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March 2023

HKGCC: The Voice of Business in Hong Kong

bulletin

工商月刊

Mission to Saudi Arabia, UAE 沙特阿拉伯及 阿聯酋訪問團



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香港總商會 1861



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Exploring New Opportunities

Mission to Saudi Arabia and the UAE provided mutually beneficial first step towards closer collaboration



探索新機遇

香港代表團訪問沙特阿拉伯及阿聯酋，為建立互惠互利的合作關係邁出第一步

香港特區政府上月率領代表團出訪中東，是雙方加強合作、擴展聯繫的重要一步；當地蘊藏無限商機，有待香港商企發掘。

行政長官李家超亦藉此機會「說好香港故事」，讓沙特阿拉伯和阿拉伯聯合酋長國（阿聯酋）了解到我們積極與當地加強聯繫。香港最近恢復對外開放，並展開「你好，香港！」宣傳活動，這正是我們向外推廣香港的好時機。

基於歷史原因，香港過去主要着眼於內地、歐洲和美洲市場，對當地營商環境相當熟悉；中東國家亦專注於經貿往來密切的市場。因此，當地商界對中港兩地的商業文化認識尚淺，反之亦然。

不過在出訪期間，中東各國政府、商會和企業均尋求與香港加強聯繫。區內各國積極推動經濟多元發展、減少依賴石油產業及促進可持續發展，並就此制定了進取的目標。舉例說，沙特阿拉伯致力在 2030 年前達成以可再生能源供應五成電力的目標，並於 2060 年前實現淨零排放。面對日益分化的全球環境，中東國

家亦着力開拓新市場和產業，以降低地緣政治風險。

沙特阿拉伯及阿聯酋均積極投資可持續發展及創新科技，為經濟注入新動力，同時促進投資多元化，將更多資金分配至中國內地，並考慮在香港交易所二次上市。

此行可見兩地之間的投資為雙向流通；我們在當地會見了不少來自香港的專業服務供應商及員工，這正好說明港企在中東市場機遇處處。此外，許多內地企業已於當地設立業務，以響應「一帶一路」倡議，並實踐多元發展策略。

是次訪問為雙方建立互信互諒關係邁出重要的第一步。參與不同會議期間，我曾與多位女性高管人員交流，她們都表示沙特阿拉伯比大部分人想像的自由開明，我們不應盡信傳媒報導。

我在行程期間與利雅得商會簽署合作備忘錄，亦是雙方建立更緊密關係的重要一步，有助消除先入為主的誤解。展望未來，我們冀與沙特阿拉伯的夥伴展開合作，協助兩家商會的會員打破文化和知識隔閡，共同探索新機遇。

The Hong Kong SAR Government's mission to the Middle East last month marked an important step towards expanding our cooperation and relationship with this relatively untapped market for Hong Kong businesses.

It was also an opportunity for our Chief Executive John Lee to tell "good stories" about Hong Kong and let Saudi Arabia and the United Arab Emirates know that we are eager to develop our relationship with the region. The timing couldn't have been better as we had just reopened and launched the Hello Hong Kong campaign.

In the past, for historical reasons, Hong Kong focused its attention on the Mainland, Europe and America, so we have always been very comfortable dealing with these markets. Similarly, countries in the Middle East also looked to their familiar markets. Therefore, their level of knowledge about how to do business with the Mainland or Hong Kong is not very high, and vice versa.

But during this mission, it was clear that countries, chambers of commerce and businesses in the Middle East were eager to build stronger ties with Hong Kong. With countries in the region looking to diversify their economies away from oil and to be more sustainable, they have set ambitious goals. Saudi Arabia, for example, has set a target of having 50% of its power generated from renewable sources by 2030 and to be net zero by 2060. In an increasingly fragmented world, they are also broadening their markets and industries to reduce geopolitical risks.

Both Saudi Arabia and the UAE are investing heavily in

sustainability, and innovation & technologies to be their new economic drivers. They are also looking to diversify their investments by allocating more capital to Mainland China and considering secondary listings on Hong Kong's Stock Exchange.

The mission highlighted that the flow of investment is a two-way street. There are also a lot of opportunities for our companies to expand their markets into the Middle East, which was underscored by the number of successful Hong Kong professional services providers and employees that we met there. Moreover, a lot of Mainland companies are already established there as part of the Belt & Road initiative and diversification strategy.

The mission was an important first step towards improving mutual trust and understanding on both sides. During a number of meetings we attended, I spoke with several senior women executives who said Saudi Arabia was more liberal than most people believed, and that I shouldn't believe everything that I read in the media!

The Memorandum of Understanding that I signed with the Riyadh Chamber during the trip was also an important step to bringing us closer together and will help correct pre-conceived misperceptions. Going forward, we will be looking to collaborate with our new Saudi friends to help members of both chambers bridge the cultural and knowledge gap and explore new opportunities.

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香港總商會 1861

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《工商月刊》以環保信封寄發。這封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。



Making Good Use of Public Funds to Aid Recovery

Financial support spent wisely will support SMEs, stimulate consumption and ultimately benefit the whole economy



支援企業 用之有道

政府過去三年的防疫抗疫工作涉及龐大開支，公帑需用之有道，支援中小企，刺激消費，令整體經濟受惠

財政司司長陳茂波發表了現屆政府首份《財政預算案》，指出在先進經濟體增長動力減弱下，香港貨物出口仍面對嚴峻挑戰，但內地經濟增長加快，跨境陸路貨運限制取消，可緩減部分壓力，預計香港經濟在今年明顯反彈。

事實上，在社會復常初期，不少企業仍需艱辛經營，預算案宣布延長「中小企融資擔保計劃」下各項擔保產品申請期至明年3月，可說是與商界同行。

政府面對財政壓力，「使錢」難免更為審慎。然而外部經濟疲弱，香港出口及製造業經營依然困難，加息亦令中小企償還貸款壓力增加。

即便社會復常，航空、旅遊、餐飲、零售等行業人手短缺，在疫期間轉投其他行業的從業員仍未敢重投老本行，可見商界生意難做。

政府除了繼續為企業做擔保，讓企業有資金維持運作，還可進一步考慮調低利得稅，以及向中小企提供為期五年至十年的低息貸款，協助中小企加大資金流，令他們有信心拓展生意。這些措施有助本地企業紓緩經營壓力，走出困境。

此外，預算案公布推出資本投資入境計劃，務求吸引更多資金和人才落戶香港，而在全球搶企業、搶人才的激烈競爭下，亦能加強投資者信心，提升香港競爭力。

目前，香港已恢復通關，未來旅客定必增加，內地經濟亦將隨着經濟活動恢復而加快增長，商界都希望把握好「內循環」機遇，再展拳腳。我亦了解海外投資者對大灣區市場興趣濃厚，期望政府未來能加大力度協助企業開拓大灣區市場。

In his first Budget speech under the current administration, Financial Secretary Paul Chan said the weakening global economy was expected to cause severe headwinds this year for Hong Kong's exports. However, with the Mainland's economy regaining steam, coupled with the lifting of restrictions on cross-boundary truck movements, there might be some reprieve for Hong Kong's economic recovery later in the year.

This is good news as we begin to return to normalcy, but many businesses are still struggling to recover amid severe cash flow challenges. By extending the application period of all guarantee products under the SME Financing Guarantee Scheme to March 2024, the Budget demonstrated the Government's commitment to supporting business through this challenging time.

Faced with a fiscal deficit, the Government cannot but adopt a more prudent approach towards public spending. However, amid the sluggish external economic environment, Hong Kong's export and manufacturing sectors will have to cope with weak demand for some time. In addition, previous and forecast interest rate hikes are also making it more difficult for SMEs to repay their loans.

Other sectors, such as aviation, tourism, catering and retail, are also struggling to get back on their feet as manpower shortages hamper their recovery. This is because people who switched to other industries during the pandemic might be apprehensive about returning to their former

industry, or have embarked on a new career path.

In addition to continuing to provide guarantees to enterprises to ensure that they have enough capital to sustain their operations, the Government should further consider reducing the profits tax rate. It should also offer low-interest loans to SMEs for five to 10 years to increase their cash flow and confidence in expanding their business. These measures should ease pressure on local businesses and help them ride out these difficult times.

The Budget also announced the introduction of a new Capital Investment Entrant Scheme to attract more capital and talent to Hong Kong. The scheme will help to also enhance investors' confidence and strengthen Hong Kong's competitiveness amid the intense global rivalry for investment and talent.

The revival of the Mainland's economy will give a boost to Hong Kong, as will the increase in visitors now that our borders are fully open. Against this backdrop, businesses are keen to grasp opportunities from the Mainland's "internal circulation" strategy, which aims to reduce dependence on external markets. I am aware that foreign investors have also expressed strong interest in capitalizing on the opportunities that the GBA presents. As such, I hope that the Government will formulate more plans to help businesses expand into the region.

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Budgeting for Recovery

The Financial Secretary's budget strikes a balance to revive Hong Kong, while laying the groundwork for longer-term economic development



預算案為復蘇鋪路

財政司司長最新一份預算案着力重振香港，並為長遠經濟發展奠定基礎

財政司司長陳茂波於2月22日發表最新一份預算案；要在當前環境下編製預算案無疑是一項艱難任務——既要繼續扶助企業和市民、向世界展示香港已復常，同時密切注視赤字擴大的情況，絕不容易，財政司司長卻成功平衡了這三方面的需要。

由於沒有跡象顯示香港出現結構性赤字，加上疫情令庫房受壓，年度赤字預計為544億港元的水平實屬可以接受。此外，財政司司長預料公共財政將於2024-25年度回復到95億港元的盈餘。總商會於1月19日向政府提呈預算案建議書，強調有必要推出短期紓緩措施，協助市民和中小企過渡年初復蘇未穩的階段，直至經濟重拾活力，而其中不少建議得到財政司司長採納。

本會欣見推出新一輪消費券的建議獲得支持，政府分兩期發放總額5,000元的電子消費券，將可刺激市場需求和加快復蘇。寬減薪俸稅、差餉、提供電費補貼及延長「公共交通費用補貼計劃」等措施，亦有助刺激消費和鼓勵市民參與「開心香港」活動。

社會上亦有意見認為，本年度的稅務和差餉寬減幅度不及去年。由於這些優惠措施主要在經濟好轉時才會對企業和市民發揮效用，我認為今年的做法能讓政府集中資源以應社會之急。寬減利

得稅和非住宅物業差餉、政府處所租戶的五成租金和費用，以及延長「中小企融資擔保計劃」的申請期限，都可令中小企受惠。

為鼓勵遊客訪港和提升香港的國際形象，政府亦把工作重點和大量資源投放在舉辦大型盛事方面。此等措施既能為疫情下首當其衝的旅遊、會展和娛樂行業注入活力，還可助益其他行業。香港的國際形象在過去幾年大受損害，我們可以對外展示香港依然是個充滿活力、多元開放的商業和旅遊之都，並鼓勵旅客親身前來體驗一下。

對於有聲音促請當局增撥資源應對人才短缺問題，財政司司長就此提出了多項方案，為金融科技、航空、海運、創科及建造業等廣泛行業培育本地人才。此外，提高僱主為其65歲或以上僱員所作自願性強積金供款的稅務扣減，由100%倍增至200%，將有助鼓勵僱主繼續聘用資深員工。

預算案亦與政府致力建設綠色城市的長遠政策目標和其他產業發展配合一致，不過重點仍然是提振香港，尤其是支持本地經濟發展，同時吸引企業和遊客重返這個無與倫比的城市。我們誠盼香港在2023年全面復蘇，重現昔日風采。

No doubt our Financial Secretary Paul MP Chan had his work cut out in drafting his latest budget, which he revealed on 22 February. Crafting a plan to continue supporting businesses and citizens, as well as relaunching Hong Kong to the world, while keeping an eye of the growing deficit was no easy task.

As there are no signs that Hong Kong has a structural deficit, the forecast deficit of HK\$54.4 billion for 2023-24 is acceptable given the pressures that the pandemic put on our coffers. In addition, he forecasts returning to a HK\$9.5 billion surplus by 2024-25. In our budget submission to the Government on 19 January, we stressed the importance of providing short-term relief measures – many of which the Financial Secretary took up – to help citizens and SMEs survive the start of the year until the economy regains steam.

The decision to implement another round of consumption vouchers in two tranches totalling \$5,000, which the Chamber had recommended to stimulate market demand and fast-track recovery, is also good news. These, together with reductions in salaries tax and rates concessions, electricity subsidies and extending the Public Transport Fare Subsidy, will put more money in people's pockets to stimulate consumption and the planned "Happy Hong Kong" campaign targeted at the general public.

There have been some grumbles that tax and rates concessions were trimmed compared to the last budget. As these will mostly affect businesses and people when the economy has hopefully rebounded, I believe this was to allow the Government to target the immediate needs of the community. Reducing profits tax and providing rates concessions for non-domestic properties, together with 50% rental or fee concessions for tenants of

government premises, will help SMEs, along with the extension for applications for the SME Financing Guarantee Scheme. Significant attention and funds were given to encourage tourists to return and boost Hong Kong's image globally through mega events. Not only will this plan inject some badly needed vitality into the tourism, convention and exhibition, and entertainment sectors, which were very badly hit by the pandemic, it will also benefit other sectors. Hong Kong's image among the international community has taken a beating in the past few years. We can showcase Hong Kong to encourage people to come here and see for themselves that we are a vibrant, open and dynamic business and travel destination.

While some people would have liked to have seen more resources being put into addressing our talent shortage, the Financial Secretary did announce plans to foster the development of our home-grown talent across a wide range of sectors, including fintech, aviation, maritime, I&T and construction. The doubling of tax deductions from 100% to 200% for MPF voluntary contributions made by employers for employees over 65 will hopefully help to retain experienced workers in the workforce.

While the budget also aligned with the Government's long-term policy objectives of creating a greener city, and other sectoral developments, the key emphasis remains to jumpstart Hong Kong, in particular supporting the domestic economy while getting businesses and tourists back to this unbeatable city. We really hope Hong Kong will fully recover its former vitality in 2023.

