York-qualified lawyer, and has worked in Mainland China and Europe. From his well-travelled

Other advantages include Hong Kong’s gateway role, which means the city is the ideal place to negotiate, find business partners, and build relationships between East and West. Chan noted that before the pandemic, he frequently hosted visitors and colleagues from all over the world in the Hong Kong office – and he expects that this will resume as soon as travel reopens.

Being an international lawyer in Hong Kong is clearly a highly demanding job. Lawyers must keep up-to-date not only with changing laws and regulations in multiple jurisdictions, and must also keep abreast of how other industries are evolving amid the emergence

of new technology. Despite the pressure, Chan said that he highly recommends law as a career to young people today.

He added that he would advise young people to learn how to code, as technology and AI are now being used in all industries, including the legal profession.

“It is like my parents’ generation needed to be able to use a typewriter, and my generation to use a computer,” he explained. “But for the next generation, they will need to be able to command and teach a computer to do certain things.”

Chan’s own practice specializes in cross-border and multi-jurisdictional matters, and he is known for his skill in handling VUCA issues – that is, volatile, uncertain, complex and ambiguous. He explained that, in Hong Kong, many business and legal matters are VUCA, due to the involvement of different legal systems and business cultures.

Dorsey sits at this crossroads between East and West. As a U.S. and international law firm, it is in demand from Chinese and Hong Kong clients seeking guidance on their overseas investments and operations. At the same time, the firm serves Western corporates doing business in China and the rest of Asia.

“For example, when clients are doing an international financing or capital markets transactions, we guide them on how to navigate and comply with a complicated web of U.S. and international laws, rules and changing policies,” Chan explained.

Besides the complexity of dealing with different jurisdictions, other factors adding to the VUCA landscape include the current Covid uncertainties and geopolitical tensions.

“VUCA to me is something that I can help clients to measure, prevent and manage,” Chan said. “It involves a multi-disciplinarian and multi-jurisdiction approach – how to solve clients’ legal problems in a very complex world.”

While the increasingly complexity of today’s global environment may be tricky to navigate, Hong Kong’s legal expertise is a key asset in smoothing the path forward and enabling businesses to grasp the emerging opportunities.

美國德滙律師事務所（德滙）最近遷往中環，繼續竭誠服務香港客戶。德滙香港辦公室管理合夥人陳文耀在光潔明亮、設計時尚的新辦公室接受《工商月刊》訪問，談論公司在香港和其他地區的發展，以及日趨複雜的營商環境為法律界帶來的機遇。

德滙於 1912 年在明尼阿波利斯創立，在全球各地包括美國設有 20 個辦事處，僱用約 550 名律師。

陳文耀解釋：「我們在全球 20 個地方立足，各辦公室致力跨越地域界限，連成一線，經營方式與其他國際律師行略有不同。」

德滙扎根美國多年，25 年前進軍亞洲市場，在香港開設區內首個辦事處。陳文耀解釋公司當年為何進駐香港。

「德滙其中一位資深合夥人於 1995 年來港設立據點；當年中國正為加入世



防疫措施下的 疾病津貼及僱傭保障

Sickness Allowance and Employment Protection under Anti-Epidemic Measures



《2022年僱傭(修訂)條例》已於2022年6月17日生效。
The Employment (Amendment) Ordinance 2022 came into
operation on 17 June 2022.

- 《僱傭條例》下的病假日包括僱員因遵守《預防及控制疾病條例》(第599章)的指定規定以致活動範圍受限制而缺勤(例如受隔離令、檢疫令或《限制與檢測宣告》(即圍封檢測)限制¹)的日子。僱主須向能提供相關證明²的合資格僱員³提供疾病津貼。僱員因遵守上述限制而缺勤並因此被解僱,屬不合理的解僱。

A sickness day under the Employment Ordinance (EO) includes a day on which an employee is absent from work by reason of his/her compliance with a specific requirement that imposes a restriction on movement under the Prevention and Control of Disease Ordinance (Cap. 599) (e.g. the restriction imposed by an isolation order, a quarantine order or a "restriction-testing declaration"¹). An employer is required to grant sickness allowance to an eligible employee² who can produce relevant proof³. Dismissal of an employee by reason of the employee's absence from work due to his/her compliance with the above-mentioned restriction is considered as unreasonable dismissal.

¹ 不包括向抵港人士實施的限制。

² 相關證明包括隔離令、檢疫令或衛生署按受圍封檢測限制僱員提供的證明書。

³ 按連續性合約受僱、放取的病假不少於連續4天、已累積足夠的有薪病假及僱員能夠出示相關所須證明。

¹ Restriction imposed on persons arriving at Hong Kong is not included.

² Employed under a continuous contract, sick leave taken is not less than 4 consecutive days, accumulated sufficient number of paid sickness days and the sick leave is supported by relevant required proof.

³ Relevant proof includes an isolation order, a quarantine order or the certificate issued by the Department of Health upon request by an employee being restricted by a restriction-testing declaration.

- 如僱主向僱員發出接種新冠疫苗書面要求,僱員如不屬獲豁免類別及未能在56日內出示接種新冠疫苗的證明,因此被解僱,不屬於不合理的解僱。僱主如解僱僱員,仍須按《僱傭條例》的規定及僱傭合約的條款作出解僱補償。

When an employer makes a COVID-19 vaccination request in writing, an employee, who is not being exempted, is dismissed because of his/her failure to produce the proof of having received COVID-19 vaccine within 56 days from the request, the dismissal is not considered as unreasonable dismissal. Employers are still required to pay termination payments in accordance with the requirements of EO and the terms of employment contract.

詳情請見勞工處網頁

www.labour.gov.hk/tc/news/EAO2022.htm



For details, please refer to Labour Department's website

www.labour.gov.hk/eng/news/EAO2022.htm



「我的願景是為德滙規劃未來 25 年在香港的發展，尤其有見香港正積極抓緊大灣區的機遇，我們希望參與其中，為客戶提供支援。」

貿籌謀部署，吸引美國《財富 500 強》企業進駐香港，而我們亦緊隨其後來港開業。」他說。

Walter Mondale 是德滙昔日最享負盛名的律師之一。這位美國前副總統在 1980 年代末重返法律界，並效力德滙多年。誠然，德滙成功拓展亞洲市場，Mondale 實在功不可沒，而他亦曾多次到訪中國。因此，德滙清楚知道亞洲尤其是中國當時湧現的機遇，以及在香港設點的好處。

其後，該公司亦在上海和北京開設辦公室。陳文耀說：「我們正在擴展業務，為德滙在中國和亞洲市場尋找最有利的落腳點。」

在香港，德滙專注於併購和資本市場、知識產權、糾紛調解（包括仲裁與訴訟）等領域。

「另一重點為財富管理和資產保障，這是一個熱門領域，我們亦不時收到大量相關的查詢。」陳文耀說。

德滙在金鐘開業 20 載，原本計劃翻新寫字樓和進行科技升級，後來在中環覓得辦公地點，遂於最近遷往新址辦公。

陳文耀表示：「我們希望選址市中心，鄰近香港交易所、區內的銀行、企業集團和家族辦公室等業務生態圈。到樓下喝咖啡時，有機會遇到客戶或對家的律師，感覺上與他們的距離拉近了不少。」

靈活彈性是遷址的另一好處。德滙的新辦公室設於歷山大廈，作為大廈的租戶，該公司可按需要以短期方式租用置地廣場的空間設施，以便接待到訪的律師和客戶團隊。

2020 年，德滙慶祝在港開業 25 周年——疫情限制令該公司未能歡賀這個里程碑，但仍無阻他們積極準備迎向下一個 25 年。

陳文耀說：「我的願景是為德滙規劃未來 25 年在香港的發展，尤其有見香港正積極抓緊大灣區的機遇，我們希望參與其中，為客戶提供支援。」

陳文耀於香港出生，曾在加拿大和美國生活。他持有紐約律師資格，先後在中國內地和歐洲工作。作為一名交遊廣闊的專業人士，他認為香港仍然是最佳的營商地點。

「香港是全球唯一奉行中英雙語普通法法律 and 司法體系的地區，而且在這方面累積了過百年的經驗。」他說。

其他優勢包括：香港作為通往東西方的大門，使其成為洽商、物色業務夥伴和建立聯繫的不二之選。陳文耀在疫情爆發前經常在香港辦事處接待世界各地的訪客和同僚，他預料跨境旅遊恢復後，這個情景將會重現。

在香港擔任國際律師，可謂既艱難又刺激。律師除了要緊貼

不同地區的法律變動，也必須掌握其他行業在新科技下的發展趨勢。陳文耀指出，律師工作雖然面對不少壓力，但他樂在其中，更鼓勵青年投身法律專業。

隨着各行各業包括法律界廣泛應用科技和人工智能，他又建議年青人學習編程。

他解釋：「正如我父母那一代人要懂得操作打字機，我這一代人則要學懂操作電腦，而下一代需要掌握的，是如何向電腦下達工作指令。」

陳文耀專門從事跨境、跨轄區的法律工作，擅長處理 VUCA（多變、不確定、複雜和模糊不清）事宜。他解釋，在香港，許多商業和法律事務均涉及不同的法律體系和商業文化，因此往往具備 VUCA 的特質。

德滙處於中西方的交匯點。作為一家美國和國際律師事務所，該公司一方面為中港兩地客戶提供海外投資和營運指導，另一方面為在中國和其他亞洲地區經商的西方企業服務。

「舉例說，客戶進行國際融資或資本市場交易時，我們會指導他們應對和遵守一連串複雜的美國和國際法律、規定和不時變更的政策。」陳文耀解釋。

除了應對不同管轄區的複雜性外，其他影響 VUCA 的因素還包括疫情發展未明和地緣政治局勢緊張。

「對我而言，VUCA 是一些能夠評估、預防和管理的法律問題，而解決方案涉及多個專業和地域層面。」陳文耀說。要應對現今日益複雜的國際環境並不容易，但香港的法律專業知識是一項寶貴的資產，有助我們為未來鋪平道路，讓企業把握新興機遇。

Company: **Dorsey & Whitney**

公司名稱: 德滙律師事務所

HKGCC Membership No. 總商會會員編號: HKD0664

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Innovative Directions specializes in helping struggling businesses return to profitability

Innovative Directions 專門協助經營困難的企業轉虧為盈

When a business is struggling to survive, it might seem like there are few options available. But emerging from a crisis situation is still possible with the right management. Innovative Directions specializes in turning such businesses around and ultimately ensuring the best possible outcome for owners and investors.

“Our clients include family businesses, private equity portfolio businesses, and debt-laden companies with cash deficits and negative returns that need a fix-it strategy and execution,” said CEO Philip Krichilsky. “Our goal is to create for our clients the option to grow or to exit.”

To achieve this, Innovative Directions offers a variety of services depending on the struggling company’s situation. These include interim management – where Innovative Directions will step in and take over the day-to-day running of the company – as well as governance and strategy support, and detailed execution plans.

“Our core value has always been giving our clients a clean exit from problematic businesses while ensuring their employees, customers, vendors and the communities they work in can enjoy continued growth,”



Photo of one of IDL projects

Krichilsky said. “We treat our client’s business as if it is our own.”

The company also invests about one-third of its profits directly in social impact for-profit businesses in Southeast Asia and India to help alleviate poverty.

Being based in Hong Kong, at the heart of Asia, gives the company access to clients with operations across the region. The city has other benefits, including its strong talent pool. In particular, Innovative Directions taps into Hong Kong’s seasoned professionals – including under-utilized retirees – and early-career executives, harnessing their skills to take businesses and brands back to profitability.

“Together, this perfect mix of location, people and opportunity ensures Hong Kong is ideal for business advisory and consulting,” Krichilsky said.



Photo of one of IDL projects



As Innovative Directions specialises in hands-on interim management, this often involves staff working on-site in locations including Mainland China, Indonesia, Vietnam and the Philippines. The ongoing Covid-related travel restrictions have made such operations

much more difficult, but it has still managed to run “remote control” turnarounds, including exiting two clients at more than double their expected price.

Like many businesses in Hong Kong, Innovative Directions has experienced a bumpy road in the past couple of years. But, in the process, it has learnt a lot about operating in a challenging environment. “My tip is to be humble, recognize and learn from your mistakes, and be flexible,” Krichilsky said.

Looking to the future, Innovative Directions aims to scale up in Southeast Asia – with a focus on Indonesia, Vietnam, the Philippines and India – while continuing to serve Western clients in China and Chinese firms with outbound investment.

“In particular, our plan is to develop diverse executives into skilled turnaround general managers across the regions, and get to a scale that allows us to simultaneously help more clients achieve profitability while investing more in social impact.”

當企業處於掙扎求存的階段，自救方案似乎屈指可數，但若管理得宜，仍有望化險為夷。Innovative Directions 專門協助企業轉危為安，為公司東主和投資者謀求最大的福祉。

行政總裁 Philip Krichilsky 表示：「我們的客戶包羅家族企業、私募基金投資組合公司，以及資金短缺、負債纍纍、需要通過調整策略轉虧為盈的企業。我們的目標是為客戶制定拓展業務或撤資方案。」

為此，Innovative Directions 因應客戶的情況而提供不同的服務，包括臨時管理——介入和接管客戶企業的日常運作，以及管治和策略支援，並制定周詳的執行方案。

「我們的核心理念是協助客戶擺脫業務困境，同時推動其僱員、顧客、供應商和他們所在的社區持續發展和進步。」Krichilsky 說：「我們視客如己。」

該公司還將所得收益約三分之一投放於在東南亞和印度具社會影響力的牟利機構，以助扶貧。

該公司以位於亞洲心臟地帶的香港為基地，既可招攬區內的客戶，還能盡享本港人才薈萃等優勢。香港具備經驗豐富的專業人才，除了不乏年輕有為的行政人員，退休人士的既有專長亦宜加以善用，

Innovation Directions 正好充分利用這些技能，協助企業和品牌轉虧為盈。

「香港集天時、地利、人和於一身，是企業尋求諮詢和顧問服務的不二之選。」Krichilsky 指出。

Innovative Directions 擅於進行臨時管理，旗下員工往往要親赴中國內地、印尼、越南、菲律賓等地工作。防疫相關的旅遊限制持續實施，大大增加了實地考察工作的難度，但該公司仍能以「遙距」方式為客戶扭轉乾坤，包括為兩名客戶爭取以較預期高兩倍的價格退場。

Innovative Directions 跟不少香港企業一樣，在過去數年幾經波折，舉步維艱，但期間也獲益良多，領悟到如何逆境自強。Krichilsky 解釋：「我的秘訣是謙虛自省，從錯誤中學習，以及靈活變通。」

展望未來，Innovative Directions 致力拓展東南亞市場，聚焦印尼、越南、菲律賓和印度，同時繼續服務身處中國的西方客戶，以及在境外投資的中國企業。

「我們計劃將來自不同專業的高管打造成轉型管理專家，為區內市場提供服務，與此同時，擴大業務規模以協助更多客戶實現盈利，並投放更多資源以發揮社會效益。」

Company 公司名稱: **Innovative Directions Ltd**
HKGCC Membership No. 總商會會員編號: HKI0374
Established 創辦年份: 2015
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Understanding Xi's Speech

解讀習主席重要講話

President's speech in Hong Kong contained clear details on the city's unique role and future development

習主席在香港發表重要講話，闡明香港的獨特角色和未來發展

President Xi Jinping's speech on 1 July to celebrate the 25th anniversary of the establishment of the Hong Kong SAR, as well as the inauguration of the new Government, contained many significant details for the city's future development.

At a Chamber seminar on 2 September, a panel of expert speakers shared their insights on the core messages of the speech and what they mean for Hong Kong's future development.

Anthony Wu, Member of the Standing Committee of the CPPCC National Committee, first acknowledged that for non-Mainland people, it may seem strange that there have been so many forums to discuss Xi's speech. He explained that the nuances of the language meant that it was worth spending some time to study the speech to really understand the message.

He also noted that Xi's speech in Hong Kong carried importance far beyond the words. Firstly, by physically

coming here – his first trip outside the Mainland since the pandemic arrived – he was showing his strong support for the city.

"Xi's visit was also a demonstration of the one-hour Greater Bay Area circle," Wu added. "He was able to travel in and out of Hong Kong during his two-day visit."

Xi's visit to the Science Park and his wife Peng Liyuan's visit to the Xiqu Centre of the West Kowloon Cultural District also signal that Xi wants to promote Hong Kong's role as a centre for both I&T and Chinese culture.

In his speech, the first important point Xi made was that One Country, Two Systems had been successfully implemented for 25 years, and there was no need to change this policy.

"This is reassuring for the international community," Wu said, "as it is the first time such a statement came from the President. So after 2047, the Basic Law and One Country, Two Systems will continue."

Among the "four musts and four hopes" that Xi listed in his speech (see box), Wu drew attention to the President's hope that Hong Kong would continue to strive for growth.

"This is reassuring for the new Hong Kong administration," he said. "It sends the sign that if they want to try something new, they have the support of the Central Government."

Jeffrey Lam, the Chamber's LegCo Representative and



"Xi's speech in Hong Kong carried importance far beyond the words. Firstly, by physically coming here – his first trip outside the Mainland since the pandemic arrived – he was showing his strong support for the city."

「習主席在香港發表講話的意義遠遠超出文字本身。首先，自疫情爆發以來，習主席首次離開內地，親身到訪反映了他對香港的大力支持。」



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Xi's 'Four Musts and Four Hopes' for the Hong Kong Government 習主席對香港政府提出的「四個必須」及「四點希望」

Musts

四個必須

- Fully implement the principle of One Country, Two Systems
全面準確貫徹「一國兩制」方針
- Uphold the Central Government's overall jurisdiction while securing Hong Kong's high degree of autonomy
堅持中央全面管治權和保障特區高度自治權相統一
- Ensure that Hong Kong is administered by patriots
落實「愛國者治港」
- Maintain Hong Kong's distinctive status and advantages
保持香港的獨特地位和優勢

Hopes

四點希望

- Further improve the city's governance
着力提高治理水平
- Continue to create strong impetus for growth
不斷增強發展動能
- Address people's concerns and difficulties in daily life
切實排解民生憂難
- Work together to safeguard harmony and stability
共同維護和諧穩定



HKSAR Government

Member of the CPPCC National Committee, agreed that the President's emphasis on the success of One Country, Two Systems was extremely important, and clearly showed Hong Kong's future role. In addition, Lam said, it was significant that Xi had emphasized Hong Kong's unique position as a financial centre and a global business hub.

"Xi's speech – while strengthening confidence in the One Country, Two Systems arrangement, also provide direction for Hong Kong's steady progress in the

next five years and beyond," Lam said. "It has also boosted confidence among Hong Kong people and the international community that this arrangement will continue in the longer term."

Lam added that the Northern Metropolis development plan will offer tremendous opportunities for Hong Kong start-ups and will also help traditional industries to upgrade.

On the topic of further improving governance, Lam said that he has already seen this in action in the two months since John Lee's

administration had started work.

"The new Chief Executive is not just sitting in an air-conditioned office," Lam said. "He is really rolling up his sleeves with his team and going out to different districts to speak to local people."

Lee had already taken action to reduce quarantine and relax other Covid related measures since July, Lam added, and is currently planning overseas trips to promote Hong Kong as a business destination.

Lam suggested that the new Government should look into

changing the tax regime and introduce other incentives to help solve the city's manpower challenges. "We have to have the right policies in place to keep talent and attract new talent," Lam said.

He added that the Government should also focus on ensuring that teenagers and young people understand the many opportunities in Hong Kong. Stanley Hui, Member of the CPPCC National Committee, agreed that Xi's decision to visit Hong Kong, especially at a time when the Covid virus was still circulating in the city,

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was of great significance. In addition, the President's comments about Hong Kong's unique position in the nation's development were extremely important.

"In China, when a top leader delivers a speech, it is a policy statement, and it will be carried out fully, without fail," Hui said.