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HKSAR Mission to Saudi Arabia, UAE

A high-level delegation of business leaders from Hong Kong, led by Chief Executive John Lee, visited Saudi Arabia and the United Arab Emirates to explore collaboration and opportunities
行政長官李家超率領由香港商界領袖組成的高級別代表團，訪問沙特阿拉伯及阿拉伯聯合酋長國，探索合作機遇

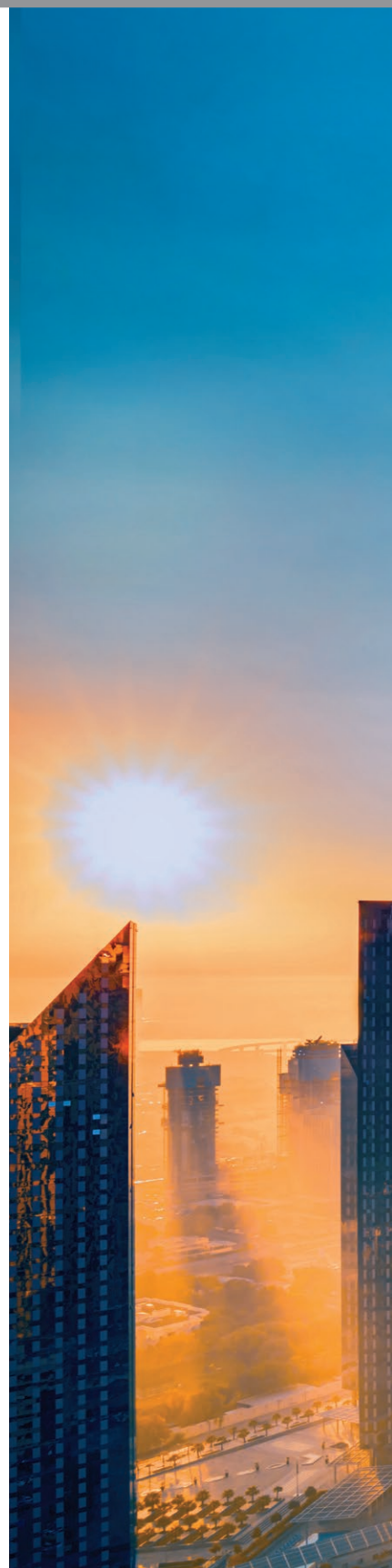
Some of Hong Kong's leading business figures and companies accompanied Hong Kong's Chief Executive and senior government officials to Riyadh on 5 February, the first of three stops on the week-long mission to Saudi Arabia and the United Arab Emirates.

An important part of the trip was to let the Middle East know that Hong Kong is back in business, and that we also have a more competitive and diversified economy than before the pandemic. The visit also coincided with the launch of the Hello Hong Kong campaign, as part of the city's relaunch and rebranding strategy. "Hong Kong has long been the Asia-Pacific region's multi-level bridge for foreign and Mainland Chinese businesses and investors. As our integration with the Mainland continues to deepen, so, too, do the opportunities for Hong Kong – and the economies and companies that work

with Hong Kong," Chief Executive John Lee told the media in Riyadh.

The 30-member delegation comprised a wide cross-section of Hong Kong Inc., from investment funds, banks, innovation and technology, exhibitions, trading and professional services. The Chamber's Chairman Betty Yuen, General Committee members Peter Lam and Benjamin Hung, as well as Belt & Road Co-convenor Nicholas Ho joined the mission.

Commenting on the trip after returning to Hong Kong, Yuen said: "The impression I had during the visit was that there was definitely interest in working with Hong Kong, but their level of understanding about how to do business with Mainland China and Hong Kong was not very high. We need to explain more about the business environment in Hong Kong and how we play the facilitator role between the Mainland and the world."



香港特區代表團訪問 沙特阿拉伯及阿聯酋





The Chief Executive John Lee hosted a press conference for the Saudi media in Riyadh to speak with key members of the delegation. 行政長官李家超在利雅得主持新聞發布會，沙特阿拉伯的傳媒與訪問團的主要成員會面。

As a first step towards bridging the knowledge gap on both sides, 13 Memoranda of Understanding or Letters of Intent were signed during the mission covering finance, innovation technology, business, transportations and energy. These included an MOU signed by Yuen with the Riyadh Chamber Chairman Ajlan bin Abdul Aziz Al Ajlan.

"I think those MOUs we signed during the trip are bridges to foster better communication on both sides. We look forward to working with the Riyadh Chamber to help our members expand business and investment between Hong Kong and Saudi Arabia," she said.

Diversifying risks and opportunities

Benjamin Hung, HKGCC General Committee Member and Chief Executive Officer, Asia, Standard

"I think those MOUs we signed during the trip are bridges to foster better communication on both sides. **We look forward to working with the Riyadh Chamber to help our members expand business and investment between Hong Kong and Saudi Arabia.**"

「我認為在訪問期間簽署的合作備忘錄為雙方建構橋樑，有助促進溝通。**我們期待與利雅得商會攜手合作，協助雙方會員促進香港與沙特阿拉伯之間的商業和投資往來。**」

— Betty Yuen
Chairman of The Chamber
—— 阮蘇少涓
總商會主席





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Memorandum Of Understanding



HKGCC is proud to have signed a Memorandum of Understanding with the Riyadh Chamber of Commerce & Industry during the mission. The MOU was signed by Chamber Chairman Betty Yuen and Riyadh Chamber Chairman Ajlan bin Abdul Aziz Al Ajlan, witnessed by the Minister of Investment of Saudi Arabia, Khalid Al-Falih, and HKSAR Chief Executive John Lee.

總商會很高興此行能與利雅得商會簽訂合作備忘錄。在沙特阿拉伯投資大臣Khalid Al-Falih及香港特區行政長官李家超見證下，總商會主席阮蘇少涓與利雅得商會主席Ajlan bin Abdul Aziz Al Ajlan簽署合作備忘錄。

Chartered, who also joined the mission, said sovereign wealth funds in the Middle East were keen to allocate more capital to Mainland China as part of diversification efforts.

"Many hope to gain access to China's capital pool, but they are not very familiar with cross-boundary investment channels in Hong Kong that could help them tap into China's population of 1.4 billion," he said.

During meetings in Saudi Arabia and UAE, Hung pointed out the advantages offered by the Shenzhen-Hong Kong Stock Connect, Shanghai-Hong Kong Stock Connect and Bond Connect. However, he said it could take time to develop these areas of cooperation.

"This mission was an important first step towards improving mutual trust and bridging the knowledge gap. Our next step will be working with sovereign wealth funds in the Gulf states to see how best to allocate more assets to Mainland

China. Hong Kong will have absolute advantages, especially in facilitating transactions in renminbi. We should seize this opportunity," he said.

Nicholas Ho, Co-convenor of HKGCC's Belt & Road Working Group, said Hong Kong had a lot to offer the Middle East, especially with regards to

services. "They are restructuring their economy and I think Hong Kong can play an important role in that development with our professional services and international experience," he said.

Yuen echoed his view: "We saw a lot of Hong Kong service providers and Mainland businesses were already doing very well in Saudi Arabia," she said. "I think a lot more Hong Kong and Mainland companies would like to have the opportunity to invest and find business partners in Saudi Arabia. This is where SMEs from both places can play a very important role as a connector. They can help each other understand the regulations, the culture as well as markets, and the key to success is to have a local partner," Yuen said.

Like Hong Kong, Ho said Saudi Arabia is also trying to rebrand itself through mega events and projects. Although the financial return on such events may be nominal, they will help bring people to the country to see for themselves that their previous perceptions and reality are very different.

"This mission was an important first step towards improving mutual trust and bridging the knowledge gap. Our next step will be working with sovereign wealth funds in the Gulf states to see how best to allocate more assets to Mainland China."

「訪問團是促進彼此互相信任和了解的第一步，下一步我們將與海灣國家的主權財富基金合作，探討如何將更多資產分配至中國內地。」

— Benjamin Hung
HKGCC General Committee Member
—— 洪丕正
總商會理事





The delegation paid a visit to Saudi Tadawul Group and the Saudi Exchange.
代表團到訪沙特證交所集團及沙特證交所。

SIX MOUs, LETTERS OF INTENT SIGNED IN RIYADH

- Hong Kong General Chamber of Commerce and Riyadh Chamber
- Hong Kong Exchanges and Clearing Limited and Saudi Tadawul Group Holding Company
- SenseTime and King Abdullah Financial District
- Templewater Ltd, Bravo Transport Services Ltd, Wisdom Motors (HK) Ltd and Nesma Holding Ltd
- SenseTime and Sela Company
- Hutchison and King Salman Energy Park



"There is no better promotion of a country than for people to go and see for themselves the reality. When I talk to people overseas, many believe that there are still protests in Hong Kong and lockdowns. The media paints a narrative which becomes embedded in people's minds, so it is essential that we go out and tell Hong Kong's good stories, as well as encourage people to come here to see Hong Kong for themselves," Ho added.

Similarly, the perceptions that people have of Saudi Arabia also differ from reality, since the Saudi Crown Prince implemented many reforms for women's rights, including the choice of wearing a hijab, or headscarf. Yuen said she had very candid exchanges with senior women executives in Saudi Arabia and that the narrative the international media paints of the country is very different from reality.



Led by John Lee, HKSAR Chief Executive, the delegation visited various companies in Saudi Arabia and the UAE to learn about the latest developments. Here, the group visit THE LINE Experience exhibition (NEOM) showcasing innovative urban designs of the planned futuristic city NEOM.

在香港特區行政長官李家超率領下，訪問團到訪了沙特阿拉伯及阿聯酋不同企業，了解當地最新發展。圖為沙特THE LINE Experience展覽（NEOM），展示當地未來城市NEOM的創新城市規劃。

Sustainable development

Saudi Arabia has set a target of having 50% of its power generated from renewable sources by 2030 and to be net zero by 2060. As the world's second-largest oil producer after the United States, achieving such ambitious targets will be no easy feat. As a result, delegates said the Saudis were very receptive to new technologies and green initiatives that would help them hit those targets and keep projects like

Saudi Arabia's Vision 2030 and its planned smart city NEOM on track.

The delegation headed to Abu Dhabi, UAE, on 7 February. The UAE was Hong Kong's largest trading partner in the Middle East region, and enjoying double-digit growth.

At a business forum and dinner with H.E. Dr Thani bin Ahmed Al Zeyoudi, Minister of State for Foreign Trade, the minister stressed the strength and durability of the strategic relations between the United Arab Emirates and the People's Republic of China, which are witnessing continuous development, especially in the areas of economics and trade.

"The value of foreign trade between the UAE and Hong Kong amounted to about AED32 billion (US\$8.7 billion) during the first nine months of 2022, achieving a growth of 36% compared to the same period in 2021, while Hong Kong was

among the top 10 trading partners for the UAE during 2021, with a contribution of more than 2% of the UAE's total non-oil trade," he said.

General Committee member and HKTDC Chairman Dr Peter K N Lam mentioned in his opening remarks at the forum that Dubai and Hong Kong were natural partners when it came to creating business opportunities.

Summing up the mission, Yuen said: "From our meetings with officials, chambers of commerce and businesses, it was clear that Saudi Arabia and the UAE welcome deeper and broader ties with Hong Kong. I think there are real opportunities in these countries for mutually beneficial cooperation, and we look forward to working with our new friends to help our members expand their business and markets."

SEVEN MOUs SIGNED IN UAE

- HKTDC and Dubai Chamber
- Ho & Partners Architects, Negawatt, Masdar City, and The Catalyst
- HKSTP and Sharjah Research Technology & Innovation Park
- Hong Kong Cyberport and Dubai Future Foundation
- HKTDC and Invest in Sharjah
- HKTDC and Abu Dhabi Chamber of Commerce & Industry
- Federation of Hong Kong Industries and Abu Dhabi Chamber of Commerce & Industry



多名香港商業領袖及企業代表於2月5日隨同香港行政長官及高級政府官員抵達利雅得，展開為期一周的訪問行程，期間到訪沙特阿拉伯及阿拉伯聯合酋長國（阿聯酋）三個城市。

此行的其中一個主要目的是向中東宣傳香港已復常，經濟較疫情前更具競爭力及多元化。這正好與最近啟動的「你好，香港！」宣傳活動配合一致，有助重振香港和提升形象。

行政長官李家超向利雅得傳媒表示：「長期以來，香港一直在亞太地區為外國和中國內地企業及投資者擔當多層次的橋樑角色，隨着我們與內地融合不斷加深，香港以及與香港合作的經濟體和企業的機遇定必有增無減。」

訪問團由30多名來自香港不同界別的代表組成，涵蓋投資基金、銀行、創新科技、展覽、貿易及專業服務領域，當中包括總商會主席阮蘇少涓、理事林建岳和洪丕正，以及一帶一路工作小組共同召集人何力治。

阮蘇少涓在結束行程返港後表示：「訪問期間，當地企業均表示有意與香港展開合作，但對中港兩地的商業文化認識尚淺。我們需要深入介紹香港的營商環境，以及我們作為內地與世界各地之間的連繫人角色。」

“They are restructuring their economy and I think Hong Kong can play an important role in that development with our professional services and international experience.”

「當地經濟正在轉型，我認為香港憑藉專業服務和國際經驗，能擔當重要的角色。」

— Nicholas Ho
Co-convenor of HKGCC's Belt & Road Working Group
—— 何力治
總商會一帶一路工作小組共同召集人



作為增進相互了解的第一步，雙方在行程期間簽署了13份合作備忘錄或意向書，涵蓋金融、創新科技、商業、運輸及能源領域，其中阮蘇少涓與利雅得商會主席Ajlan bin Abdul Aziz Al Ajlan亦簽訂了合作備忘錄。

她說：「我認為在訪問期間簽署的合作備忘錄為雙方建構橋樑，有助促進溝通。我們期待與利雅得商會攜手合作，協助雙方會員促進香港與沙特阿拉伯之間的商業和投資往來。」

分散風險 開創機遇

總商會理事及渣打銀行亞洲區行政總裁洪丕正亦有隨行，他表示中東的主權財富基金有意將更多資金分配至中國內地，作為分散投資策略的一部分。

他說：「許多企業希望進入中國資金池，而香港的跨境投資渠道有助進入中國14億人口的龐大市場，但他們對此了解不多。」

在沙特阿拉伯和阿聯酋參與會議時，洪丕正介紹了「深港通」、「滬港通」及「債券通」的優勢。不過，他亦指出在這些領域展開合作需時。

在利雅得簽訂的六項合作備忘錄及合作意向書

- 香港總商會與利雅得商會
- 香港交易所與沙特證交所集團
- 商湯科技與King Abdullah Financial District
- 善水資本、匯達交通服務、威馳騰汽車（香港）與Nesma Holding Ltd
- 商湯科技與Sela Company
- 和記黃埔港口集團與沙特阿拉伯薩勒曼國王能源園區

在阿聯酋簽訂的七項合作備忘錄

- 香港貿發局與迪拜商會
- hpa何設計、庫瓦、馬斯達爾城及Catalyst
- 香港科技園與沙迦科技研究創新園
- 香港數碼港與迪拜未來基金會
- 香港貿發局與沙迦投資推廣署
- 香港貿發局與阿布扎比工商會
- 香港工業總會與阿布扎比工商會

他說：「訪問團是促進彼此互相信任和了解的第一步，下一步我們將與海灣國家的主權財富基金合作，探討如何將更多資產分配至中國內地。香港享有絕對的優勢，特別是在促進人民幣交易方面，我們務必抓緊機遇。」

總商會一帶一路工作小組共同召集人何力治表示，香港對中東發揮重要作用，尤其是提供服務。他說：「當地經濟正在轉型，我認為香港憑藉專業服務和國際經驗，能擔當重要的角色。」

阮蘇少涓對此深表認同：「我們看到不少來自香港的專業服務供應商及內地企業已在當地取得長足發展。愈來愈多香港和內地公司有意在沙特阿拉伯物色投資機會和業務夥伴。兩地中小企可充當聯繫人的重要角色，在法規、文化和市場等方面增進相互了



Chamber Chairman Betty Yuen and Belt & Road Co-Convenor Nicholas Ho both signed MOUs during the mission to foster closer cooperation between Hong Kong, Saudi Arabia and UAE.

總商會主席阮蘇少涓及一帶一路共同召集人何力治在訪問期間均分別簽署合作備忘錄，促進香港、沙特阿拉伯及阿聯酋之間的緊密合作。



The Hong Kong delegation engaged with senior representatives of government, local chambers of commerce and key corporations via business meetings and seminars. In this photo, they are on a company visit to SABIC, the leading petrochemicals manufacturer in the Middle East.

訪問團連日馬不停蹄，與不同政商界機構及行業領袖會面，展開商貿會議、研討會等多項活動。圖為訪問團與中東大型石化生產商沙特基礎工業公司的會面情況。



Panel speakers discussed the opportunities for deeper UAE-Hong Kong collaboration at the business forum before a dinner for the Dubai and Hong Kong business communities.

在晚宴前的小組討論環節，來自迪拜和香港商界的多位講者攜手探討如何深化阿聯酋與香港之間的合作機遇。

解。可靠的當地合作夥伴正是成功的關鍵。」

何力治指出沙特阿拉伯與香港一樣，正透過大型盛事和項目提升形象。此類活動的財務回報甚微，卻能吸引遊客到訪當地，親身了解實際情況，改變既有的觀感。

何力治補充：「鼓勵遊客實地視察環境，正是最佳的宣傳方式。我與海外人士傾談時，發現許多人誤以為香港仍有示威活動和實施封鎖措施。傳媒報導令人對香港的印象根深蒂固，因此我們要走出去，向世界說好香港故事，並鼓勵人們來港體驗真實情況。」

外界對沙特阿拉伯的印象同樣與現實有所出入。沙特王儲已推行一連串改革，提升婦女權益，包括容許女性選擇是否佩戴頭巾。阮蘇少涓表示，她

與沙特阿拉伯的女性高管人員坦誠交流期間，了解到國際傳媒報導與當地實際情況大相逕庭。

可持續發展

沙特阿拉伯致力在2030年前達成以可再生能源供應五成電力的目標，並於2060年前實現淨零排放。作為僅次於美國的全球第二大石油生產國，該國要達到這些進取目標談何容易。因此，訪問團成員表示當地人都樂於採納新科技和綠色措施，協助他們實現上述目標，並推進沙特阿拉伯「2030年願景」和規劃中的智慧城市NEOM等項目。

代表團於2月7日前往阿聯酋阿布扎比。阿聯酋是香港在中東地區最大的貿易夥伴，當地經濟錄得雙位數增長。

訪問團出席一個投資論壇暨新春晚宴時，阿聯酋經濟部外貿國務部長Thani

bin Ahmed Al Zeyoudi博士強調阿聯酋與中國之間戰略關係的強度和恆久性正在不斷發展，尤其是在經貿領域。

他說：「在2022年首九個月，阿聯酋與香港之間的貿易總值約為320億迪拉姆（87億美元），較2021年同期增加36%。此外，香港在2021年是阿聯酋十大貿易夥伴之一，佔該國非石油貿易總額超過2%。」

總商會理事兼香港貿發局主席林建岳博士致辭時提到，迪拜和香港在創造商機方面向來合作無間。

阮蘇少涓總結行程時表示：「我們與當地的官員、商會和企業會晤期間，了解到沙特阿拉伯和阿聯酋都歡迎深化和擴展與香港的聯繫。事實上，兩個國家的確能提供互惠互利的合作機遇，因此我們期待與這些新夥伴攜手合作，協助會員拓展業務和市場。」

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As environmental, social and governance (ESG) performance becomes increasingly valued, more businesses are committing to implementing carbon reduction plans and investing in renewable energy to lower the environmental and social impacts of their operations. To that end, CLP's Renewable Energy Certificates (RECs) can support organisations across every sector in their low-carbon transformation strategies. By entering long-term cooperation agreements with CLP and purchasing more REC units for longer periods, businesses can help accelerate local renewable energy development and demonstrate their dedication to achieving sustainable development.

隨著社會越發重視環境、社會及管治(ESG)表現，工商企業爭相落實減碳計劃，並承諾長期投資可再生能源，以減少業務對環境和社會的影響。中電「可再生能源證書」計劃支持不同界別的企業及機構邁向零碳營商，而企業透過與中電簽訂長期合作方案，購買額度更大、年期更長的可再生能源證書，全力推動本地可再生能源發展，展示實踐可持續發展的決心。

客戶分享參與計劃心得 Customer Stories



Hang Seng Bank 恒生銀行



“ Hang Seng is committed to promoting sustainable development. In 2021, we signed a 10-year agreement with CLP for the longest-term purchase of RECs since the programme launched in 2019. On top of committing to achieve net zero in our operations and supply chain by 2030 or sooner, we are also the first Hong Kong bank that has pledged to use 100% renewable energy by 2030 via our own renewable sources and RECs.

恒生決心推動可持續發展，由2021年起連續10年購入中電「可再生能源證書」，是計劃自2019年推出以來最長年期的協議，並承諾在2030年或之前，在營運及供應鏈達到淨零碳排放。我們亦是香港首間本地銀行承諾於2030年或之前實現以可再生能源滿足其電力需求，包括透過自行產生可再生能源及認購可再生能源證書。 ”



Rosewood Hong Kong

香港瑰麗酒店
ROSEWOOD
HONG KONG

“ Rosewood Hong Kong has ambitious goals in achieving long-term sustainable development. We have committed to participate in CLP's REC programme for six years in support of local green energy development, reducing carbon emissions, and promoting a lower carbon future in Hong Kong.

香港瑰麗酒店在可持續發展方面抱持遠大目標，承諾連續6年參加中電「可再生能源證書」計劃，支持發展本地綠色能源和減少碳排放量，推動香港邁向更低碳的未來。 ”



AirTrunk



“ AirTrunk and CLP have pioneered the first-of-its-kind renewable energy solution that will see AirTrunk source hourly RECs from CLP Power to provide renewable energy matching at its HKG1 data centre. It is the first solution linked to an identifiable renewable energy project in Hong Kong, and supports CLP's goal to use only clean energy in all its operations.

AirTrunk數據中心與中電推出首個與香港指定可再生能源發電項目掛鈎的「每小時可再生能源證書」，開創業界先河，滿足客戶需求同時兼顧可持續發展，進一步實現全天候使用潔淨能源的營運目標。 ”



UNIQLO HONG KONG, LIMITED



“ Sustainable development is an integral part of UNIQLO's business strategy. We aim to use 100% renewable energy in our stores and main offices by 2030. With the support of CLP's RECs, we can claim our environmental attributes, gradually moving towards becoming a zero-carbon business.

UNIQLO致力將可持續發展元素融入營運策略，目標於2030年在店舖和主要辦公室使用100%可再生能源。在中電「可再生能源證書」的協助下，UNIQLO申領相關環境權益，逐步邁向零碳營商。 ”



Tai Hing Catering Group 太興飲食集團



“ Rooted in Hong Kong for over 30 years, Tai Hing has always placed a strong emphasis on sustainable development. To this end, we installed solar power generation equipment and participated in CLP's REC programme with the aim to reduce our carbon footprint and create a better living environment for the community.

太興植根香港逾30年，非常重視可持續發展，為此安裝太陽能發電設備，並參與中電「可再生能源證書」計劃，致力減低碳排放，為香港締造更美好的生活環境。 ”



Hong Kong Air Cargo Terminals Limited 香港空運貨站有限公司



“ As part of our ongoing Green Terminal programme, Hactl is committed to reducing our carbon footprint. We are the largest purchaser of CLP's RECs in the airport community. Our long-term agreement provides us with an easy and highly effective way to support the generation and use of clean energy.

香港空運貨站有限公司致力減少碳足跡以貫徹「綠色貨站」方針。貨站與中電簽訂香港機場社區最大額的中電「可再生能源證書」長期協議，以便捷高效的方式支持潔淨能源的生產及應用。 ”

Learn More 了解更多



e-CNY: China's Leadership on Digital Currencies is an Opportunity for Hong Kong

The e-CNY is the world's most advanced Central Bank Digital Currency, and is setting the standards that others will have to follow, writes **David Liao**

China is a pioneer in the world of Central Bank Digital Currencies (CBDCs), but even with the e-CNY we are only starting to get glimpses of how profoundly it is going to change the financial landscape both within the mainland's borders and beyond.

The People's Bank of China (PBC) has been working on designing digital renminbi from scratch for almost a decade and the architecture it has settled on is likely to shape the decisions of the more than 100 other countries – including 19 of the G20 economies – that are considering their own Central Bank Digital Currencies.

This is partly because Beijing's pragmatic approach has come up with a solution that is working in real time, but also because many of the potential benefits of CBDCs will only derive seamless interaction with other central bank currencies. When it comes to facilitating trade, other markets see the benefits of following China's lead.

Designing a workable CBDC

The PBC had three aims when it set out to design the e-CNY: to create a state-backed form of digital cash at least in part to support financial inclusion; to "support fair competition, efficiency and safety of retail payment services;" and lastly,

to make cross-border payments more efficient.

CBDCs need to be secure, but scalable in terms of both customer base and transaction size; they need to preserve users' privacy, while allowing the authorities to take advantage of their clear advantages when it comes to fighting financial crime; and they need to be inter-operable with other CBDCs if they are to realise their full potential to create faster, cheaper and more secure settlements.

CBDCs have more in common with bank notes than with other digital tokens such as cryptocurrencies or stablecoins. Although they may use distributed ledger technology (DLT) to verify transactions – the e-CNY uses a system it calls "centralised DLT" – their value is backed by the full power of the state and does not diverge from the value of the national currency.

China's solution is a two-tier system. The PBC issues e-CNY and verifies transactions, but retail and wholesale customers either transact with each other directly through an app, or through commercial banks or payments services which provide exchange





數碼人民幣：中國引領全球數碼貨幣發展下的香港機遇

數碼人民幣是目前全球最先進的央行數碼貨幣，亦為其他央行數碼貨幣設定標準 廖宜建

and circulation services to the public. Crucially e-CNY deposits do not earn interest, and commercial banks must hold the e-CNY at a 100% reserve ratio to prevent over-issuance.

These measures ensure that commercial banks can still attract deposits and thus continue to fulfil their role of recycling savings into investment to drive economic growth. The PBC also holds details of intermediaries' client accounts so it can maintain system integrity in the case of a problem.

Retail e-CNY and privacy

At the retail level, the e-CNY mimics much of the functionality of physical cash – the app even works to transfer funds offline when two mobile devices are near each other – and from a user's perspective is almost indistinguishable from other forms of digital money, such as accounts held at banks or with payment services, except that it does not earn interest. In China's model, it also confers a level of anonymity. "The e-CNY follows the principle of 'anonymity for small value and traceable for high value,' and attaches great importance to protecting personal information and privacy," the PBC says.

Changchun Mu, the director-general of the Digital Currency Institute at the PBC, explained in a paper how the system of "managed anonymity" works. "The PBC only processes inter-institutional transaction information and does not hold personal information. ID anonymisation technology is used between e-CNY wallets and the personal information exchanged between all wallets is anonymous to counterparties and other commercial institutions."

For the lowest level of wallet, which has a transaction limit of RMB2,000 (US\$300), users only need to provide a telephone number, but as authorised transaction limits rise, the level of disclosure rises.

Although it is clear that users want a degree of anonymity, it is generally accepted – by the U.S. Federal Reserve and the European Central Bank among others – that a purely anonymous CBDC is neither feasible nor desirable. Central and commercial banks are on the front line in the fight against money laundering and terrorist financing and it would be irresponsible to open a new, instantaneous and highly liquid way of transferring funds with no checks on illegal activity, and in many ways the identification requirements of the

e-CNY are less burdensome than existing digital payment channels. The digital yuan is still in its early stages of development. It is only available in some parts of 17 provinces, although that includes the whole of Guangdong, Hebei, Sichuan and Jiangsu. The PBC released data earlier this year showing that e-CNY comprised roughly 0.13% of RMB10.47 trillion (US\$1.54 trillion) in circulation at the end of 2022.

China's digital payments ecosystem is currently dominated by Alipay and WeChat Pay, which accounted for 94% of third-party mobile payments in China in 2021, but we believe that as it is rolled out across the rest of

the economy it will reach critical mass and rapidly become a popular and viable alternative to other forms of cash and digital payments.

Looking forward: wholesale e-CNY

To date, most of China's e-CNY project has focused on retail payments, but the most far-reaching impact of digital renminbi and other CBDCs is likely to be felt in the wholesale space, particularly when it comes to trade and cross-border settlements.

The physical side of global trade has become immeasurably more efficient over the past half century:

from widespread containerisation to bigger ships to just-in-time delivery, cargo delivery has become cheaper, faster and more reliable.

The payments system that supports it has not evolved at the same pace. Smart contracts, for example, are starting to become commonplace, but they are grafted onto what is essentially 20th-century payments systems.

CBDCs have the potential to deliver a future of almost instantaneous, risk-free, low-cost settlements, with the buyer transferring funds directly into the seller's wallet in a digital transaction that is ultimately validated by the central bank.

使用書面僱傭合約

Using Written Employment Contract



問清問楚
Clarify Terms

睇清楚
Read Carefully

雙方同意
Mutually Agreed

合約副本
Copy of Contract

書面合約訂清楚
Clear Terms
of Employment Contract

僱傭雙方保障多
Protect Both
Employers and Employees



勞工處
Labour Department

But the most powerful impact of CBDCs is likely to be felt in cross-border payments by shortening the transaction chain, encouraging greater efficiency in the foreign exchange markets, and reducing counterparty risk. Since CBDCs are validated by central banks, there is huge potential to streamline international transactions, including through smart contracts, to make them faster, cheaper and more secure.

But to fulfil that potential there need to be standardised protocols that allow different CBDCs to speak to each other – what is known in the jargon as “inter-operability.”

Taking CBDCs international

The PBC is already exploring how the e-CNY might link with other CBDCs. It is a member of mBridge, a project run by the Bank for International Settlements along with the Hong Kong Monetary Authority, the Bank of Thailand, and the Central Bank of the United Arab Emirates.

The mBridge project, which piloted over 160 payment and foreign exchange transactions totalling US\$22 million across the network during a six-week trial in the third quarter of 2022, is a blockchain-enabled platform that supports real-time, peer-to-peer, foreign exchange transactions and cross-border payments using CBDCs.

Its key feature is a fully connected network of central banks to validate wholesale transactions on behalf of domestic commercial bank participants, making the payments system faster and cheaper by cutting out much of the correspondent bank infrastructure. CBDC infrastructure like mBridge has enormous potential: it reduces counter-party risk; it enables significantly faster transactions; and the technology also would bring currency into the digital age, empowering fintechs by lowering the barriers to entry, and opening the door to advances like the tokenisation of assets, enabling



Sino Group partnered with the internationally acclaimed British designer Paul Cocksedge to present Time Loop at the entrance of Yue Man Square as a gift to the Kwun Tong community.