The reassurance that One Country, Two Systems will continue is particularly important to the business community. Wu noted that this helps to solve concern about what will happen to legal contracts and other business matters when 2047 arrives.

Hui drew attention to Xi's comments on the city's key role as a centre for finance, trading and transport. "Whatever has helped Hong Kong to perform in the past will continue in the future – that is a very clear message," he said.

The speech also made clear that Hong Kong will continue to welcome anyone who wants to make their home here, and help to develop the city.

Hui, who is also CEO of Greater Bay Airlines, expressed his confidence that the industry would recover once our borders have fully reopened. He noted that while Hong Kong's travel restrictions have remained among the strictest in the world, they have been eased in recent months, as part of the global move towards restriction-free travel.

"I'm sure that, after the pandemic, the industry will come back," he said. "Investors in the company are confident in the long-term future of Hong Kong's international connectivity."

國家主席習近平於 7 月 1 日的慶祝香港特區成立 25 周年大會暨政府就職典禮上發表重要講話，為香港未來發展指明方向。

在 9 月 2 日的研討會，多名專家剖析講話要旨及其對香港未來發展的意義。

全國政協常委胡定旭首先指出，舉辦連場論壇討論習主席的講話，或會令非內地人士大惑不解。他解釋，遣詞用字的詮釋存在細微差別，因此值得花時間研習講話內容，深入了解箇中訊息。

他補充，習主席在香港發表講話的意義遠遠超出文字本身。首先，自疫情爆發以來，習主席首次離開內地，親身到訪反映了他對香港的大力支持。

「習主席在為期兩天的行程中往返中港兩地，亦體現了大灣區一小時生活圈的優勢。」胡定旭說。

此外，習主席視察香港科學園，夫人彭麗媛則到訪西九文化區戲



曲中心，可見習主席有意推廣香港作為創科和中華文化中心的角色。

習主席講話的首個重點為「一國兩制」在過去 25 年成功落實，沒必要改變這項政策。

胡定旭說：「國家主席首次就此作出聲明，有助加強國際社會的信心。由此可見，《基本法》和『一國兩制』將於 2047 年後延續下去。」

習主席在講話中提出「四個必須」和「四點希望」（詳見附圖），其中胡定旭提到習主席期望香港繼續全力推動發展。

他說：「中央政府的支持能夠鼓勵新一屆特區政府作出新嘗試。」

總商會立法會代表及全國政協委員林健鋒認同，習主席強調成功落實「一國兩制」至關重要，並

“The President’s comments about Hong Kong’s unique position in the nation’s development were extremely important.”

「習主席肯定香港在國家發展中的獨特角色，亦有重要意義。」





以推廣香港作為營商之都的優勢。

林健鋒建議新政府研究修改稅制及提供其他誘因，協助應對本港面對的人力挑戰。「我們要制定合適的政策，方可挽留和吸引人才。」

他又稱，政府亦要着力令青年人了解到香港機遇處處。

全國政協委員許漢忠認同，新冠病毒繼續在港傳播之際，習主席仍然堅持親身訪港，意義重大。此外，習主席肯定香港在國家發展中的獨特角色，亦有重要意義。

許漢忠表示：「中國最高領導人發表的講話等同政策綱領，代表將會全面落實。」

習主席保證「一國兩制」繼續落實，對商界尤其重要。胡定旭認為這有助釋除企業對法律合約和商業事務在 2047 年何去何從的疑慮。

許漢忠指出，習主席還提到香港作為金融、貿易和航運中心的重要角色。他說：「過往造就香港成功的因素，將在未來繼續發揮作用，這個訊息十分清晰。」

講話亦表明香港將繼續歡迎任何有意定居及助力建設這個城市的人士。

身兼大灣區航空行政總裁的許漢忠表示，他有信心業界在全面通關後恢復正常。他又指出，香港實施全球數一數二最嚴厲的旅遊限制，但近月已開始跟隨全球各地重新開放的步伐，逐步放寬限制措施。

他說：「我深信業界會在疫後重整旗鼓，公司投資者對香港國際網絡的長遠發展充滿信心。」

明確香港的未來角色。習主席還重申香港作為金融中心和國際商業樞紐的獨特地位。

林健鋒表示：「習主席的講話加強了各界對『一國兩制』的信心，並指明香港在未來五年以至更長遠的發展方向，使香港市民和國際社會相信這一安排必將行穩致遠。」

他補充，北部都會區發展計劃將為香港的初創企業帶來龐大機遇，亦有助傳統產業轉型升級。

提高治理水平方面，林健鋒表示由李家超領導的新政府上任兩個月內已積極採取行動。

「新任特首和團隊捲起衣袖走出冷氣房，親赴各區與市民會面交流。」林健鋒說。

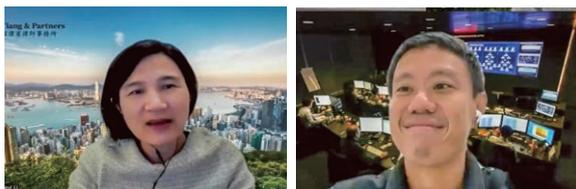
自 7 月以來，李家超已宣布縮短檢疫期和放寬其他防疫措施。此外，他現正計劃出訪世界各地，

“The President’s emphasis on the success of One Country, Two Systems was extremely important, and clearly showed Hong Kong’s future role. In addition, it was significant that Xi had emphasized Hong Kong’s unique position as a financial centre and a global business hub.”

「習主席強調成功落實『一國兩制』至關重要，並明確香港的未來角色。習主席還重申香港作為金融中心和國際商業樞紐的獨特地位。」



Transferring Data Out of China 中國境外數據轉移



A new law in China means that everyone handling data must file for security assessment by the Cyberspace Administration of China before transferring important data out of the country. The “Security Assessment Measures for Outbound Data Transfer,” promulgated on 7 July, joins other legal measures introduced in recent years, including the Cybersecurity Law, Data Security Law and Personal Information Protection Law.

To update members on what this means for their businesses, Chiang Ling Li, Partner of Tiang & Partners, and Kok Tin Gan, Partner of PwC Hong Kong, spoke at a Chamber webinar on 30 August. In addition to discussing specific regulatory requirements for different data processors and various scenarios, they also explained how companies could transfer data in compliance with the law. The liabilities for non-compliance with these rules were also discussed, illustrated by a number of recent high-profile case studies.

繼《網絡安全法》、《數據安全法》、《個人信息保護法》等近年先後出台的法律措施後，中國於7月7日發布《數據出境安全評估辦法》，規定數據處理者向境外轉移重要數據前，必須先向國家互聯網信息辦公室作出安全評估申報。

程偉賓律師事務所合夥人李江陵及羅兵咸永道香港合夥人顏國定出席總商會8月30日的網上研討會，講解新法規對企業的影響。兩位講者探討各類數據處理者在不同情況下須遵守的特定規則，並闡釋企業如何以合法方式轉移數據。他們還分享近期的重要案例，剖析違規的後果。

Insights into President Xi’s Speech 解讀習主席講話



President Xi Jinping’s speech on 1 July to celebrate the 25th anniversary of Hong Kong’s return to the motherland, and the inauguration of the new Government, contained many significant details for the city’s future development. Notably, he bolstered confidence in the continuation of “one country, two systems,” and provided clear direction on how Hong Kong’s potential can be fully realized.

Three Mainland experts shared their insights and interpretation of Xi’s speech at the Chamber’s seminar on 2 September. Anthony Wu, Standing Committee Member of the Chinese People’s Political Consultative Conference, Jeffrey Lam, Chamber LegCo Rep and Member of the Chinese People’s Political Consultative Conference, and Stanley Hui, Member of the Chinese People’s Political Consultative Conference, explained that the speech was a clear policy statement for Hong Kong that has great significance on the city’s future development. Most notably, the President’s remarks reaffirmed the Central Government’s commitment to the “one country, two systems,” as there was no reason to change this successful policy.

國家主席習近平於7月1日就慶祝香港回歸25周年和新一屆政府就職而發表的講話語重深長，為香港未來發展定調。值得注意的是，他加強了各界對「一國兩制」在香港貫徹實行的信心，並就如何充分發揮香港的潛力提供清晰的方向。

全國政協常委胡定旭、總商會立法會代表及全國政協委員林健鋒及全國政協委員許漢忠出席總商會在9月2日舉行的研討會，解讀習主席的講話。三位內地專家認為，習主席的講話是中央對港的政策聲明，對香港未來發展意義重大。值得關注的是，習主席重申了中央政府對「一國兩制」基本方針的堅持，而且這個制度十分成功，沒有任何理由改變。

Professor Eric Fong of the University of Hong Kong shared the findings of his recent study at a Chamber seminar on 7 September. He was joined by Cynthia Lam of CLP Holdings and Dilys Cheng of PwC Hong Kong during the panel discussion.

Among other findings, Fong's research revealed the characteristics of respondents who were most likely to be willing to move to the GBA. Lam and Cheng shared their company's experience in encouraging young employees to take up careers across the border.

香港大學方偉晶教授出席總商會9月7日的研討會，分享他的最新研究結果，並與中電控股的藍清及羅兵咸永道香港的鄭金鳳進行小組討論。

方教授的研究揭示較樂意到大灣區工作的受訪者所具備的特徵；藍清和鄭金鳳則分享各自公司鼓勵年青員工到內地就業的經驗。



Chamber Deputy Chairman Agnes Chan delivered a speech on 7 September at a seminar titled "From Reforms and Opening-Up to Greater Bay Area Construction." She outlined the Chamber's work in proposing economic reforms and illustrated our plans for Hong Kong companies to play a more active role in national development strategies.

The event was co-organized by Our Hong Kong Foundation, the Hong Kong Chronicles Institute, Local Chronicles Office of the People's Government of Guangdong Province and the Macao Foundation.

總商會常務副主席陳瑞娟在9月7日舉行的「志史鑒今 砥礪前行：從改革開放到大灣區建設」研討會上致辭，概述總商會在推動經濟改革方面的倡議工作，以及就港企如何更積極參與國家發展戰略提出的方案。

是次研討會由團結香港基金、香港地方志中心、廣東省人民政府地方志辦公室及澳門基金會合辦。

GBA Working Group 大灣區工作小組



Petrina Tam, Convenor of the Chamber's GBA Working Group, represented the Chamber to attend the Nanjing-Hong Kong Digital Trade Cooperation Seminar on 9 September. At the seminar, which was held simultaneously in Nanjing and Hong Kong, the Nanjing Bureau of Commerce and the Hong Kong Trade Development Council signed the "Digital Trade Cooperation Memorandum."

總商會大灣區工作小組召集人譚唐毓麗代表本會出席9月9日在南京和香港同步舉行的「寧港數字貿易合作交流會」。會上，南京市商務局與香港貿易發展局簽訂《深化數字貿易合作備忘錄》。





Chamber Chairman Betty Yuen delivered a speech at “The Reception by the Compatriots of Commercial & Industrial Circles of Hong Kong in Celebration of the 73rd National Day of the People’s Republic of China and 25th Anniversary of the Establishment of the HKSAR” on 13 September.

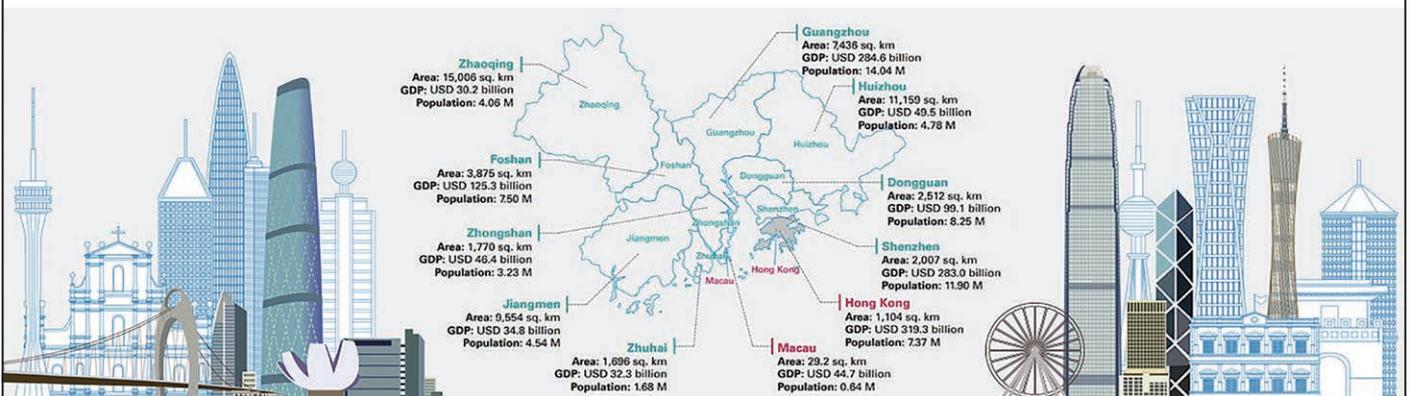
The reception was co-organized by the Hong Kong General Chamber of Commerce, the Chinese General Chamber of Commerce, the Chinese Manufacturers’ Association of Hong Kong, the Federation of Hong Kong Industries, the Real Estate Developers Association of Hong Kong and the Hong Kong Chinese Enterprises Association.

總商會主席阮蘇少滙出席 9 月 13 日舉行的「香港工商界同胞慶祝大會——中華人民共和國成立 73 周年暨香港特別行政區成立 25 周年」活動並致辭。

慶祝大會由香港總商會、香港中華總商會、香港中華廠商聯合會、香港工業總會、香港地產建設商會及香港中國企業協會合辦。



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Americas Committee 美洲委員會

Colombia Optimistic for Future 哥倫比亞前景可期

Consul General of Colombia Luis Fernando Orozco Barrera updated members at the Americas Committee meeting on 16 September about Colombia's economy and investment environment. While the country was initially hit hard by the Covid-19 pandemic, it has returned to normal as restrictions were lifted at the start of July.

In 2021, Colombia's economy grew over 10%, and it is projected to have a positive growth in 2022. The Consul General said minerals, such as oil and natural gas, have played an important role in Colombia's GDP. Other non-mineral industries including textile, agricultural products and green energy are also growing. He is confident that Colombia, which is one of the largest economies in the Latin America region, will continue to grow and attract investment, supported by an institutional framework and a network of service that support businesses.

哥倫比亞總領事 Luis Fernando Orozco Barrera 出席委員會 9 月 16 日的會議，介紹該國經濟動向和投資環境。哥倫比亞在新冠病毒疫情爆發初期大受打擊，但隨着防疫限制措施於 7 月初解除，社會已回復正常運作。

哥倫比亞經濟於 2021 年增長超過一成，預料今年亦將錄得正增長。總領事表示，石油和天然氣等礦產對該國經濟發揮重要作用，紡織、農產品、綠色能源等非礦產領域亦蓬勃發展。他認為，哥倫比亞作為拉丁美洲最大的經濟體之一，在體制框架和企業支援服務網絡的支持下，將繼續向前發展，吸引投資者青睞。



Asia & Africa Committee 亞洲及非洲委員會



A Closer Look at Nigeria 透視尼日利亞

Nigeria is home to over 200 million people and represents a huge consumer market with a bright future. Speaking at the Chamber's webinar on Nigeria on 30 August, Consul General of Nigeria Adeyemi Adebayo Emmanuel said the country was blessed with vast natural resources and welcomed investment in a wide range of industries, such as real estate, infrastructure, agriculture, textiles, and communications.

Cui Yi, Representative of Enyimba Economic City's China office, said the EEC will be the hub for business innovation in Nigeria. In particular, he highlighted the EEC's product showroom and duty-free warehousing services, and added that a number of Chinese suppliers in FMCG, construction materials, textile, plastics and F&B had already set foot on the leading e-commerce platforms in Africa, Jumia and Konga.

Also speaking at the event, Andy Wang from First Bank of Nigeria, said Nigeria's ideal geographic location and membership in AfCFTA and ECOWAS meant it was an ideal springboard to the whole continent and its enormous consumer market.

尼日利亞坐擁逾 2 億人口的龐大消費市場，發展前景可觀。尼日利亞總領事 Adeyemi Adebayo Emmanuel 出席總商會 8 月 30 日的網上研討會時表示，當地天然資源豐富，歡迎投資者探索房地產、基建、農業、紡織、通訊等不同行業的機遇。

Enyimba Economic City (EEC) 中國辦公室代表 Cui Yi 表示，EEC 將成為尼日利亞的商業創新樞紐，並特意介紹 ECC 的產品陳列室和免稅倉庫服務。他又指出，不少來自中國的快速消費品、建築材料、紡織、塑膠、餐飲業的供應商已進駐非洲領先的電商平台 Jumia 和 Konga。同場來自 First Bank of Nigeria 的 Andy Wang 指出，尼日利亞地理位置優越，亦是非洲大陸自由貿易區和西非國家經濟共同體成員國，正好作為企業進軍非洲大陸及當地龐大消費市場的理想跳板。

Belt and Road Working Group 一帶一路工作小組



Enhancing the Momentum of Hong Kong's Development and Participation in the Belt and Road Initiative

工商界增強香港發展動能參與共建「一帶一路」座談會

Chief Executive John Lee stressed at a seminar on "Enhancing the Momentum of Hong Kong's Development and Participation in the Belt and Road Initiative," on 8 September, that Hong Kong's unique advantage of "one country, two systems" allows Hong Kong to serve as a bridge between the Mainland and the rest of the world.

Luo Huining, Director of the Liaison Office of the Central People's Government in HKSAR, said he believes that the business sector will take the initiative to grasp the direction of Hong Kong's development and participate actively in building the Belt and Road to achieve win-win development.

Chamber Deputy Chairman Agnes Chan and other Chamber representatives attended the seminar which was jointly organized by: Hong Kong Trade Development Council; Belt & Road General Chamber of Commerce; Hong Kong General Chamber of Commerce; Chinese General Chamber of Commerce; Chinese Manufacturers' Association of Hong Kong; Federation of Hong Kong Industries; Hong Kong Chinese Enterprises Association; and Hong Kong Chinese Importers' & Exporters' Association.

行政長官李家超出席9月8日舉辦的「工商界增強香港發展動能參與共建『一帶一路』座談會」，強調香港在「一國兩制」的獨特優勢下，能充當連繫內地與世界各地的橋樑。

香港特區中聯辦主任駱惠寧相信商界會主動把握香港的發展方向，積極參與「一帶一路」建設，實現共贏發展。

是次座談會由香港貿易發展局、一帶一路總商會、香港總商會、香港中華總商會、香港中華廠商聯合會、香港工業總會、香港中國企業協會及香港中華出入口商會合辦，總商會常務副主席陳瑞娟和其他總商會代表亦有赴會。

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Asia & Africa Committee
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陳曉峰先生



Belt & Road Global Forum

The HKTDC's 5th Belt & Road Global Forum Annual Roundtable was held on 2 September with the theme "Charting a Sustainable and Robust Path to Opportunities in a New Era". Nicholas Ho and Edmond Yue, Co-Convenors of the Belt and Road Working Group, attended the forum.

Ho, as a member of the panel, discussed the latest green developments along the BRI, as well as how businesses can build resilient supply chains amid global disruptions and how to mitigate operational risks under the "new normal".

一帶一路國際會議

香港貿發局於9月2日舉行第五屆「一帶一路國際聯盟年度圓桌會議」，主題為「開闢可持續發展機遇·共創康莊新紀元」，由一帶一路工作小組共同召集人何力治和余國賢代表總商會出席。

何力治擔任活動的講者之一，探討「一帶一路」沿線國家的最新綠色發展，以及企業如何在全球干擾因素下建立強韌的供應鏈，並減低「新常態」下的營運風險。

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

Alex Chan, General Manager of Digital Transformation at the Hong Kong Productivity Council, shared insights from the Hong Kong Computer Emergency Response Team Coordination Centre (HKCERT) on the business implications of cybersecurity risks in the Metaverse at the committee's

meeting on 30 August. At the same meeting, Elsa Wong was elected Chairman while Fred Sheu and Timothy Tam were returned as Vice Chairmen.