Creating Better Lifescapes

Sino Group strives to fulfill its vision of Creating Better Lifescapes with a focus on three interconnected pillars – Green Living, Community Spirit and Innovative Design – shaping the cities we call home where people live, work and play.



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vital cost-saving techniques such as smart contracts to be fully exploited.

New opportunities for Hong Kong

For Hong Kong, the rollout of e-CNY will bring new opportunities as soon as the PBC gives the green light for cross-border operations.

Hong Kong is a natural nursery for fintechs looking to integrate Hong Kong's unique cross-border investment channels with digital technology; a conduit for the PBC's drive to use digital renminbi to make

"cross-border trade more efficient;" and potentially usher in a new phase of renminbi internationalisation, where the city already holds a dominant market position.

The HKMA is ensuring that we have the regulation needed to maintain our position at the leading edge of the revolution in digital finance and attract fintech innovators. China's lead in establishing a digital currency is our opportunity to establish a global first-mover advantage by developing new financial tools for the digital age.

For China's international trade customers wanting to take

advantage of the e-CNY's faster and cheaper settlement options, Hong Kong is a natural destination. Hong Kong is one of the world's most efficient financial centres and has unrivalled yuan liquidity with 60% of the world's offshore renminbi deposited here, and the government is committed to expand the renminbi product suite.

Accelerating renminbi internationalisation

Although the e-CNY project is not specifically designed to help the PBC's long-standing project to

Original Grant Patent System 原授專利制度

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

- Offers a direct filing route for seeking standard patent protection in Hong Kong
- Saves time for obtaining a standard patent in appropriate case
- Provides the convenience for securing a first filing date
- 為在香港尋求標準專利保護而提供一條直接提交申請的途徑
- 在適用的情況下節省獲取標準專利所需的時間
- 方便取得最先提交日期

For details, please visit
詳情請瀏覽網址



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internationalise renminbi, it will accelerate the process. The biggest brake on widespread adoption of RMB has been controls designed to prevent destabilising capital outflows.

e-CNY gives the PBC much more precise targeting of illegal capital flows. They can delay validation of suspicious transactions pending further investigation, or in extreme cases, deauthorise illegally exported currency.

The current blanket restrictions create bottlenecks and uncertainty: they could be relaxed for cross-border payments denominated in

e-CNY, perhaps in a smart contract that is coordinated with the State Administration of Foreign Exchange to guarantee legitimacy for the recipient.

This increase in convertibility combined with the growing pool of offshore renminbi, presents Hong Kong with the opportunity to become a clearing house for one of the world's most relevant trading currencies.

Conclusion

The e-CNY is the world's most advanced Central Bank Digital

Currency, and is setting the standards that others will have to follow. At the moment it is domestically focused, but the PBC has signalled clearly their ambition to expand it to the international sphere.

Hong Kong has a once-in-a-lifetime chance to grasp the opportunity presented by the development of the digital renminbi. The outline of how it will function internationally is starting to become clearer. We need to start preparing the digital infrastructure so we can hit the ground running as soon as it arrives here.



僱主守法 勞保買足免刑責
Obey the Law
Take out adequate Employees' Compensation Insurance cover

《僱員補償條例》規定，所有僱主，不論僱員全職或兼職（包括外籍或本地家庭傭工），合約期或工作時數的長短，必須投購足夠金額的僱員補償保險。若僱主不依法例投購僱員補償保險，可被檢控，一經定罪，最高可被判罰款十萬元及監禁兩年。
The Employees' Compensation Ordinance provides that all employers are required to take out adequate employees' compensation insurance cover for their employees, regardless of whether they are full-time or part-time (including foreign or local domestic helpers), their contract periods or length of working hours. An employer who fails to comply with the Ordinance to secure an insurance is liable to prosecution and, upon conviction, to a maximum fine of \$100,000 and imprisonment for two years.

僱員如懷疑僱主未有投購僱員補償保險，可向勞工處舉報，電話：
An employee who suspects that his/her employer has not taken out employees' compensation insurance could report to the Labour Department by phone:

2815 2200

 **勞工處**
Labour Department


<https://www.labour.gov.hk/tc/public/pdf/ecd/geci.pdf>


<https://www.labour.gov.hk/eng/public/pdf/ecd/geci.pdf>

近年全球多個國家發展央行數碼貨幣，中國可算是當中的先行者。數碼人民幣（e-CNY）在全球金融市場嶄露頭角，無論在境內外，都可能改變金融市場的生態。

中國人民銀行約十年前已經由零開始，着手設計數碼人民幣。這個大型項目足以影響全球超過 100 個國家對數碼貨幣的看法，例如二十國集團（G20）當中 19 個國家，都開始研究自家的央行數碼貨幣（CBDC）。

能夠獲得多國參考，部分原因是由於內地採用比較務實的方法，令央行數碼貨幣做到實時之餘，亦可以與其他央行數碼貨幣無縫地互動，便利貿易。

設計一種切實可行的央行數碼貨幣

中國人民銀行當年是按照三大目標出發：第一，推動普惠金融，創造一種由國家作為後盾的數碼現金；第二，支持零售支付服務的公平競爭、提升效率和安全度；第三，提高跨境支付的效率。

央行數碼貨幣需要安全、保障用家的私隱，亦需要龐大的客戶基礎和交易量，以達至規模效應；另一方面，要讓監管當局有效打擊金融罪案，必須兼容其他央行數碼貨幣，才可以發揮最大的效益，即快捷、低成本，以及穩妥地結算。

央行數碼貨幣有別於加密貨幣或穩定貨幣，反之，它與鈔票更相似。縱然央行數碼貨幣使用分布式分類賬技術（DLT），數碼人民幣涉及的技術稱為「集中 DLT」，獨特之處是央行數碼貨幣的價值百分百由國家支持，而且不會偏離國家貨幣的價值。

內地採用一個雙層的系統。中國人民銀行發行數碼人民幣並核實各項交易，而零售及企業客戶則由銀行或支付服務提供者提供的平台，或手機應用程式進行交易。

The HKMA is ensuring that we have the regulation needed to maintain our position at the leading edge of the revolution in digital finance and attract fintech innovators. **China's lead in establishing a digital currency is our opportunity to establish a global first-mover advantage by developing new financial tools for the digital age.**

內地在推出央行貨幣方面已走在全球最前線，香港享有先行者的優勢。香港金融管理局已積極確保，在數碼時代和吸引金融科技的背景下，相關規則能夠配合市場的需要，以鞏固香港國際金融中心的地位。

必須留意，數碼人民幣的存款並不會有利息，銀行持有數碼人民幣的準備金率必須是百分之百，以防止過度發行。這可以確保銀行仍有能力吸引存款，繼續發揮將存款轉化為投資、促進經濟增長的功能。在數碼人民幣的機制下，中國人民銀行亦可以知道中介機構的客戶資料，確保金融體系的完整性。

零售數碼人民幣與私隱

在零售的層面，數碼人民幣的功能與實體現金相似。當用戶把兩部手機放在一起，就算沒有開啟相關的手機應用程式都可以進行轉賬，但就難以分辨那些錢是來自銀行或支付平台。參考內地的模式，是要做到這種匿名的效果，正如中國人民銀行之前提及，數碼人民幣的原則是，金額較小的交易就匿名，而大額交易就可以有追溯的能力，這對於保障個人資料和私隱相當重要。

中國人民銀行數字貨幣研究所所長穆長春曾就這套系統如何做到匿名的效果撰文。他提到，中國人民銀行只會處理機構之間的交易資料，而不會存有個人資料。個人身份匿名的技術用於數碼人民幣錢包，用戶透過電子錢包交易時，交易對手及商業機構都無法知道相關的個人資料。

錢包限額 2,000 人民幣（約 300 美元）以內的用戶，只需要提供電話號碼，假如用戶要提高授權金額上限，便需要同時提高個人資料披露的水平。

央行當然明白用戶想要一定程度的匿名，但無論美國聯邦儲備局和歐洲中央銀行等央行都知道，要做到完全匿名並不可行，也不是大家追求的目標。央行和銀行積極打擊洗黑錢及其他金融罪案，在這基礎上，假如發明一種全新、實時、流動性高的交易方式，無法核實非法的交易，未免太不負責任。與現有的數碼支付管道相比，數碼人民幣在核實交易等多方面都更便捷。

數碼人民幣仍處於發展初期，在全國 17 個省份使用，包括廣東、河北、四川及江蘇。根據中國人民銀行的資料，截至去年底，全國流通約 10.47 萬億人民幣（約 1.54 萬億美元）當中，數碼人民幣的分額僅 0.13%。

目前內地數碼支付的生態圈主要由支付寶和微訊支付組成，兩者於 2021 年全國第三方手機支付的分額達 94%。不過，我們相信，隨着數碼人民幣在全國推出，可以快速達到規模效應，是現金或其他電子支付的另一選擇。

展望將來：批發層面的數碼人民幣

至今，數碼人民幣的應用主要集中於零售支付方面。然而，跟其他央行數碼貨幣一樣，數碼人民幣最深遠的影響，畢竟是在批發的層面，尤其是涉及貿易和跨境支付方面。

過去大半世紀，實體的環球貿易已發展至相當有效率：由廣泛利用遠洋船運，到準時送達服務，集裝箱運輸的成本已相當低廉，所需的時間縮短了不少，亦更可靠。

然而，貨運支付系統的發展步伐還未追上，例如近日開始普及的智慧合約，本身是根據二十世紀支付系統的技術演變出來。

央行數碼貨幣有潛力發展成為快捷、無風險、低成本結算的選擇，進行最終經由央行核實的數碼交易時，買方可以將錢直接轉賬到賣方的錢包。

其實，央行數碼貨幣的出現，對市場發揮最大的作用，是其進行跨境支付時，可以縮短交易鏈、提高外匯市場的效率，以及減低交易對手風險。由於央行數碼貨幣會由中央銀行核實，在理順國際交易方面有很大發展空間，包括透過智慧合約，加快交易的速度、降低成本及增加安全性。

但要善用上述的優勢，前提是需要有標準化的規則，相等於各國央行數碼

貨幣的共同語言，讓它們能夠互相「溝通」，行業稱為互相操作的能力。

央行數碼貨幣邁向國際

中國人民銀行一直研究，如何將數碼人民幣與其他央行數碼貨幣連起來。中國人民銀行聯同國際結算銀行、香港金融管理局、泰國中央銀行，以及阿拉伯聯合酋長國中央銀行合作央行數碼貨幣項目 mBridge 平台。

mBridge 是一個由區塊鏈組成的平台，支援央行數碼貨幣進行實時、點對點、外匯交易和跨境支付，去年第三季完成為期六星期測試，完成超過 160 宗支付及外匯交易，總額達 2,200 萬美元。

這個平台的主要特色是創造一個央行網絡，由央行代表各本地銀行參與者，核實企業或機構的交易，透過減省相關的銀行基建，令支付更快、成本更低。

類似 mBridge 的金融基建有相當大的發展空間，包括在減低交易對手風險、提升交易速度等方面，而這項大型基建涉及的技術亦把貨幣帶進數碼時代，可望降低金融科技的門檻，讓其他數碼資產，例如代幣、智慧合約等技術進一步發揮。

香港的新機遇

若中國人民銀行能夠將數碼人民幣的使用範圍擴至跨境交易，是香港的一大喜訊。

中國人民銀行推動數碼人民幣，間接提升跨境貿易的效率。香港作為全球最大離岸人民幣中心，一向是離岸人民幣產品的「試驗田」，可以將央行數碼貨幣這種新穎的數碼資產，融入香港的跨境投資管道，將人民幣國際化帶到另一層次。

內地在推出央行貨幣方面已走在全球最前線，香港享有先行者的優勢。香

港金融管理局已積極確保，在數碼時代和吸引金融科技的背景下，相關規則能夠配合市場的需要，以鞏固香港國際金融中心的地位。

內地的國際貿易客戶希望分享數碼人民幣帶來的好處，利用香港為門戶就最適合不過。作為全球領先國際金融中心，香港擁有全球約六成的離岸人民幣存款，特區政府多年來亦不斷強調，發展更多人民幣產品的決心。

加快人民幣國際化

就算數碼人民幣本身並非針對人民幣國際化，但其出現的確能夠加快這個過程。它最大的功能是當人民幣被廣泛使用，同時可以防止資本不受控地外流。

數碼人民幣讓中國人民銀行更精準地應對非法資本流動的問題，可以拖慢可疑交易的時間，從而有更多時間進行所需的調查，或在極端情況下，禁止非法貨幣流出。

目前市場的操作出現瓶頸，亦有不少不確定性。日後轉用數碼人民幣後，相信可以適度放寬跨境人民幣結算的相關規則，透過使用由國家外匯管理局協調的智能合約，確保收款方的合法性。

人民幣已成為全球貿易最重要的貨幣之一，隨着境外人民幣資金池擴大，加上人民幣匯率彈性增加，香港在結算方面有龐大的機遇。

總結

數碼人民幣是目前全球最先進的央行數碼貨幣，亦為其他央行數碼貨幣設定標準。雖然現階段主要集中於國內，但中國人民銀行已明確表明，希望擴至國際使用。

香港應該抓住數碼人民幣發展這個千載難逢的機會。央行數碼貨幣在國際的應用已漸漸清晰，我們必須作好準備，迎接機遇。



Hong Kong General Chamber of Commerce
香港總商會1861

產地來源證

全港最多簽發量

Certificates of Origin

Issuing the most COs
in Hong Kong

專業商貿文件認證服務 Professional Trade & Business Certification Services

代辦領事認證

一站式完成商會加簽
及領事認證

Consulate Endorsement Facilitation

One-stop-shop services



商事證明

提高商貿文件的認受性

Certification of Documents

The key to document
credibility & legitimacy



金鐘•尖沙咀•旺角•觀塘•荃灣

Admiralty • Tsim Sha Tsui • Mong Kok • Kwun Tong • Tsuen Wan

Debate
Hall

Lounge



實名企業認證

提升企業聲譽

Certificate of Business Identity

Enhance business
reputation



暫准進口證

免關稅臨時進口至78個國家或地區

ATA Carnet

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

進出口報關

紙張轉換電子服務

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The Learning Game



Educational services provider hopes to make learning more engaging and improve young people's critical thinking

With the widespread popularity of video games continuing to grow, parents have become increasingly concerned about the effects of video games on their children's development. However, some studies have found that video games may actually facilitate learning by providing interactive forms of education that engage students.

Cicero Group, a video game curriculum developer founded in 2019, aims to provide innovative and effective English writing courses which incorporate the use of video games into academic study.

"Hong Kong's education policy mainly focuses on

standardized examinations, and is result-oriented.

Yet, in this fast-changing world, it is also important for young people to be equipped with soft skills, such as communication, collaboration, adaptability and critical thinking, etc.," said Simon John Engerer, Founder and Director of Cicero Group.

"We are dedicated to providing diverse, rich programmes that are designed to enhance students' social understanding, as well as to develop their critical thinking and analytical awareness."

To further inspire students, the company also organizes an annual competition called "From Player to Page" (visit

fromplayertopage.com for more details).

"Every great video game comes with an amazing story that can engage and inspire its audience. We hope to bring together video game enthusiasts and budding writers to compose works that are written for video games," Engerer said.

In the first year of the competition, a finalist said that she was delighted to get the chance to review a simple narrative that had helped her through a very difficult and emotional time in her life.

But she isn't the only one. With the number of teens using games as a way to meet friends and socialize increasing, being able to

share such experiences in the real world is becoming increasingly important. "Experiences like that of Emma remind us of how life-changing video games can be," he added.

Looking ahead, Cicero Group hopes to bring their courses to schools in Hong Kong. However, in addition to parents, many educators may also have questions about the suitability, applicability and implementation of a video game-inspired curriculum.





寓教於樂

教育服務供應商致力推廣着重互動交流的學習模式，訓練青年的批判思維

"We are currently introducing our English writing courses as extracurricular activities. Working with more educators and administrators, we can show how the connectivity and class engagement made possible through video games can be harnessed to benefit learning in the classroom," he said.

By utilizing video games, Engerer believes learning can definitely be a more immersive and stimulating experience. "We also hope to introduce our vision and approaches to the community. That's the main reason why we joined HKGCC, which offers an excellent platform for us to meet various business professionals," he concluded.

電子遊戲愈來愈受歡迎，令家長日益擔憂其對子女發展的影響。不過有研究顯示，透過電子遊戲進行互動式教學，或有助促進學生參與課堂，提升學習成效。

電子遊戲課程開發商 Cicero Group 於 2019 年成立，旨在將電子遊戲元素融入教學，從而提供創新、有效的英語寫作課程。

Cicero Group 創辦人及董事 Simon John Engerer 表示：「香港的教育政策主要着眼於標準化的考試，並以結果為目標。然而，現今世界瞬息萬變，年輕人亦要具備溝通、協作、應變能力和批判思維等軟技能。」

他說：「我們致力提供多元豐富的課程，協助學生提升社交認知能力，以及培養批判思維和分析能力。」

為進一步啟發學生的創意，該公司每年舉辦「From Player to Page」比賽（詳情可瀏覽

fromplayertopage.com）。

「每個出色的電子遊戲都有一個精彩的故事，藉此觸動和啟迪玩家。我們盼能促成電子遊戲愛好者和新進作家攜手合作，創作出專為電子遊戲而設的作品。」Engerer 說。

首屆比賽的一位入圍參加者表示，她很高興有機會重新創作一個曾經陪伴她走過人生低谷的故事。

隨着愈來愈多青少年以遊戲作為交友和社交方式，能夠在現實世界中分享這些經驗十分重要。Engerer 解釋：「像 Emma 這樣的經驗讓我們領悟到電子遊戲能為生活帶來改變。」

展望未來，Cicero Group 冀在

香港的學校引入該公司設計的課程。然而，除了面對家長的顧慮，許多教育工作者亦對電子遊戲導向課程的適切性、應用和實踐方式存在疑問。

「我們現正以課外活動的形式引入自家英語寫作課程，透過與更多教育工作者和行政人員合作，我們可以展示電子遊戲能促進互動交流和投入參與，有利課堂學習。」他說。

Engerer 認為，應用電子遊戲能締造更深入及富啟發性的學習體驗。他總結道：「我們希望在社區推廣公司願景和方針，這是我們加入總商會的最大原因。總商會提供絕佳平台，讓我們與各行各業的專業人士切磋交流。」

Company 公司名稱: **Cicero Group Ltd**
HKGCC Membership No. 總商會會員編號: HKC1382
Established 創辦年份: 2019
Website 網站: www.cicero.com.hk

Filling the Talent Void 填補人才缺口

Hong Kong's manpower shortage helps new recruitment company thrive amidst the very challenging environment
香港面對人力短缺問題，促使新進招聘公司在充滿挑戰的環境中茁壯成長

Despite many companies putting a freeze on hiring during the beginning of the pandemic, Arthur Yuen believed that out of difficulty comes opportunities, which is why he decided to establish AY Talent Solutions during the height of the pandemic in 2021. His goal was clear: to help Hong Kong companies hire the talent they needed.

The company quickly established a proven track record for placing talent in a wide range of sectors, including retail, food and beverage, accounting and finance, e-commerce, information technology, logistics, healthcare and veterinary care, among others.

"There were various challenges for businesses brought about by the social unrest and Covid-19, and an obvious one was the loss of talent. Many companies turned to contract staff or secondment to fill the void instead of permanent positions. This change in hiring strategy brought new opportunities for us," said Yuen, who is Managing Director of AY Talent Solutions. "We have a well-established talent network to resolve a diverse array of hiring challenges. From blue-collar workers to the C-suite, we are always committed to placing capable talent at all corporate levels."

With its core value "GRIPS" – growth, reliability, integrity, passion and simplicity – the company makes

every effort to deliver on its promises and cultivate talent together with their clients. "We strive to deliver an exceptional staffing and employment experience for our clients and candidates," he explained.

Yuen believes that specialization is essential to compete in today's competitive and evolving employment marketplace. "After understanding our clients' needs and expectations, we conduct research and several rounds of screening and interviews with candidates to select the best fit for the

positions. We also provide advice to both employers and candidates to ensure employees' success and longevity in their new venture," Yuen explained.

Looking to the future, the company plans to expand its business into the Greater Bay Area. "The Chamber provides a great platform for us to make new business contacts and networking opportunities. By joining the events and training programmes, we hope to expand our business circle, as well as increase our visibility in the community," Yuen concluded.

"We provide advice to both employers and candidates to ensure employees' success and longevity in their new venture."

– Arthur Yuen,
Managing Director of
AY Talent Solutions





許多企業在疫情爆發初期暫停增聘員工，但袁海熙深信有危自有機，遂於 2021 年的疫情高峰期成立 AY Talent Solutions，目的是協助港企招聘人才。

該公司在短時間內屢創佳績，成功為各行各業招攬人才，包括零售、餐飲、會計及金融、電子商貿、資訊科技、物流、醫療及獸醫護理等。

AY Talent Solutions 董事總經理袁海熙表示：「社會動盪和疫情為企業帶來種種挑戰，人才流失便是其中之一。不少企業改變招聘策略，以合約員工或借調人員填補懸空的常額職位，為我們帶來新機遇。」他又說：「我們擁有完善的人才網絡，能應對各式各樣的招聘挑戰。我們致力為不同職級物色合適的人才，從藍領工人到高管人員，都能一一網羅。」

**「我們為僱主和求職者提供建議，
確保員工在新職位發揮所長，成就
長遠事業。」**

——**袁海熙**
AY Talent Solutions 董事總經理

該公司積極實踐「GRIPS」——增長、可靠、誠信、熱誠和精簡的核心理念，並與客戶共同培育人才。他解釋：「我們致力為客戶和求職者提供卓越的招聘和就業體驗。」

袁海熙認為，現今就業市場競爭激烈、瞬息萬變，發展專長是維持競爭力的關鍵。他指出：「我們會先

了解客戶的需求和期望，然後作出研究，並與求職者進行多輪篩選和面試，務求為職位物色最佳人選。我們亦會為僱主和求職者提供建議，確保員工在新職位發揮所長，成就長遠事業。」

展望未來，該公司計劃拓展大灣區市場。袁海熙總結道：「總商會為我們提供了良好平台和聯誼機會，有助建立新業務聯繫。我們希望透過參與活動和培訓課程，擴闊商業網絡，並增加我們在商界的曝光率。」

Company 公司名稱: **AY Talent Solutions Ltd**
HKGCC Membership No. 總商會會員編號: HKA0966
Established 創辦年份: 2021
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China Committee 中國委員會

Latest Developments in Futian and HTCZ 福田區和河套合作區的最新發展



Ouyang Huiyu, Deputy District Mayor of Futian District People's Government, who is also Director of the Construction and Development Affairs Office of Hetao Shenzhen-Hong Kong Science and Technology Innovation Cooperation Zone (HTCZ), accompanied by Zhu Junwei, Deputy Executive Director of HTCZ, visited the Chamber on 1 February, where they were welcomed by GBA Working Group Convenor Petrina Tam and members. Ouyang introduced the latest developments in Futian and HTCZ. The zone, which straddles the boundary between Hong Kong and Shenzhen, will focus on the development of advanced and finance technologies.

深圳市福田區人民政府副區長兼河套深港科技創新合作區建設發展事務署署長歐陽繪宇聯同常務副署長朱俊煒於2月1日到訪總商會，介紹福田區和河套深港科技創新合作區的最新發展，由大灣區工作小組召集人譚唐毓麗及多位會員接待。合作區橫跨深港兩地，將集中發展先進和金融科技。

Reinforcing Shenzhen-Hong Kong Cooperation 加強深港合作

Qin Jingteng, Vice Chairman of Shenzhen Federation of Industry & Commerce (Shenzhen General Chamber of Commerce), led a delegation to visit the Chamber on 3 February, where they were welcomed by Chamber Deputy Chairman Agnes Chan, China Committee Vice Chairman Edmond Yew and members. Qin pointed out that currently there were over 40,000 Hong Kong enterprises in Shenzhen, which have contributed significantly to the city's growth over the past 30 years. They hoped that Hong Kong businesses would continue to invest in Shenzhen to support the development.

深圳市工商聯黨組成員、專職副主席覃敬騰率領代表團於2月3日到訪總商會，由常務副主席陳瑞娟、中國委員會副主席姚逸明及多位會員接待。覃敬騰表示，目前深圳有超過四萬家港資企業，對該市過去30年的發展貢獻良多，希望港企繼續投資深圳，攜手推動當地發展。



Mission to Nansha 南沙考察團

Edmond Yew, Vice Chairman of the China Committee, represented the Chamber at a spring dinner hosted by the Federation of Hong Kong Shenzhen Associates on 3 February.

中國委員會副主席姚逸明於2月3日代表總商會出席香港深圳社團總會癸卯年新春團拜暨深港投資促進交流會。



China Committee Chairman Eric Fok and GBA Working Group Convenor Petrina Tam were invited to join a delegation to Nansha, led by CY Leung, Vice Chairman of the National Committee of the Chinese People's Political Consultative Conference, on 6 and 7 February. It was the first delegation to the Mainland from Hong Kong since the borders reopened.

全國政協副主席梁振英於2月6至7日率團考察廣州南沙，中國委員會主席霍啟山及大灣區工作小組召集人譚唐毓麗應邀參與。此行為中港兩地恢復通關後首個訪問內地的香港考察團。

Members participated in the Hubei-Hong Kong Economic and Trade Cooperation Promotion Conference organized by the Department of Commerce of Hubei Province on 7 February. The conference focused on key industries, which included modern service industries, finance, culture and tourism, and airport logistics.

多名會員於2月7日參加由湖北省商務廳舉辦的鄂港經貿合作推介會。是次活動集中介紹現代服務業、金融、文化及旅遊和空運等重點產業。

A number of China Committee members attended the Guangdong Investment Trade Policy Conference on 8 February. At the seminar, Zhang Jinsong, Director General of the Department of Commerce of Guangdong Province, briefed Hong Kong enterprises on its latest investment policies.

多名會員於2月8日參與廣東省投資貿易宣講會，廣東省商務廳廳長張勁松於會上向港企講解當地的最新投資政策。

China Committee Vice Chairman Edmond Yew participated in Nanjing's conference for Hong Kong & Macao on 8 February titled "High Quality Development & Further Opening Up of the Services Sector." The event was hosted by the CPC Nanjing Municipal Committee and Nanjing Municipal People's Government.

Chen Zhichang, Mayor of Nanjing Municipal People's Government, speaking at the conference, highlighted that Hong Kong had become the largest source of investment in Nanjing and also operated the largest logistics base.

中國委員會副主席姚逸明於2月8日出席由中共南京市委及南京市人民政府主辦的南京市高質量發展暨服務業擴大開放（港澳）推介會。

會上，市長陳之常指出香港已成為南京最大的投資來源地和物流基地營運商。

Deepening Cooperation with Nansha 與南沙深化合作

Ruan Xiaohong, a member of CPC Nansha District Committee, led a delegation to the Chamber on 10 February, where they were welcomed by General Committee Member & China Committee Chairman Eric Fok.

Ruan introduced Nansha's plan to deepen cooperation with other GBA cities, including Guangdong, Hong Kong, and Macao. The plan, which was launched in June last year, focuses on five key areas of development: innovation and technology; youth innovation and entrepreneurship; quality investment; regulations and connectivity; and high-quality urban development.

Fok said that the Chamber would continue to serve as a connector between Hong Kong and Nansha enterprises, as well as be the facilitator to help youths seize opportunities in the GBA.

Both parties also discussed plans for the Chamber to visit Nansha in March. The mission will be our first trip to the GBA since the pandemic. Members will have the opportunity to experience how Nansha has transformed itself over the past few years.

南沙區委常委阮曉紅於2月10日率團到訪總商會，由理事及中國委員會主席霍啟山接待。

阮曉紅表示，南沙於去年6月推出與粵港澳等其他大灣區城市深化合作的計劃，集中發展五大領域：科技創新產業合作、青年創新創業合作、高水平對外開放、規則銜接對接，以及高質量城市發展。

霍啟山指出，總商會將繼續擔當香港與南沙企業的橋樑，並鼓勵本港青年把握大灣區機遇。

雙方亦討論總商會於3月舉辦南沙考察團的計劃。此行將是本會自疫情爆發以來舉辦的首個大灣區考察團，讓會員親身體驗南沙在過去數年的蛻變。



You Ying, General Director, Department of Commerce of Jiangxi Province, led a delegation to the Chamber on 13 February to promote Jiangxi. China Committee Vice Chairman SH Chan welcomed the visitors who explained that despite being seriously hit by Covid last year, its GDP nonetheless grew by 4.7%. The province has been strengthening economic cooperation with cities in the GBA in recent years, and Hong Kong remains the largest source of foreign direct investment in Jiangxi.

江西省商務廳廳長猶瑋一行於2月13日到訪總商會，介紹江西省的最新發展，由中國委員會副主席陳紹雄接待。儘管去年疫情嚴峻，江西省仍然錄得4.7%的經濟增長。近年該省積極與大灣區城市加強經濟合作，而香港繼續是江西最大的外來投資來源地。



Eric Fok, General Committee Member and Chairman of the China Committee, attended the 2023 Guangzhou Hong Kong Spring Dinner, which was organized by Guangzhou Municipal People's Government, on 13 February. Over 300 representatives from regional governments and organizations attended the event.

理事及中國委員會主席霍啟山於2月13日代表總商會出席廣州市人民政府穗港新春交流會。是次活動共有300多名地方政府和機構代表赴會。

The Chamber's Deputy Chairman Agnes Chan and members attended Hainan's Free Trade Port promotion conference titled "New Era, New Opening Up, New Business Opportunities" on 15 February. The event, organized by the Hainan Provincial Bureau of International Economic Development, promoted investment opportunities in key industries operating in the Hainan Free Trade Port.