香港生產力促進局數碼轉型部總經理陳仲文出席8月30日的委員會會議，分享香港電腦保安事故協調中心對元宇宙網絡安全風險的見解，並剖析對企業的影響。會上，黃玉娟當選主席，許遵發和譚雨川獲選連任副主席。



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

Johnny Hui and Conan Lee from SGS spoke on the increasing need for companies to track emissions across their entire supply chain at a seminar on 24 August. In addition to presenting an overview of the key international standards on carbon emissions and common challenges in quantifying the carbon footprint of supply chains, they also shared details on a proprietary platform to help businesses manage their emission data in accordance with the requisite reporting requirements.

This was the second in a series of seminars on 'Decarbonizing Hong Kong 2050,' which focus on how the Government, businesses and communities are working towards Hong Kong's goal of achieving carbon neutrality by 2050.

Europe Committee 歐洲委員會

Confidence in Europe 歐洲前景向好

Walter van Hattum, from the European Union Office in Hong Kong, gave members an interesting update into how Europe's economy is recovering now that most countries have put the pandemic behind them. Speaking at the Europe Committee meeting on 20 September, he also touched on the challenges brought about by the war in Ukraine. He said inflation was rising before Russia's invasion of Ukraine, but soaring energy prices exacerbated the rise, along with a tight labour market and other factors. However, the economic sentiment indicator (ESI) fell to 97.6 in August, as companies grapple with inflation, a strong US dollar, and the tail end of the pandemic. He said these are not unique to Europe, and remains confident that the Euro area will get through these challenges, with growth expected to be 2.6% for 2022.

歐盟駐港辦公室代表何衛德出席委員會 9 月 20 日的會議，講解大部分歐洲國家走出疫情陰霾後區內經濟的復蘇進展，並談及烏克蘭戰爭帶來的挑戰。他指出，通脹升 情況在俄羅斯入侵烏克蘭前已經出現，惟能源價格飆升、勞工市場緊張等因素令升勢加劇。鑒於企業飽受通脹困擾、美元走強和疫情進入尾聲，歐洲經濟信心指數（ESI）在 8 月份跌至 97.6。他認為上述情況並非歐洲獨有，並且有信心歐元區能克服這些挑戰，區內經濟可望在 2022 年實現 2.6% 增長。



香港通用檢測認證有限公司的 Johnny Hui 和李敬之出席 8 月 24 日的研討會，討論企業日益需要追蹤供應鏈每個環節的碳排放。兩位講者除了概述重要的碳排放國際標準和量化供應鏈碳足跡普遍面對的挑戰，還詳細介紹一個專用平台，以助企業根據匯報要求管理公司的排放數據。

這是第二場「2050 香港零碳」系列研討會，致力探討政府、商界和社區如何協助香港在 2050 年前實現碳中和的目標。

COMMITTEE CHAIRMEN 委員會主席



Manpower Committee
人力委員會
Mr CK Lee
李志強先生



Membership Committee
會員關係委員會
Ms Agnes Chan
陳瑞娟女士



Real Estate & Infrastructure Committee
地產及基建委員會
Mr Eric Ma
馬紹祥先生



Retail & Tourism Committee
零售及旅遊委員會
Ms Nikki Ng
黃敏華女士



Shipping & Transport Committee
船務及運輸委員會
Mr Mark Slade
司馬文先生



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
Mr Wayne Lau
劉穎先生



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



Women Executives Club
卓妍社
Ms Tammy Wu
吳丹女士



Young Executives Club
卓青社
Ms Olivia Kung
龔海欣女士

Health & Wellness Working Group 醫療與健康工作小組



Members of the Chamber's Health and Wellness Working Group visited the Day Experience Centre at the Jockey Club Smart Ageing Hub, a facility operated by the Hong Kong Polytechnic University, on 19 August. Members learned about gerontechnology (matching technological environments to health, housing, mobility, communication, leisure and work of older people) and its application in residential care homes. They also enjoyed a guided tour of the centre's four zones, which included a Smart Home Show Flat where a range of solutions were deployed in a real-life setting.

總商會醫療與健康工作小組成員於8月19日到訪由香港理工大學營運的「賽馬會智齡匯」體驗中心，了解智齡科技（以科技為長者提供樂齡環境，滿足其醫療、住屋、出行、通訊、休閒和工作需要）的發展及其在院舍的應用。工作小組一行亦參觀了中心內的四個區域，包括智能家居示範單位，了解如何利用智齡方案實踐居家安老。

Dr Joseph Kay-yan Tsang, Co-chairperson, Advisory Committee on Communicable Disease, Hong Kong Medical Association, discussed ways to protect against the severe effects of Covid amid a recent resurgence in the number of local cases during a talk on 20 September.



香港醫學會傳染病顧問委員會聯席主席曾祈殷醫生出席9月20日的講座，討論最近本地新冠病毒個案回升的趨勢，並講解預防重症的方法。

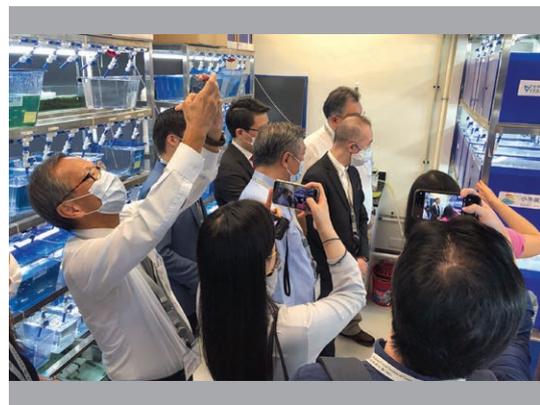
IP-Backed Financing Working Group 知識產權融資工作小組

Members discussed the drafting process for a table comparing market conditions for intellectual property (IP) across a number of selected jurisdictions at the group's meeting on 19 August. A set of policy recommendations to drive Hong Kong's development as an IP trading hub was also raised at the meeting. This was followed up in a subsequent meeting to review updates to the IP-backed financing pilot programme and outreach initiatives to promote the use of IP as collateral for raising funds.

工作小組成員於8月19日開會，商討一份有關多個地區知識產權市場環境比較列表的起草工作，並提出一系列推動香港發展成為知識產權貿易中心的建議。在隨後的會議，工作小組就此作出跟進，審視知識產權融資先導計劃及知識產權抵押融資推廣措施的進展。

Industry & Technology Committee 工業及科技委員會

Members visited the Hong Kong Science & Technology Parks' Experience Centre and the laboratories of two award-winning resident companies – Vitargent (International) Biotechnology and PHASE Scientific – to understand the technology behind their ground-breaking achievements in the biomedical industry.



會員參觀香港科技園創科體驗館及兩家駐園得獎企業——水中銀（國際）生物科技和相達生物科技的實驗室，了解成就兩家公司取得生物醫學突破背後的技术。



Chamber CEO George Leung spoke at the “Dialogue with Experts” seminar at The Civil Service College on August 23. This series of events for senior civil servants is on the theme of leadership in a new era, and aims to help government employees to broaden their horizons, gain inspiration and enhance their management skills.

總商會總裁梁兆基在8月23日出席公務員學院舉辦的「專家訪談系列」座談會。該系列活動的主題為新時代的領導力，旨在讓高級公務員擴闊視野、啟發思維及提升管理能力。

Manpower Committee 人力委員會



At the Manpower Committee’s meeting on 9 September, Professor Raymond Chan, Vice-President (Student Affairs) of the City University of Hong Kong, spoke on the latest development, achievements and strategic directions of the university. Members also enjoyed a lunch hosted by Professor Way Kuo, President of the University, followed by a tour of the campus and facilities, including the State Key Laboratory of Terahertz & Millimeter Waves and the Hong Kong Institute for Clean Energy.

香港城市大學（城大）副校長（學生事務）陳漢夫教授出席9月9日的委員會會議，介紹城大的最新發展、成果和策略方向。委員會成員亦出席由城大校長郭位教授主持的午宴，隨後參觀城大校園和設施，包括太赫茲及毫米波國家重點實驗室和香港清潔能源研究院。

Retail & Tourism Committee 零售及旅遊委員會

A Chamber delegation visited Central Market on 2 September for a guided tour of the 80-year-old grade three historic building that is part of the Government’s “Conserving Central” initiative. Angie Chung, Deputy General Manager of Central Market, guided members around the newly renovated market, and how innovative technologies were used in the renovations.

總商會於9月2日率團到訪中環街市，由中環街市副總經理鍾詠婷帶領會員參觀這幢具80年歷史、列入政府「保育中環」計劃的三級歷史建築，了解翻新活化過程中採用的嶄新技術。



Shipping & Transport Committee 船務及運輸委員會

Cissy Chan, Executive Director-Commercial from the Airport Authority, updated the committee at its meeting on 19 August about the development of the "Airport City" project. She also provided an update on the Three-Runway System and other initiatives to strengthen Hong Kong International Airport's standing as a leading international airport and capture opportunities in the Greater Bay Area.

香港機場管理局商務執行總監陳正思出席8月19日的委員會會議，介紹「機場城市」項目、三跑道系統的進展，並講解有關提升香港國際機場作為頂尖國際機場的地位和把握大灣區機遇的其他措施。



Smart City Working Group 智慧城市工作小組



At a working group meeting on 22 August, Vocational Training Council (VTC) students, who recently won the Create Smart District competition organised by the Chamber in partnership with HKPC and VTC, presented to members their winning project – Smart FIT Station – a device to help the elderly remain active by training their physical and cognitive abilities.

最近在總商會與生產力局和職業訓練局（VTC）合辦的「創建香港智慧社區」比賽中脫穎而出的VTC學生應邀出席工作小組於8月22日舉行的會議，介紹他們的得獎項目——「智能健身站」；該項設備旨在鍛鍊長者的體力和認知能力，有助強身健體。

Talent Development 人才發展



Excellent Emails 撰寫出色的電子郵件

Apart from the content, setting the right tone is also important in writing business emails to build positive relationships and achieve goals.

At a workshop on 26 August, Richard Charles, Business Writing Consultant of Connect Communication, introduced the do's and don'ts in email writing. He also shared some practical skills on the use of language when writing on sensitive issues, as well as techniques of intercultural communication.

Saying Sorry Without Legal Liability 道歉而無需負上法律責任

Albert So, Chairman of Hong Kong Mediation and Arbitration Centre delivered a workshop on 1 September that explored the reasons for enacting apology legislation, the contents of the Apology Ordinance, as well as the civil and criminal legal implications of offering an apology after commencement of the ordinance. He also discussed a number of real-life cases dealing with daily disputes. Participants were able to learn the ways to apply the ordinance to public and private settings, complaint handling and customer services.

香港調解仲裁中心主席蘇文傑主持9月1日的工作坊，探討實施道歉法例的原因、《道歉條例》的內容，以及在條例實施後作出道歉涉及的民事和刑事法律影響。他還分享了多個有關解決日常糾紛的真實案例，協助學員了解如何將條例應用於公私營機構、處理投訴和提供客戶服務。



撰寫商務郵件時，除內容外，合適的語調對於建立正向關係和達成目的亦十分重要。

在8月26日的工作坊，Connect Communication商業寫作顧問Richard Charles講解撰寫電郵的宜忌，並分享敏感議題的措辭技巧和跨文化傳訊技巧。

Taxation Committee 稅務委員會

Wilson Cheng and Jacqueline Chow, respectively Tax Partner and Director at Ernst and Young, explained the benefits and drawbacks with property transfer arrangements at the Chamber's seminar on 8 September about tax implications of buying and selling real estate through a company. They also shared advice on mitigating tax risks through this approach.

安永稅務合夥人鄭傑榮和董事 Jacqueline Chow 出席總商會 9 月 8 日的研討會，講解物業轉讓安排的利弊及經公司買賣房地產的稅務影響，並就如何減低稅務風險分享建議。



Women Executives Club 卓妍社

The Chamber teamed up with the Society for Community Organization (SoCO) on 27 August to prepare care packages for families and individuals in need ahead of the Mid-Autumn festival.

總商會於 8 月 27 日夥拍香港社區組織協會合力包裝關愛包，向有需要的家庭和人士送上中秋祝福。

Chamber Chairman Betty Yuen, CEO George Leung, Women Executives Club (WEC) Chairman Nikki Ng and other volunteer members packed the items, which included household necessities such as rice, face masks, rapid antigen test kits and hand sanitizers as well as mooncakes and supermarket coupons. This community project was organized by WEC and supported by the Retail & Tourism Committee. The generous support of members enabled us to create a total of 1,000 care packages for distribution.

總商會主席阮蘇少涓、總裁梁兆基、卓妍社主席黃敏華和一眾義工會會員一同將白米、口罩、快速抗原測試套裝、酒精搓手液等家居用品、月餅和超市禮券包裝成關愛包。



是次公益活動由卓妍社舉辦，並獲零售及旅遊委員會支持。有賴會員的慷慨捐助，我們在是次活動送出合共 1,000 份關愛包。

Caring Thoughts for the Mid-Autumn Festival 送上中秋祝福

為感謝護理人員在疫情期間不辭勞苦地照顧長者，多名總商會員工在 9 月 6 日前往東華三院兩生花花店參加乾花工作坊，再向深水埗和黃大仙院舍的護理人員送上手作乾花盆栽、心意卡和月餅。



To express their appreciation to staff who have had to work extremely hard caring for the elderly amid the epidemic, several Chamber staff joined a dried flowers bouquet workshop on 6 September, taught by Tung Wah

Group of Hospitals Rinato Eco Floral Shop. The Chamber's staff then sent their hand-made bouquets with thank you cards and moon cakes to caregivers working in nursing homes in Sham Shui Po and Wong Tai Sin.

Young Executives Club 卓青社



YEC Chairman Oliva Kung and Vice Chairmen Jacky Cheung, Kingsley Fong, Manfred Lau and Victor Lam, met with the six winners from the Pitch Perfect Programme at the Chamber on 18 August to brainstorm ideas for next year's competition. The winners raised some innovative ideas for getting local universities more involved with the programme as well as promoting the Chamber to the public.

卓青社主席龔海欣、四位副主席張卓賢、方敬軒、劉樺曄和林凱章於8月18日與「完美求職計劃」六位優勝者聚首總商會，為明年的賽事集思廣益。六位學生還分享創新構思，商討如何透過該計劃與本地大學加強合作，以及向公眾推廣總商會。

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Meet the New Chamber Chairman 與總商會新主席會面

Members had the opportunity to meet the Chamber's new Chairman Betty Yuen at a networking evening on 8 September. As the pandemic restrictions have eased recently we have started to organize limited in-person events again.

The Chairman told members that her priorities for the year ahead included lobbying the Government to ease the current travel restrictions, as well as promoting Hong Kong as a global city of business.

"We are a vibrant, smart, cosmopolitan city, and it is essential that we maintain that status. Once we are able to travel without restrictions, the Chamber will visit many countries to tell the true story;"



she said. "I hope you will also join us in this endeavor to tell your contacts, clients and friends overseas that nothing has changed."

Attendees at the event also enjoyed the opportunity to catch up with fellow members and committee leaders to discuss the latest policy changes, business landscape and industry developments.





在9月8日的聯誼晚會，一眾總商會會員首次與總商會新任主席阮蘇少涓會面交流。隨着防疫限制放寬，我們最近開始復辦部分實體活動。

主席向會員表示，未來一年的優先要務為遊說政府放寬現行的旅遊限制，以及推廣香港作為國際商業之都的形象。

她說：「香港是充滿活力的國際都會，維持這一地位對我們至關重要。旅遊限制得以撤銷後，總商會將會出訪世界各地，說好真實的香港故事。我亦希望各位能告知海外夥伴、客戶和親友：香港一切如常。」

與會者藉機與其他會員和委員會領導歡聚交流，討論最新政策變動、商業環境和業界發展。



Keeping Hong Kong Safe 維護香港安全

Good Citizen Award celebrates the Hong Kong residents who have taken action to help the police fight crime
好市民獎嘉許挺身而出、協助警方撲滅罪行的香港市民

Hong Kong's low crime rate and safe living environment are crucial to our success as a city of business. Many members of the public have taken action to help the police by preventing and reporting crimes. To help recognise their efforts, the Chamber has been the sole sponsor of the Good Citizen Award (GCA), organized by the Hong Kong Police Force, since it was launched in 1973.

Forty citizens were awarded at the Presentation Ceremony for Phase II of the 2021 awards on 28 August. They were awarded for preventing or detecting cases involving a wide range of crimes including fraud, theft, robbery, wounding, indecent assault and animal abuse. Six organizations were also awarded in recognition of their efforts to support the Police's child protection works.

Yeung Shui-lin was honoured with the Good Citizen of the Year Award. During patrol duty in her work as chief building supervisor of a housing estate, she noticed that some residents had not been as active as normal. Following her reports, the

police found some elderly residents who had fallen ill or had had minor accidents at home, and Yeung's actions ultimately saved two lives.

Another winner was Fung Wai-leong, who investigated the theft of aluminium pipes from a construction site. After noticing that pipes were being stolen, Fung studied CCTV footage and found the vehicle that seemed to be involved in the thefts. When the vehicle returned to the site a week later, he prevented it from leaving the site and called the police.

Speaking at the event, Chamber CEO George Leung (right) commended all of the awardees for their actions. "You are role models for the citizens of Hong Kong, and I have the utmost respect for your heroic deeds," he said.

"We hope that the business community, the police and the public will continue to work together to maintain social stability, allow citizens to live and work in peace and contentment, and create a favorable business and investment environment for Hong Kong," Leung added.



Biomedical Innovators 生物醫學創新先驅



The Hong Kong Science & Technology Parks Corporation (HKSTP) is pushing at the frontiers in the advancement of innovative biomedical technologies that will benefit society and healthcare as we know it.

Members got the opportunity to see firsthand some of the developments during a visit to HKSTP Experience Centre on 6 September. The facility featured their latest “art tech” project called “MAN-MADE,” which blends Chinese philosophy with modern technology.



Members also heard some inspiring stories of how a number of small start-ups took off. Grace Lau, Head, Institute for Translational Research from HKSTP, explained how HKSTP is driving innovative biomedical technologies to improve healthcare services. Jimmy Tao, CEO of Vitargent (International) Biotechnology Limited, shared how the company developed toxicity tests using medaka and zebra fish embryos.

Jenny Chiu, General Manager of PHASE Scientific, also shared her success in developing innovative solutions that target specific molecules, even when their fluid concentration levels are low. The breakthrough has been widely applied in COVID-19 PCR and Rapid Antigen Tests. To cap off the trip, members visited the laboratories to learn more about their award-winning technologies.



**香港科技園公司（科技園）致力推動
創生物醫學科技發展，從而造福社
會和提升醫療水平。**

總商會會員在9月6日參觀科技園創科體驗館，親身了解最新發展。創科體驗館現正舉行《人·造》藝術科技展覽，揉合中國哲學與現代科技。

會員亦聽取多家小型初創公司起飛的勵志故事。科技園轉化研發所高級總監劉思雅講解園區如何促進創生物醫學科技發展，藉以改善醫療服務；



水中銀（國際）生物科技有限公司首席執行官杜偉傑則介紹如何利用青鱗和斑馬魚胚胎開發毒性測試。

相達生物科技總經理招展如分享其成功開發的創新方案，能夠在流體濃度偏低的情況下針對特定分子；這項突破已獲廣泛應用於新冠病毒聚合酶連鎖反應（PCR）和快速抗原測試。行程最後一站是考察實驗室，會員從中了解科技園的多項得獎技術。



Rediscovering Central's Living Heritage

探索中環活化古蹟



After four years of preservation and renovation work, Hong Kong's historic Central Market opened its doors again to the public. To see how it has been transformed, while retaining its old charm, members had a guided tour of the 83-year-old grade three historic building, which is billed as being a vibrant and energetic playground for all.