In the afternoon, Chan, together with five major local chambers leaders, met with the Secretary of the CPC Hainan Provincial Committee Shen Xiaoming, and shared her suggestions for enhancing exchanges and cooperation between Hong Kong and Hainan.



總商會常務副主席陳瑞娟及多位會員於2月15日出席海南自由貿易港香港專場推介會。是次活動由海南國際經濟發展局主辦，主題為「新時代 新開放 新商機」，推廣海南自貿港重點產業的投資機遇。

同日下午，陳瑞娟與海南省委書記沈曉明及當地五大商會領導會面，就深化瓊港交流合作分享意見。



China Committee Chairman Eric Fok, Vice Chairman Edmond Yew, and GBA Working Group Convenor Petrina Tam attended the GBA Trade Cooperation Seminar and Dinner on 15 February. The events were organized by CCPIT to inform participants about the latest economic and trade policies relating to GBA cities.

中國委員會主席霍啟山、副主席姚逸明及大灣區工作小組召集人譚唐毓麗於2月15日出席由中國貿促會主辦的粵港澳貿促合作交流會暨晚宴，了解大灣區城市的最新經貿政策。

SH Chan, Vice Chairman of the China Committee, welcomed a delegation to the Chamber on 16 February, which is led by Yang Yong, President of the China Council for the Promotion of International Trade (CCPIT). Yang said that CCPIT strived to promote all-round cooperation and exchanges in these changing times. Chan said he believed that CCPIT and the Chamber could work together to help members connect with companies in the GBA to develop business and cooperation.



廣州貿促會主任楊勇一行於2月16日到訪總商會，由中國委員會副主席陳紹雄接待。楊勇表示，面對環境不斷轉變，貿促會致力促進全方位合作交流。陳紹雄認為貿促會與總商會能合力協助會員與大灣區企業對接，從而拓展業務及展開合作。



Wang Mingfu, Director General of Haikou Commerce Bureau, visited the Chamber on 16 February, and was welcomed by SH Chan, China Committee Vice Chairman and members, to discuss how to deepen cooperation and a possible visit to Haikou.

海口市商務局黨組書記及局長王明夫於2月16日率團到訪總商會，由中國委員會副主席陳紹雄和多位會員接待，雙方討論如何加強合作，並探討前往海口考察的可能性。

Shenzhen Longgang Business Environment Promotion Seminar 深圳龍崗營商環境推介交流會

Zhang Li Wei, Secretary of District Party Committee of Longgang District in Shenzhen, led a delegation to Hong Kong and officiated at the Shenzhen Longgang Business Environment Promotion Seminar on 16 February. Petrina Tam, Convenor of the Chamber's GBA Working Group, represented the Chamber to give a speech at the seminar. She said that the Chamber led a 40-member delegation to Longgang four years ago, and the visit was a real eye-opening experience. She added that she was looking forward to seeing how Longgang has changed since the last visit.

Zhang briefed participants about the latest developments in Longgang, and he hoped to gain a better understanding of Hong Kong entrepreneurs' needs to help them do business in the district.



龍崗區委區書記張禮衛於2月16日率團來港，並主持深圳龍崗營商環境推介交流會。大灣區工作小組召集人譚唐毓麗代表總商會致辭時，指出總商會曾於四年前組織40人代表團赴龍崗考察，眼界大開，因此十分期待了解當地近年的蛻變與進步。

會上，張禮衛介紹龍崗的最新發展，並表示希望深入了解香港企業家的需求，以協助他們在當地營商。

Fan Defan, Head of Luohu District, introduced the new development plan for the area at the Shenzhen (Luohu) Investment Seminar on 17 February, and later officiated at a signing ceremony for new projects.

In the afternoon, Eric Fok, General Committee Member & Chairman of the China Committee, received a delegation led by Xue Jiang, the Head of the District's Culture, Radio, Television, Tourism and Sports Bureau. Both parties discussed potential cooperation in sports and cultural tourism, as well as technological innovation and business services.

羅湖區區長范德繁出席2月17日的深圳（羅湖）香港投資合作交流會，介紹該區的最新發展規劃，其後亦主持項目簽約儀式。

同日下午，理事兼中國委員會主席霍啟山與羅湖區文化廣電旅遊體育局局長薛江一行會面，雙方討論在體育及文化旅遊、科技創新和商業服務領域的潛在合作機會。



Petrina Tam, GBA Working Group Convenor, delivered a speech on 22 February at the Investment in Tianjin for Key Entrepreneurs Conference, which was hosted by Zhu Peng, Vice Mayor of the Tianjin Municipal People's Government. She said that the Chamber would continue to be a connector and actively promote business cooperation between Tianjin and Hong Kong, as well as assist Tianjin enterprises in entering international markets.

天津市人民政府於2月22日舉辦重點企業家投資天津座談會，由天津市副市長朱鵬主持。大灣區工作小組召集人譚唐毓麗於會上致辭時表示，總商會將繼續擔當聯繫人角色，積極推動津港兩地商業合作，以及協助天津企業進軍國際市場。



China Committee Vice Chairman Edmond Yew represented the Chamber at the “21st High-Level Roundtable Meeting among Key Chambers of Commerce in Guangdong, Hong Kong and Macao,” which took place in Macao on 23 February. In his speech at the event, Yew shared his suggestions on growing cooperation within the GBA in the post-pandemic era.

中國委員會副主席姚逸明於2月23日代表總商會出席在澳門舉行的第二十一次粵港澳主要商會高層圓桌會議，就大灣區各城市於後疫情時代加強合作分享建議。



Welcoming Mainland Delegations 歡迎內地代表團

With the borders reopened, organizations from various Mainland provinces and cities have been visiting Hong Kong to introduce their latest business and investment policies. Chamber Assistant Director of China Affairs & Projects Wendy Lo received delegates and discussed opportunities for collaboration with: Yan Wanting, Director of Zhuhai Investment Promotion Department in Shenzhen; Donald Choi, Director of Hezhou New Area Investment Promotion Center; Jerry Wang, CEO of Hainan Free Trade Port Fullsling Internet Industrial Park; and Liz Li, Talent Activities Department Manager of Shenzhen Qianhai International Talent Service Center Co Ltd.

隨着中港兩地恢復通關，各省市機構紛紛來港介紹最近商業及投資政策。總商會中國事務及項目副總監盧慧賢先後接待珠海市招商署駐深圳招商部部長顏婉婷、鶴洲新區投資促進中心一級主任科員蔡篤敬、海南自貿港復興城互聯網信息產業園總裁王喜歡，以及前海國際人才服務中心人才活動部經理李舒婷，並商討合作機會。



總商會《財政預算案》建議為提振經濟籌謀

總商會於1月19日就財政司司長新一份《財政預算案》提呈建議，促請香港特區政府應對迫切議題、提振經濟，以及維持香港作為亞洲領先金融中心的競爭優勢。

總商會常務副主席陳瑞娟和總裁梁兆基於2月2日主持記者會，概述建議書的重點。儘管香港已取消大部分防疫措施，旅遊活動亦恢復正常，但本地經濟應要一段時間才能漸見起色，回復到疫情前水平。因此，總商會建議政府推出多項短期紓困措施，包括繼續提供租金／差餉寬減，惟措施應更有針對性地幫助自住單位業主、提供補貼抵銷能源成本上漲，以及延長「還息不還本」計劃和「中小企融資擔保計劃」等。為加強市民信心和刺激經濟，我們提倡向每名合資格市民發放不少於5,000港元的新一輪電子消費券。

HKGCC's Budget Proposals to Revive Economy

The Chamber submitted its proposals to the HKSAR Government on 19 January for the Financial Secretary's Budget to tackle pressing issues, stimulate the economy and maintain Hong Kong's edge as Asia's leading financial hub.

Chamber Deputy Chairman Agnes Chan and CEO George Leung outlined the recommendations at a press conference on 2 February. Although Covid restrictions have been axed and travel normalized, it will take some time for the economy to feel the benefits and recover to pre-pandemic levels. Therefore, the Chamber proposed several short-term relief measures, including continuing to provide rent/rate rebates, although measures should be more targeted to assist owner-occupiers, introducing subsidies to defray higher energy costs, and extending the Principal Payment Holiday Scheme and the SME Financing Guarantee Scheme. To raise public confidence and stimulate the economy, we proposed issuing another round of electronic consumption vouchers of not less than HK\$5,000 for each eligible recipient.

Americas Committee

美洲委員會

Mexico as a Key Nearshoring Destination 墨西哥作為近岸生產的主要基地

Mariana Campero, Senior VP International for De la Calle, Madrazo, Mancera (CMM), a Mexican consultancy firm that helps companies do business and invest in the country, called on the Chamber on 6 February. The Chamber's Americas Committee Chairman Evaristo Trevino Berlanga, Vice Chairman Mark Michelson and Bradley Harker, Senior Commercial Officer at the U.S. Consulate General, welcomed Campero and discussed Mexico's growing importance as a key nearshoring destination.

She said Mexico has a lot of added value to offer in terms of competitiveness, strategic advantages and incentives. Since Mexico started promoting special economic zones five to six years ago, around 50% of the companies operating in the zones are now Chinese investors. Nearshoring has become a growing trend as Chinese and international companies move production closer to customers to limit their vulnerability to shipping problems and geopolitical tensions, as well as also sidestep U.S. tariffs.



墨西哥營商投資諮詢服務公司 De la Calle, Madrazo, Mancera 國際業務高級副總裁 Mariana Campero 於2月6日到訪，由總商會美洲委員會主席 Evaristo Trevino Berlanga、副主席麥高誠及美國總領事館高級商務參贊韓博韜接待。雙方討論墨西哥作為近岸生產基地的角色日益重要。

Campero 表示，墨西哥不論在競爭力、戰略優勢抑或優惠措施方面都具有龐大的增值潛力。該國自五至六年前開始推廣經濟特區以來，如今區內約五成企業皆為華資公司。隨着中國和國際企業將生產線遷往更接近客戶的地區，以減低航運和地緣政治風險及避開美國關稅，近岸生產漸成趨勢。



The Good Citizen Award Turns 50 好市民獎50周年

The Good Citizen Award celebrated its 50th anniversary at a presentation ceremony on 26 February. The Chamber has been supporting the awards with donations from members since it first started back in 1973. So it was great to see Dr Elizabeth Wang Ming-chun, one of the guests of the first GCA Presentation Ceremony, attending the ceremony with Chamber Chairman Betty Yuen and movie legend Donnie Yen. We will have a full report on the award in the April *Bulletin*.

「好市民獎 2022 暨 50 周年頒獎典禮」於 2 月 26 日舉行。好市民獎勵計劃自 1973 年成立以來，一直由總商會全力贊助，實有賴會員的熱心捐助。我們很高興邀得首屆好市民頒獎典禮的嘉賓之一——著名藝人汪明荃博士為今次的活動主禮，與總商會主席阮蘇少涓及國際影星甄子丹一同歡賀誌慶。《工商月刊》4 月號將詳細報導是次頒獎典禮。

Asia & Africa Committee 亞洲及非洲委員會



Understanding Investment Opportunities in Seoul 發掘首爾投資機遇

Regina Kwon and Hong Seok Choi from Invest Seoul's Investment Strategy Team met with Asia & Africa Committee Chairman Jonathan Lamport and Chamber secretariat on 16 February to explore possible collaboration.

Kwon and Choi introduced the work of Invest Seoul and said the government-backed body was offering attractive tax exemptions for investors going into Seoul. Their team will visit Hong Kong later in the year to meet with potential investors and assist them in their ventures. Both sides agreed to work closely together by organizing events to help members get to know the opportunities in the region.

Invest Seoul 投資策略部代表 Regina Kwon 及 Hong Seok Choi 於 2 月 16 日與亞洲及非洲委員會主席林偉全及總商會秘書處會面，探討合作機遇。

Kwon 和 Choi 介紹 Invest Seoul 的工作，並表示該機構獲政府支持，為進軍首爾的投資者提供具吸引力的稅務豁免優惠。團隊將於今年稍後到訪香港，與潛在投資者會面及提供支援。雙方同意保持緊密合作，並計劃舉辦活動，協助會員了解區內機遇。

COMMITTEE CHAIRMEN 委員會主席



Americas Committee
美洲委員會
Mr. Evaristo Trevino Berlanga



Asia & Africa Committee
亞洲及非洲委員會
Mr Jonathan Lamport
林偉全先生



China Committee
中國委員會
Mr Eric Fok
霍啟山先生



HKCSI – Executive Committee
香港服務業聯盟 — 執行委員會
Mr James Tong
唐偉邦先生



Digital, Information & Telecommunications Committee
數碼、資訊及電訊委員會
Ms Elsa Wong
黃玉娟女士



Economic Policy Committee
經濟政策委員會
Mr Jim Taylor
戴樂生先生



Environment & Sustainability Committee
環境及可持續發展委員會
Mr Wilson Kwong
鄭永銓先生



Europe Committee
歐洲委員會
Mr Davide De Rosa
戴偉德先生



Financial & Treasury Services Committee
金融及財資服務委員會
Mr Harrison Ho
何樂生先生



Industry & Technology Committee
工業及科技委員會
Mr. Victor Lam
林凱章先生



Legal Committee
法律委員會
Mr Nick Chan
陳曉峰先生



Exploring Collaboration with Kuwait 探索科威特合作機遇

Consul General of the State of Kuwait Naser S. Alghanim paid a courtesy visit to the Chamber on 31 January. HKGCC Deputy Chairman Agnes Chan, CEO George Leung, Asia & Africa Committee Chairman Jonathan Lamport and Vice Chairman Andrew Wells welcomed the CG and his team, who visited the Chamber to explore ways to strengthen Hong Kong-Kuwait ties.

CG Alghanim said Kuwait had a strong financial and banking sector, led by some of the largest banks in the region including the National Bank of Kuwait and Kuwait Finance House, a leader in Islamic banking. The country was also home to one of the top stock exchanges in the Middle East. He said Kuwait was diversifying its economy and regarded China as their key partner, demonstrated by the fact that the Kingdom has four diplomatic missions in the Mainland and Hong Kong.