Formerly known as Canton Bazaar, the market first opened for business in 1842. It was the city's first wet market and has undergone several iterations before its current version – a model retaining its 1939 facade.

Angie Chung, Deputy General Manager of Central Market, explained how the three-level establishment was renovated with innovative restoration technology. She then showed members the architectural and decorative features reminiscent of old Hong Kong, including the red wet market lamp shades, grand staircase with traditional signage and market stalls built of terrazzo.

The Central Market Revitalization Project is under the Government's new "Conserving Central" initiative, completing Central's "heritage triangle" along with the Tai Kwun and PMQ revitalization projects.





經過為期四年的保育翻新工程，歷史悠久的中環街市再度對外開放。總商會會員參加導賞團，參觀這幢在 83 年前落成的三級歷史建築，了解中環街市如何重現昔日風采，同時蛻變成活力充沛的共享空間。

樓高三層的中環街市前稱「廣州市場」，為香港首個濕貨市場，自 1842 年開業以來曾經歷多次改建，現時外牆保留了 1939 年的面貌。

中環街市副總經理鍾詠婷講解翻新工程運用的創新復修技術，並介紹重現舊香港風格的建築和裝飾，包括街市紅燈罩、保留傳統告示的主樓梯，以及以水磨石建造的攤檔等。

中環街市活化項目為政府「保育中環」計劃的一部分，與大館和 PMQ 元創方合稱為「中環活化三寶」。



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Students learn how to stand out from the crowd and prepare for interviews in the finance sector
學生了解如何為投身金融業做好面試準備，從而突圍而出

Banking and finance have long been popular university subjects for Hong Kong students. The huge concentration of financial firms in the city mean that this pathway is likely to provide plenty of career options.

But how much do high school students understand about the world of banking when they make their choices? A group of Form 5 students from Marymount Secondary School visited Citi Tower One

Bay East on 26 July, to learn more about the industry and working life at Citi.

Anita Ngai, Asia Pacific Head of Regulations Management and Co-Chair of Citi Women's Network Hong Kong, welcomed the students and explained how the network helped women in the industry at different stages of their careers.

Allyssa Chan, Vice President of Talent, Learning and Diversity, then introduced Citi more broadly, and shared some

suggestions with students who might be interested in careers in banking.

She explained that job opportunities in the banking sector are diverse, with investment and retail banks serving different markets, and a mix of client-facing and back-office positions. When deciding which route to take, Chan encouraged the students to consider their personality and explore their own interests. Participating in activities and competitions outside of school can help



銀行及金融學向來是廣受香港學生歡迎的大學學科。香港金融機構林立，意味修讀這門學科的同學不乏就業出路。

然而，高中生選科時對銀行業有多了解？瑪利曼中學的中五學生於7月26日前往花旗大樓參觀，深入了解業界運作和花旗的工作文化。

亞太區規管主管兼 Citi Women's Network Hong Kong 聯席主席 Anita Ngai 歡迎學生到訪，並講解該網絡如何協助不同事業階段的女性發展。

人才、學習和共融發展副總裁 Allyssa Chan 其後概述花旗的業務，並為有意投身銀行業的學生提供建議。

她解釋，銀行業提供廣泛的工作機會，例如投資銀行和零售銀行服務的市場有所不同，分別需要各類前線和後勤支援人才。她鼓勵學生考慮個人性格和興趣，再決定發展方向。參與校外活動和比賽有助同學認清自身強項。

她又指出，無論是報讀課程或求職，申請人都要力爭在芸芸競爭對手中脫穎而出。知識

經驗固然重要，但僱主的期望不止於此。

「九成的履歷都千篇一律。」Chan 說。

她解釋，好奇心、團隊合作精神及分析和溝通技巧是僱主重視的一些特質。事實上，這些軟技能甚至可能比技術經驗重要，因為新入職者能透過培訓掌握技術知識。

那麼如何掌握這些技能？參加課外活動和擔任學生社團職務，都是擴闊視野及展示團隊合作、項目開展經驗和領導力的良好途徑。

students to better understand where their strengths are.

When it comes to applying for courses or jobs, it is important to try to stand out from the many other applicants, she said. While knowledge and experience are important, employers are looking for more.

"About 90% of the CVs we see are very similar," said Chan.

She explained that curiosity, teamwork, analytical and communication skills are some of the qualities that employers value the most. In fact, such soft skills may even outweigh technical experience, as new starters can be trained in the technical side.

How to gain these skills? Joining extra-curricular activities and taking up roles in student societies are excellent ways to broaden your horizons and demonstrate that you have experience in working as a team, developing projects or leadership.

Chan also shared some tips on how to ace a job interview. Besides straightforward

questions about your studies and knowledge, she advised students to expect situational questions that are more difficult to prepare for. Such questions let the employer see how candidates will handle tricky situations, to help them decide if they have the right qualities for the position.

Doing an internship is another way that students can bridge the gap between school and the workplace. Erin Wong, Citi Commercial Bank Analyst, and Wesley Chow, Personal Banking and Wealth Management Analyst, shared their own experiences as interns at Citi as well as their academic history.

Chow explained that he had started off studying engineering at university before switching to financial technology, stressing that students shouldn't be scared to change direction.

Making mistakes is also to be expected for workplace rookies. Wong recalled a time when a client had complained

about mistakes she had made. However, she quickly discussed the matter with her supervisor so she would know how to handle a similar situation in the future.

"It was a tough but valuable experience that enabled me to grow professionally," Wong said.

Both the former interns agreed that the experience had helped them to understand the company culture, and to pick up their duties quickly when they returned as full-time employees.

After hearing from the Citi staff members, the students enjoyed a tour of the modern office buildings to see some of the facilities including the open-plan workspace, food-waste collecting station in the cafeteria, and even an organic farming area. These have all been designed to foster collaboration between teams, enhance employee's physical and mental well-being, and promote sustainability.



Chan 還分享了一些求職面試技巧。她表示，有關學歷和知識的提問比較直接了當，情境題則較難事先做好準備。這類題目能讓僱主了解應徵者如何應對棘手情況，從而判斷對方是否具備有關職位所需的素質。

此外，工作實習計劃是銜接校園與職場生活的橋樑。花旗商業銀行分析師 Erin Wong 及個人銀行業務和財富管理分析師 Wesley Chow 分享各自在花旗的實習經驗和學術背景。

Chow 解釋自己原本修讀工程學，後來才轉修金融科技，以自身經歷勉勵同學放膽改變方向。



職場新人犯錯亦很常見。Wong 憶述自己曾因出錯而遭客戶投訴，惟她馬上與上司商討事件，從中了解到日後如何應對類似的情況。

「那次經歷雖然不好受，卻十分寶貴，讓我在專業上有所成長。」Wong 說。

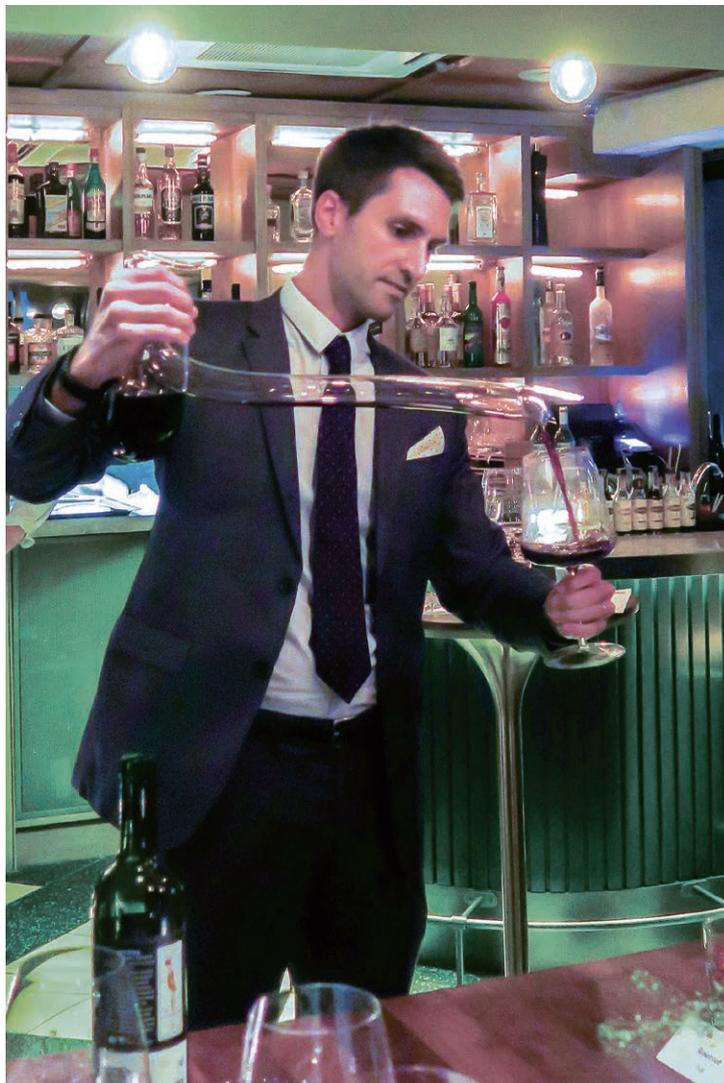
兩位前實習生均認同，實習工作體驗有助他們認識公司文化，在其後受聘為全職員工時，亦能迅速上手。

聽畢花旗員工的分享後，學生一行參觀了現代化的辦公大樓，考察多項設施，包括開放式辦公空間、設置於自助食堂的廚餘收集站，以及有機耕作空間。這些設施旨在加強團隊協作、提升員工身心健康和推動可持續發展。

Get in Shape! 「形」格品味

Have you ever noticed that there seems to be countless different shapes of wine glasses. But does it really matter what shape the glass is, as long as the wine you pour into it is good? The answer is a resounding yes! As the size and shape of a glass can completely change the flavor of wine.