科威特國總領事 Naser S. Alghanim 一行於 1 月 31 日到總商會作禮節性拜訪，由總商會常務副主席陳瑞娟、總裁梁兆基、亞洲及非洲委員會主席林偉全及副主席華賢仕接待，雙方探討如何加強香港與科威特的聯繫。

Alghanim 總領事表示，科威特的金融和銀行業表現強勁，區內最大型銀行之一 National Bank of Kuwait 和伊斯蘭銀行業龍頭 Kuwait Finance House 均是業界支柱。該國亦設有中東領先的股票交易所。他表示，科威特現正推動經濟多元發展，並視中國為主要合作夥伴，先後組織了四個外交代表團出訪內地和香港。

Belt and Road Working Group 一帶一路工作小組



與中東加強商業聯繫

在 2 月 14 日的會議，工作小組共同召集人何力治分享去年 11 月出席泰國亞太經合組織（APEC）峰會及最近參與香港代表團出訪中東的見聞。他表示，儘管 APEC 成員

經濟體關係緊張，泰國峰會仍能圓滿結束，期間成員簽署《生物循環綠色經濟曼谷目標》，重申亞太區致力促進可持續發展。

至於由行政長官李家超率領的中東訪問團，何力治指出中東各國着力推動經濟多元發展，減少依賴石油產業，並積極引入專業人才和服務，綠色金融、綠色債券、家族辦公室、債券和股票聯通等領域機遇處處。他補充，中東各國有意以香港作為平台拓展大灣區市場，以對接「一帶一路」建設。「一帶一路」倡議提出至今已

有十年，期間在 200 多個國家投資約 3,000 個項目，總值超過 1 萬億美元。他預料「一帶一路」的發展趨勢將從超大型建設轉向規模較小、着重環境、社會及管治（ESG）的優質數碼項目，香港憑藉頂尖的专业服務業，將可發揮既有優勢。

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



Achieving Carbon Neutrality Before 2050 在2050年前實現碳中和

Secretary for the Environment and Ecology Tse Chin-wan addressed the Chamber at a Town Hall Forum on 13 February to share the Government's environment and sustainability objectives as set out in the Chief Executive's 2022 Policy Address. To achieve the goal of carbon neutrality before 2050, the HKSAR is stepping up decarbonisation efforts to transition the city into a low-carbon and sustainable economy through enhancing energy efficiency, promoting green transport as well as waste reduction.

The event, hosted by the Chamber's Environment and Sustainability Chairman Wilson Kwong, was held as part of the committee's meeting on the same day. At the same meeting, Melanie Kwok was elected Vice Chairman, filling a vacancy resulting from Pamela Mar's retirement.

環境及生態局局長謝展寰出席總商會2月13日的議事論壇，講解行政長官於2022年《施政報告》訂立的环境及可持續發展目標。為了在2050年前實現碳中和，香港特區正積極減碳，透過提升能源效益、推廣綠色運輸及減少廢物，推動香港邁向低碳及可持續經濟發展。

是次活動由環境及可持續發展委員會主席鄭永銓主持。委員會於同日舉行會議，會上郭鎧怡當選副主席，接替卸任副主席的馬家敏。

Boosting Business Links with the Middle East

At the Belt and Road Working Group's meeting on 14 February, Co-Convenor Nicholas Ho shared the takeaways from his trip to APEC Thailand in November and the recent Hong Kong mission to the Middle East. He said despite tensions between member economies, APEC Thailand came to a successful conclusion as members signed a Bio-Circular-Green (BCG) Economy Agreement, reiterating the Asia-Pacific region's commitment to sustainable growth.

On the mission to the Middle East led by the Chief Executive John Lee, Ho said Middle Eastern countries were eager to diversify their economies away from oil dependence and were proactively bringing in professional talent and services. There were ample opportunities in areas such as green finance, green bonds, family offices, bond and stock connect. He added that countries also displayed a strong urge to use Hong Kong as a platform to enter the GBA, which he saw as inseparable from the BRI. With the latter reaching its 10-year mark with over US\$1 trillion invested in some 3,000 projects across 200 countries, he predicts BRI megaprojects will give way to smaller scale but high-quality, ESG-driven, digital projects. This would also play to Hong Kong's strengths with its state-of-the-art professional services sector.

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
Committee
Prof 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

Europe Committee 歐洲委員會

Europe's Economic Outlook for 2023 2023年歐洲經濟展望

Soaring energy costs, inflation and the Russia-Ukraine war have exacted a heavy toll on European countries, contributing to a grim economic outlook for 2023. Speaking at the Europe Committee's meeting on 8 February, Eberhard Brodhage, Founder of Asia Europe Business Partners Ltd, said economic growth in the Euro zone was expected to fall from 3.3% in 2022 to 0.3% this year, according to the European Commission's forecast. Given the business environment in the region was fraught with uncertainties caused by a myriad of factors, including higher production cost, rising interest rates, and supply chain constraints, some countries will have to work hard to avoid falling into a recession. However, Brodhage forecast things should start to improve in 2024, with Ireland being the strongest economy projected to grow 3.1% followed by Poland and Hungary (2.6%) and Spain (2%).



能源成本上漲、通脹和俄烏戰爭重挫歐洲各國，導致 2023 年經濟前景黯淡。Asia Europe Business Partners Ltd 創辦人包凱歌出席歐洲委員會 2 月 8 日的會議時指出，歐盟委員會預料歐元區經濟增長將由 2022 年的 3.3% 跌至今年的 0.3%。面對生產成本和利率上升，以及供應鏈限制等種種因素，區內商業環境充斥不明朗因素，部分國家要着力避免陷入衰退。然而，包凱歌認為情況將於 2024 年開始改善，預期愛爾蘭經濟表現最為強勁，增長達 3.1%，其次為波蘭和匈牙利（2.6%）及西班牙（2%）。



Growing U.K.-Hong Kong Business 拓展英港業務

We had a very insightful discussion on 21 February with Jonathan Marshall, who recently arrived in Hong Kong to head up the British Consulate's Economic and Global Issues Section. Europe Committee Chairman Davide De Rosa and Vice Chairman Alfonso Ballesteros welcomed Marshall, who was eager to hear the business sector's outlook for Hong Kong now that we have fully reopened following the Covid-19 pandemic.

Both De Rosa and Ballesteros said that they were confident that with the borders fully opened, the city will quickly bounce back. They explained that Hong Kong is such a unique city with so many advantages reinforced by "one country, two systems" that it cannot be replaced.

Marshall also expressed keen interest in learning more about the Greater Bay Area and Hong Kong's position in this plan. Both sides agreed to work closely together and organize events to help British companies better understand this rapidly growing market.

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

Poh Chua, Senior Managing Director & Head of Asia of Aon Intellectual Property Solutions, briefed members on 31 January about his company's progress in shaping the development of intellectual property-backed financing in the United States. Members also discussed potential collaboration ideas with the "Working Group on 14-5 IP-Related Plans for Hong Kong" and relevant Mainland entities.

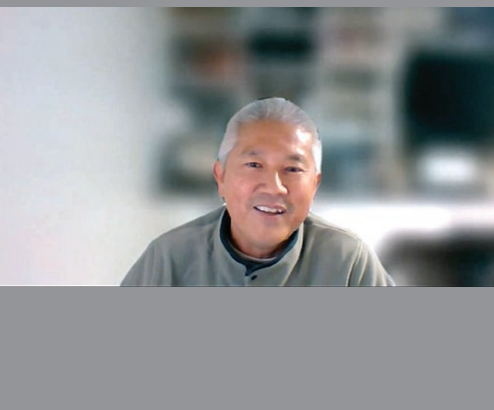
怡安高級董事總經理兼知識產權方案亞洲主管 Poh Chua 出席 1 月 31 日的會議，介紹該公司在美國促進知識產權融資發展的最新工作進展。成員亦討論與「就國家十四五規劃實踐香港特區知識產權發展的工作小組」及相關內地機構展開合作的可能性。



最近履新的英國駐香港總領事館經濟及國際事務部主管 Jonathan Marshall 於 2 月 21 日到訪，由歐洲委員會主席戴偉德及副主席 Alfonso Ballesteros 接待，雙方深入交流意見。香港現已解除防疫措施及恢復對外開放，Marshall 冀了解商界對未來的展望。

戴偉德及 Ballesteros 均有信心香港將於全面恢復通關後迅速復蘇，並指出香港在「一國兩制」下享有眾多獨特優勢，地位無可比擬。

Marshall 亦有興趣了解大灣區發展和香港的角色。雙方同意保持緊密合作，並舉辦活動協助英國企業進一步認識這個迅速增長的市場。



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



Virtual Asset Service Provider 虛擬資產服務提供者

Elizabeth Wong, Director of Licensing and Head of Fintech Unit, Intermediaries at the Securities and Futures Commission, briefed members at a seminar on 15 February about the key features of the city's first Virtual Asset Service Provider (VASP) licensing regime, which will come into effect in June 2023.

In a panel discussion at the event, she also touched on the significance of the Government's latest regulatory framework in shaping Hong Kong's virtual asset (VA) landscape. She was joined by Anthony Ng, CEO of Hong Kong Virtual Asset Exchange, and Benjamin Quinlan, CEO & Managing Partner of Quinlan & Associates, who shared their views on the potential opportunities and challenges associated with Hong Kong's development as a VA hub. These include the role played by talent in sustaining a healthy ecosystem, and the future state of the global virtual asset market against the backdrop of a "crypto winter," which took a major toll on investors and businesses last year.

本港首個虛擬資產服務提供者發牌制度即將於 2023 年 6 月生效，證券及期貨事務監察委員會中介機構部發牌科總監兼金融科技組主管黃樂欣出席 2 月 15 日的研討會，向會員講解制度的主要特點。

在小組討論環節，黃樂欣指出政府設立的最新監管框架對推動香港虛擬資產市場發展的重要性。Hong Kong Virtual Asset Exchange 行政總裁吳煒樑及 Quinlan & Associates 首席執行官兼執行合夥人 Benjamin Quinlan 亦有與會，就香港發展為虛擬資產中心的潛在機遇與挑戰分享見解，討論內容包括人才在維持健康生態系統方面擔當的角色，以及「加密寒冬」去年重挫投資者和企業，對全球虛擬資產市場的未來發展有何影響。

e-HKD: Charting the Next Steps 數碼港元：邁出新一步

Nelson Chow, Chief Fintech Officer (Fintech Facilitation Office) at the Hong Kong Monetary Authority (HKMA), spoke to the committee on 18 January about the "e-HKD: Charting the Next Steps" position paper, which was released in September 2022. In particular, he detailed the key milestones in HKMA's journey in developing and testing wholesale and retail central bank digital currencies, as well as a three-rail strategy for maximising Hong Kong's readiness for e-HKD adoption.

香港金融管理局（金管局）金融科技總監（金融科技促進辦公室）周文正出席 1 月 18 日的會議，闡述於 2022 年 9 月發表的《「數碼港元」——邁出新一步》政策立場文件。他詳述了金管局開發及測試批發和零售層面央行數碼貨幣的重要里程碑，以及為香港應用數碼港元做好準備的三軌道策略。



Industry & Technology Committee 工業及科技委員會

Advanced Manufacturing Centre and Data Technology Hub 先進製造業中心及數據技術中心

Members had an exclusive visit to the Advanced Manufacturing Centre (AMC) and Data Technology Hub (DTH) at Tseung Kwan O INNOPARK on 17 February. During a presentation by Ir Dr HL Yiu, HKSTP's Head of Re-industrialisation, members learned about INNOPARK's ongoing projects and development plans as well as its vision for re-industrialisation.

Members then had a guided tour of AMC's manufacturing base, communal warehouse and automated distribution centre, as well as DTH's exhibition space. The visit was capped off by a networking session with INNOPARK companies and industry experts.

會員於2月17日參觀位於將軍澳創新園的先進製造業中心及數據技術中心。香港科技園公司再工業化高級總監姚慶良博士向會員介紹創新園的現有項目、未來發展計劃及對再工業化的願景。

其後，會員獲安排參與導賞活動，考察先進製造業中心的製造基地、共用倉庫和自動物流中心，以及數據技術中心的展覽廳。在最後的交流環節，駐園企業和業界專家與會員分享經驗。



Talent Development 人才發展

Storytelling for Business 企業講故事技巧

Storytelling is one of the most effective ways to make your speech more compelling. Not only will it leave a lasting impression, but it can also enhance your performance. On 9 February, Patrick Eng, Executive Consultant of Connect Communication, shared with participants the skills of storytelling and giving influential speeches by enriching the contents.

演繹故事能有效提升演說的說服力，除了讓人印象深刻，更可提升工作表現。在2月9日的工作坊，Connect Communication 執行顧問 Patrick Eng 與參加者分享講故事的技巧，並示範如何使內容更充實，從而增加演講的影響力。



Practical Tips in Handling SFC Investigations 處理證監會調查的實用技巧

The Securities and Futures Commission (SFC) may investigate a wide range of misconduct including any offence under the Securities and Futures Ordinance; defalcation, fraud, misconduct, or breach of a disclosure requirement, among others. Emily Li, Partner of Stephenson Harwood, gave participants an overview of the Ordinance at a workshop on 15 February, as well as the investigatory powers of the SFC.

證券及期貨事務監察委員會（證監會）有權對《證券及期貨條例》（條例）所指的各種失當行為包括任何罪行、虧空、欺詐、失當行為或違反披露規定等進行調查。

在2月15日的工作坊，羅夏信律師事務所合夥人李軾貞簡介條例內容，並講解證監會的調查權。





Shipping & Transport Committee 船務及運輸委員會

Benjamin Wong, Head of Transport, Infrastructure and Advanced Manufacturing, and Jannet Lam, Senior Manager of Transport, Infrastructure and Advanced Manufacturing from InvestHK, shared the latest developments and opportunities in the Greater Bay Area (GBA) at the committee's meeting on 19 January. They updated members on innovation and technology, aviation and maritime, and shared InvestHK's strategies to support business investments in Hong Kong and the GBA.



投資推廣署運輸、基建和高端製造主管王國藩及高級經理林淑萍出席1月19日的會議，介紹大灣區在創新科技、航空和海運領域的最新發展和機遇，並分享該署支援香港和大灣區商業投資的措施。

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

SME Committee Chairman Norman Yeung attended a Spring Dinner Reception on 27 January, which was organized by the Home and Youth Affairs Bureau.

中小型企業委員會主席楊敏健於1月27日出席民政及青年事務局舉辦的癸卯年新春酒會。



Chamber Welcomes Year of the Rabbit 總商會喜迎兔年

A Chinese lion danced its way around the Chamber on 30 January to welcome the Year of the Rabbit and scare away bad spirits. Chamber CEO George Leung and staff welcomed the lion and everyone managed to catch a little "fat choy" for happiness and prosperity.

總商會辦事處於1月30日迎來醒獅賀歲，驅邪降福。總商會總裁梁兆基聯同一眾員工歡迎醒獅到訪，並接過寓意「好運生財」的生菜，為新一年招財納福。

Taxation Committee 稅務委員會

On 20 January the Chamber put forward a number of suggested jurisdictions that Hong Kong should actively pursue Comprehensive Avoidance of Double Taxation Agreements with, in response to an invitation from the Financial Services and the Treasury Bureau.

總商會應財經事務及庫務局邀請，於1月20日提呈意見書，建議香港積極爭取與多個稅務管轄區簽訂全面性避免雙重課稅協定。

Christine Ho, Deputy Global Head of Family Office at Invest Hong Kong, and Alice Leung, Tax Partner at KPMG, shared their insights on the proposed tax regime for Family-owned Investment Holding Vehicles at a Chamber seminar on 7 February. Leung spoke on the practicalities of the Bill, such as relevant specified conditions and exemptions, while Ho elaborated on how family offices could benefit from it. She also shared her observations on the upcoming trends in family office investments.