To illustrate the unique qualities of various wine glass shapes, Jean-Baptiste Cheriére, Vice President of Sales Riedel Asia, guided members in a masterclass of glass. He demonstrated how the aroma and taste of sauvignon blanc, oaked



chardonnay, pinot noir and cabernet sauvignon were either enhanced or distorted by five different shapes of wine glasses.

This Wine Glass Tasting Experience Workshop on 7 September was also one of the first tastings ever held in Hong Kong using the revolutionary Riedel Winewings series.



酒杯形狀千變萬化，美酒與酒杯的搭配到底有多重要？答案毋庸置疑——酒杯的大小和形狀會大大影響杯中物的滋味。

Riedel 亞洲銷售副總裁 Jean-Baptiste Cheriére 於 9 月 7 日主持品杯大師班，向會員講解不同形狀的酒杯特色，並示範五款酒杯如何提升或削弱白蘇維濃、橡木桶熟成夏多娜、黑比諾和赤霞珠的芳香和風味。

是次工作坊為全港首批採用嶄新 Riedel Winewings 系列酒杯的品酒體驗活動。



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

COMMITTEE MEETINGS

Check with secretariat for details

INTELLECTUAL PROPERTY-BACKED FINANCING WORKING GROUP

Oct 5 10:00 am

REIC

The latest developments of data centres in Hong Kong

Oct 5 4:00 pm

SME

Trade and Industry Department's support measures for SMEs

Oct 6 4:00 pm

FINANCIAL & TREASURY SERVICES

Smarter Digital City: Advancing Hong Kong's FinTech Ecosystem report

Oct 24 4:00 pm

DIGITAL, INFORMATION & TELECOMMUNICATIONS

The Government's follow-up measures to implement the Telecommunications (Amendment) Ordinance 2021

Nov 16 4:00 pm

WEBINARS (Visit website for full details and to register)



PRACTICING INTEGRITY: CRAFTING AN EFFECTIVE ANTI-BRIBERY AND ANTI-CORRUPTION POLICY

Oct 14 3:30 - 4:30 pm



ACHIEVE SUSTAINABLE PROFIT GROWTH AND ESG STANDARDS THROUGH SAP HR AND SAP AUTOMATION SOLUTIONS

Oct 14 11:30 am - 12:30 pm



DIGITALIZATION OF TAX RISK MANAGEMENT

Oct 20 11:00 am - 12:30 pm



ADAPTING TO THE NEW PATTERN OF CHINESE ENGAGEMENT IN ASIA AND THE WORLD IN 2022

Oct 21 11:00 am - 12:15 pm



OUTLOOK ON THE 20TH NATIONAL CONGRESS OF THE CHINESE COMMUNIST PARTY AND CHINA'S FUTURE IN THE NEXT FIVE YEARS

Oct 25 11:00 am - 12:15 pm



KEY ISSUES FOR CHINA/ HONG KONG CROSS-BORDER PERSONAL TAX WHEN PLANNING

Oct 27 11:00 am - 12:30 pm

NETWORKING (Check website for details)



THE SECRETS OF THE SWAN EVENT

Oct 6 6:00 - 7:30 pm



JOINT HAPPY HOUR WITH INDONESIA CHAMBER OF COMMERCE IN HONG KONG

Oct 6 6:30 - 8:30 pm



JOINT HAPPY HOUR WITH CHILECHAM AND MEXCHAM

Oct 20 6:15 - 8:15 pm



TRAINING & SEMINARS (Check website for details)



Reflective Reports

Oct 11 2:00 - 6:00 pm



Positive Thinking in the Workplace: Turning Adversity into Opportunity

Oct 12 9:30 am - 12:30 pm



The Myth of Performance Management

Oct 13 9:30 - 11:30 am



Decarbonizing Hong Kong 2050 series: Is Hydrogen the New Oil?

Oct 13 11:00 am - 12:30 pm



Effective B2B Marketing with Best Practices

Oct 14 2:30 - 5:30 pm



Executive Presence Series: Personal Brand Development for Career Success

Oct 18 9:30 am - 12:30 pm



Decarbonizing Hong Kong 2050 series: Corporate Best Practices to Achieve Net Zero

Oct 18 11:00 am - 12:30 pm



Crisis Management in Action

Oct 19 9:30 am - 12:15 pm



Smart Procurement Management

Oct 20 2:30 - 5:00 pm

SITE VISITS

VISIT TO THE K11 ATELIER 11 SKIES

Building on its unrivalled connectivity and accessibility, its office towers provide world-class healthcare and wealth management services in one synergetic ecosystem.

Oct 13 4:00 - 5:15 pm



VISIT TO THE SINO INNO LAB

The first-of-its-kind sandbox platform for tech companies and startups to experiment and validate new PropTech inventions while receiving feedback from industry experts.

Oct 27 3:00 - 4:30 pm





TRAINING & DEVELOPMENT

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



Smart Procurement Management 精明採購管理技巧

Nowadays, the sourcing cost for manufacturing and trading companies has reached over 60% of the overall operation costs, and is the greatest proportion of a company's expenditure. Therefore, to increase the company's competitiveness, one of the most effective ways is to reduce the sourcing cost. This workshop will enhance participants' understanding of purchasing and supply strategies and effective management skills.

Course outline:

- i) Formulate action plan for supplier performance improvement based on key performance measures
- ii) Develop appropriate supply strategies for different categories of products and service procurement
- iii) Develop appropriate supplier relationship upon different suppliers' perceptions on buying organizations' business and different categories of purchase item
- iv) Sharing the best practice in procurement management

Trainer : Ir Dr Irene Poon

導師：潘慧娟博士及工程師

Date : 20 October 2022

日期：2022年10月20日

Time : 2:30 - 5:00 p.m.

時間：下午2時30分至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 \$750 /

Non-member \$950

費用：會員\$750 /

非會員\$950

採購開支現時佔製造及貿易公司總營運成本的六成以上，成為公司的主要開支。因此，降低採購成本是最有效提升企業競爭力的方法之一。本工作坊將加深參加者對採購和供應策略及高效管理技巧的認識。

課程大綱：

- i) 根據關鍵績效指標制定行動方案，從而提升供應商表現
- ii) 針對不同產品和服務類型，制定合適的採購及供應策略
- iii) 按照供應商對買方的印象和不同類型的採購項目，與供應商建立合作關係
- iv) 分享採購管理的最佳實務



Ir Dr Irene Poon,
DBA, MBus, BBUS, CMILT,
MHKIE, MIPSHK
潘慧娟博士及工程師
DBA, MBus, BBUS,
CMILT, MHKIE,
MIPSHK

Power of Storytelling for Effective Communication 透過「說故事」 進行有效溝通

Generally, people at work have got good knowledge and intellectually sufficient to do their job well. However, from time to time they may feel uncomfortable and less able to express themselves when connecting and communicating with their stakeholders in an easy to understand and convincing way to get their buy-in.

Imagine how different it will be for us to learn and grasp our stakeholders' attention in important business meetings and conversations via using one of the latest and highly popular communication skills...Storytelling?

Key takeaways from attending this interactive workshop:

- Where storytelling fits in making high impact business communication
- Create a meaning making process via storytelling
- Understand your audiences by stepping into their shoes

不少人具備勝任工作的知識和技能，但要以簡單易明、具說服力的方式與持份者溝通，以爭取支持，卻往往令他們感到為難。

試想像，假如能運用嶄新且廣受歡迎的溝通技巧，在重要商業會議和對話中吸引持份者注意，情況將截然不同——這項技巧正是「說故事」！

本互動工作坊的重點內容包括：

- 如何運用「說故事」作為高效商業溝通技巧
- 透過「說故事」建構意義
- 設身處地了解溝通對象

Trainer : Harry Wong

導師：黃彥衡

Date : 1 November 2022

日期：2022年11月1日

Time : 2:30 - 5:30 p.m.

時間：下午2時30分至5時30分

Venue : HKGCC Theatre, 22/F United Centre

地點：金鐘統一中心22樓香港總商會演講廳

Language : Cantonese

語言：廣東話

Fees : Member \$850 / Non-member \$1,050

費用：會員\$850 / 非會員\$1,050

Harry Wong,

Certified Trainer, Course Designer
and Master Coach
WYH International Consultancy

黃彥衡

WYH International Consultancy
認可專業培訓師、培訓課程設計師
和成功教練



Elevating Digital Presence to Get Leads and Build Authority 提升數碼形象、吸引客源 並建立威信

The more presentable your business looks on the web, the more likely customers are to trust you and buy from you. It doesn't matter what type of business you own—an offline or online business, a startup or a big enterprise—your presence and conduct on the web matters to your customers. Tracking, monitoring and improving your digital presence can positively impact how existing and potential customers perceive your business, and hence help generate more sales.

Workshop Outline:

- How to increase digital presence with social media and website
- Strategy for content planning, creation and sharing to develop online presence
- Tips to optimize your digital channels to improve user experience online

體面的數碼形象有助提升客戶的信任及購買意欲。不論線上或線下業務、初創公司還是大型企業，客戶十分重視您的數碼形象。管理、監測和完善數碼形象有助提升現有及潛在客戶對公司的印象，從而提升銷售額。

工作坊大綱：

- 透過網站及社交媒體加強數碼形象
- 提升數碼形象的內容規劃、創作和分享策略
- 完善數碼渠道從而提升網上用戶體驗的心得

Trainer : Tracy Ho

導師：何翠怡

Date : 3 November 2022

日期：2022年11月3日

Time : 2:30 - 4:00 p.m.

時間：下午2時30分至4時正

Venue : HKGCC Theatre, 22/F United Centre

地點：金鐘統一中心22樓香港總商會演講廳

Language : English

語言：英語

Fees : Member \$280 / Non-member \$400

費用：會員\$280 / 非會員\$400

Tracy Ho,

Executive Communication Coach,
Gallup-certified Strengths Coach,
Founder and Director of Frame &
Fame Personal Branding

何翠怡

行政溝通教練、
蓋洛普 (Gallup) 認證優勢企業
教練及Frame & Fame Personal
Branding始創人兼董事



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- **License**
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