投資推廣署家族辦公室環球副主管何曉瞳及畢馬威稅務合夥人梁愛麗出席2月7日的研討會，就向家族投資控權工具提供稅務寬減的建議分享見解。梁愛麗介紹草案的實際應用，例如相關特定條件和寬免，何曉瞳則講解家族辦公室如何從中受惠，並剖析家族辦公室投資的未來趨勢。

Young Executives Club 卓青社

On 7 February, YEC Chairman Olivia Kung and Vice Chairman Victor Lam represented the Chamber to attend the Hong Kong Baptist University – Employers' Luncheon 2023.

卓青社主席龔海欣及副主席林凱章於2月7日代表總商會出席香港浸會大學舉辦的僱主午餐會2023。



Visit to Kai Tak Sports Park VIP Experience Centre 參觀啟德體育園貴賓體驗中心

YEC Vice Chairman Jacky Cheung led the Chamber's 30-member delegation to visit the Kai Tak Sports Park VIP Experience Centre on 9 February to understand the history and construction of the park. Members had an insightful tour and look forward to the project's completion, which will be opened in phases starting from the end of 2023. Its objective is to bring together global industry leaders to deliver Hong Kong's most important investment in sports infrastructure in recent decades.

卓青社副主席張卓賢於2月9日率領30名會員前往啟德體育園貴賓體驗中心，認識園區的歷史和建造過程。會員獲安排參與導賞團，了解到項目將於2023年底起分階段落成，屆時園區將匯聚全球業界翹楚，見證香港數十年來最重要的體育基建投資成果。



Running High 愈跑愈勇

A total of 34,783 runners battled rain, high humidity and slippery roads to compete in the Standard Chartered Hong Kong Marathon on 12 February. Despite the weather, spirits remained high as professional and amateur runners were glad the race was able to go ahead since the last run 15 months ago.

Philemon Kiptoo Kipchumba from Kenya won the marathon in two hours, 10 minutes and 48 seconds. Six YEC members also completed the race to claim their Finisher Medal.

渣打香港馬拉松於2月12日舉行，34,783名專業和業餘跑手鬥志高昂，面對天雨路滑和濕暖的環境，仍然無懼挑戰，勇往直前。由於對上一屆賽事已是15個月前，一眾選手都很高興活動能順利舉行。

來自肯雅的Philemon Kiptoo Kipchumba以2小時10分48秒贏得全馬冠軍；六名卓青社會會員亦順利完成賽事，獲贈完賽獎牌。

Blood Donation Drive 響應捐血助人

As blood stocks have been running low in Hong Kong due to the pandemic, the Chamber's WEC and YEC members supported Medical Conscience's blood donation drive on 12 February. Now that Hong Kong is back to normal, we hope everyone who is able to will donate blood to save lives. Another piece of good news is that people who were previously banned from giving blood due to potential exposure to mad cow disease in the U.K., France and Ireland, can again donate.

受疫情影響，香港血庫存量處於極低水平。有見及此，總商會卓妍社及卓青社會會員身體力行，支持醫護誠信同行於2月12日舉辦的捐血活動。隨着香港逐步復常，我們希望有能力參與的市民能踴躍捐血，拯救生命。另一個好消息是針對瘋牛症潛在風險的暫緩捐血指引已經解除，曾於英國、法國或愛爾蘭居住的人士可以再次獻血。



The Chamber's football team had the opportunity to play against veteran Hong Kong football players at a charity match organized by the United Services Recreation Club on 11 February. Although the team played very well, the professionals had the upper hand. Nonetheless, everyone had a great time and we must give a special thanks to members Agnes Chan and Joe Tsui, Founder of Tai Fu Loy Investment Co Ltd, who made generous donations to the Chamber in support of this charity event.

總商會足球隊於2月11日參與由三軍會主辦的慈善友誼賽，與香港球壇元老切磋球技。儘管足球隊表現出色，專業球員仍能穩佔上風；眾人均全情投入，享受足球樂趣。我們特此鳴謝會員陳瑞娟和大富來投資有限公司創辦人徐步雲慷慨贊助總商會參與是次慈善活動。



Smart Innovation in Everyday Use

智慧創新技術的日常應用



Members had an exclusive tour of the Smart Government Innovation LAB on 2 February, with Gavin Wah, Chief Systems Manager of OGCIO, introducing the LAB's work on utilizing innovative ideas from the I&T sector to facilitate smart city development.

Members were then given a guided tour of the latest innovative solutions as applied to public services, including open data city dashboards, tree movement monitoring, an immersive 4D cave, and smart lamp posts, among others.





會員於2月2日參觀智慧政府創新實驗室（創新實驗室），政府資訊科技總監辦公室總系統經理華國基介紹創新實驗室如何應用創科業界的創新方案，促進智慧城市發展。

會員隨後獲安排參加導賞團，了解開放數據城市儀表板、樹木穩定監察系統、沉浸式4D CAVE系統及智慧燈柱等最新創新方案，以及有關技術在公共服務領域的應用。



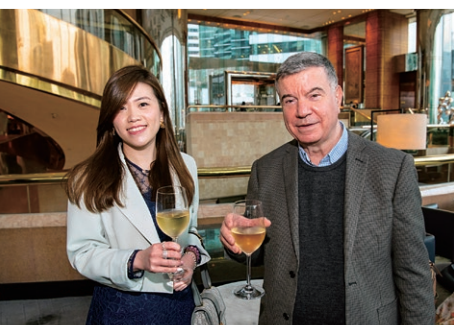
Strengthening Connections with Malaysia

與馬來西亞加強聯繫

What better way to kick-start the Year of the Rabbit than a buzzing get-together over drinks!

Members from HKGCC and the Malaysian Chamber of Commerce (MAYCHAM) had a productive evening at our first Happy Hour of the year. Asia & Africa Committee Chairman Jonathan Lamport and MAYCHAM Chairman Dato' Gan Khai Choon were the official hosts on 24 February, and toasted to growing Malaysia-Hong Kong ties and cooperation.





總商會和港澳馬來西亞商會 (MAYCHAM) 於 2 月 24 日合辦今年首個歡樂時光聚會，雙方會員共聚暢談，把酒言歡，迎來兔年好開始。亞洲及非洲委員會主席林偉全和 MAYCHAM 主席拿督顏溪俊主持活動，並舉杯祝酒，祝願馬來西亞與香港的合作關係更上一層樓。



RIMOWA Exhibition Showcases Brand's History

RIMOWA 展覽細說品牌歷史

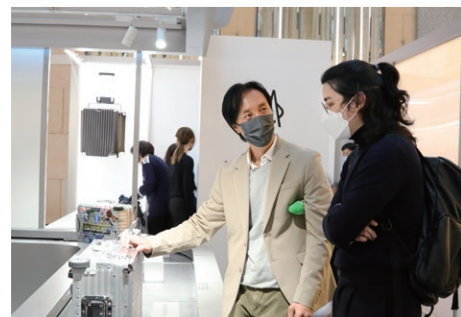


Members of the Chamber enjoyed a guided tour to RIMOWA's "Ingenieurskunst Seit 1898 Exhibition" in Central on 17 February. The exhibition celebrates the company's storied past and its continuous evolution. It also contains many historical iconic aluminium-made pieces that showcase the brand's innovation and heritage.

After the tour, participants explored some of the brand's signature pieces at its Landmark boutique. Besides enjoying a catch-up over refreshments, members also had fun customizing their own bookmarks, and taking passport photos at the exclusive exhibition booth.

總商會會員於2月17日參觀RIMOWA設於中環的「Ingenieurskunst Seit 1898」期間限定展覽。是次活動回顧該品牌的悠久歷史及發展，透過場內多件典藏鋁製作品，展示品牌的創新理念和文化遺產。

其後，參加者前往品牌位於置地廣場的門市，探索其經典產品。期間，會員邊享用精美小吃，邊創作自家書籤，更可參與護照證件相自拍體驗。



FOR LEASE

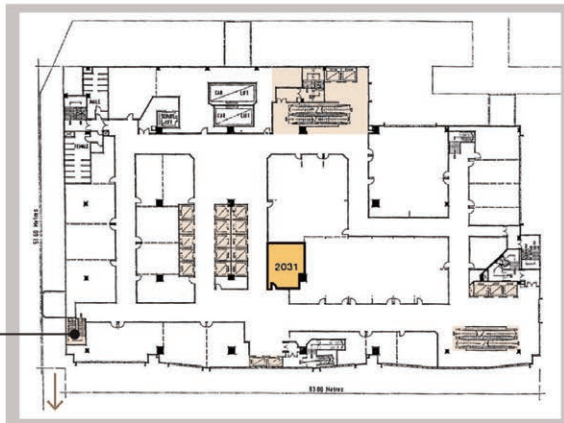
Shop 2031, 2/F, United Centre, 95 Queensway, Hong Kong



OVERVIEW



Staircase leading to Pacific Place pedestrian bridge



- Located in the heart of Admiralty with convenient transportation
- Approximately 1,022 sq. ft. (Gross)
- 1 minute walk from Exit D of Admiralty MTR station
- Central air-conditioning
- Direct landlord, no commission paid
- Short term lease will be considered

HKGCC Business Case Competition 2022

總商會商業案例競賽 2022

Students impress judges with their creativity and professionalism in coming up with some brilliant ideas to address real-world issues
學生發揮創意、表現專業，為現實生活中的商業難題出謀獻策，讓評審留下深刻印象

HKGCC's fourth Business Case Competition final on 13 January highlighted the quality of Hong Kong's students and their creativity in developing possible solutions to address challenges that Hong Kong businesses face.

The fourth round, launched in September 2022, provided a platform for tertiary students and fresh graduates to collaborate with companies to tackle real-life business issues. Five sponsors – Chinachem Group, Jardine

Matheson, NWS Holdings Ltd, Sino Group and Swire Group – each set a business case to push the boundaries of students' creativity and innovation under the theme of "Evolving Business in a Changing World."

Five teams took the Champion title to win internship opportunities, HKGCC Student Membership, as well as HK\$30,000 cash. Following is a wrap-up of what the teams did to convince the judges they were the worthy winners.



What the judges said

Chinachem Group: Embrace Cutting-Edge Technologies to Create Places with Heart, Integrate Virtual and Physical Worlds to Foster a Community Connecting Like-minded People

The winning team, Work for Hot Pot, took Nina Park as a case study. They suggested that Chinachem should create a mobile app containing a digital map for users to easily explore the park and facilities. The app also allows



users to enroll in various kinds of green activities and games offered in the park.

"It was rewarding for us to collaborate with some of our young talent in this project and learn their innovative and educating ideas to help Nina Park engage with the community, making the park another 'Playground for All,'" said Donald Choi, CEO and Executive Director of Chinachem Group.



Business Case Competition | 商業案例競賽

Jardine Matheson: Identify New Aftersales Services or Products for Mercedes-Benz EQ Customer in Hong Kong

The electric vehicle (EV) industry is very competitive. Students from Team M2 impressed the judges with their "three-fold strategy," comprising EV charging services, predictive maintenance and battery reusing and recycling. To pick the best ideas, the team analyzed the feasibility of their solutions, as well as how they could be applied in Hong Kong given its location considerations.

Simon Arnold, Managing Director of Zung Fu Company Limited (Hong Kong & Macau), said that the winning team had a good understanding of Zung Fu's business proposition.



This made their proposal and ideas highly relevant to the company's current operations and environment. "They helped us to think differently about how we can achieve our vision in growing our leadership in the new energy vehicle world."

NWS: Embrace Innovation and New Technologies to Achieve Sustainable Long-term Growth

Team GENERATOR came up with a few construction industry solutions involving robotics, next generation monitoring systems, VR and IoT-based environmental monitoring to improve efficiency. They also highlighted the importance of new technologies to improve safety in the workplace.

Gilbert Ho, Executive Director



generation of business leaders applying fresh thinking about innovative technologies to our businesses. We were impressed by the creativity of these students and how they collaborated to work out solutions."

Sino Group: Wellness Living – Achieving a Wellness Environment Where We Live, Work and Play

Team Forest Y2K's winning idea was to connect daily life activities and create healthy habits that could be tracked through an app. It also provided wellness tasks for users, instant access to a wellness social circle, as well as shopping and wellness rewards.

Andrew Young, Associate Director (Innovation) of Sino Group, said that the winning team demonstrated a good understanding of real-life business scenarios and a strong capacity to turn their knowledge into practical, unique and detailed solutions backed by all-rounded analyses. The judges said they were impressed with their proposal and look forward to putting their solution into operation.



and Chief Operating Officer of NWS Holdings Limited, said the team was able to identify real-life challenges facing the industry and developed some good ideas by applying technologies to help increase workplace safety and to minimize construction site risks. "It was great to see the next



Business Case Competition | 商業案例競賽

Swire: Way forward for Swire Trust's Philanthropic Effort

Swire Trust's aim is to effect positive change in the areas of Education, Marine Conservation and the Arts, primarily by supporting registered non-profit organizations in Hong Kong. To ideate the way forward in its philanthropic efforts, the business case consists of two elements: firstly, to celebrate the success of Swire Trust's three-year TrustTomorrow initiative by the end of 2023; and secondly, to raise public awareness about Marine Conservation in the long term. The winning team, FFCV, came up with a two-part proposal: On TrustTomorrow, they recommended a creative carnival with activities relevant to the Trust's three main pillars. On Marine Conservation, they proposed a secondary school student ambassador programme that integrates experiential learning and social services, hence engaging and sowing the seed among the young generation and developing future leaders.



Ivan Chan, Swire's General Manager Group Public Affairs, said the winning team demonstrated their thorough understanding of the business issue as well as their creativity and innovation, with technology incorporated into their proposals. "I understand some of them are actually Year 1 students, and yet they are already so proactive and business-savvy! I am sure they

will emerge as outstanding young talents by the time they graduate."

What the students said

All five winning teams said they enjoyed every stage of the competition, and that they appreciated the opportunity to meet senior professionals from the sponsoring companies, as well as learn from other teams.



總商會第四屆「商業案例競賽」決賽在1月13日舉行，期間香港學生為本地企業面對的挑戰提出解決方案，展現創意創新。

今屆賽事於2022年9月展開，為大專生和應屆畢業生提供平台，與企業合力拆解實際生活中的商業難題。五家贊助公司——華懋集團、怡和集團、新創建集團、信和集團及太古集團——分別訂立以「世界瞬息萬變企業與時俱進」為主題的商業專案，激發學生施展創新創意。

五支冠軍隊伍各得實習機會、總商會學生會籍一年及獎金港幣30,000元。以下總結各隊如何脫穎而出，贏得評審團的肯定。

評審之言

華懋集團：以先進科技共建社區

優勝隊伍 Work for Hot Pot 以「如心園」為例，建議華懋開發內置數碼地圖的流動應用程式，方便遊人探索園地和設施，以及參與園內各式各樣的綠色活動和遊戲。

華懋集團行政總裁兼執行董事蔡宏興表示：「此項目令我們深受啟發。與年輕人才攜手合作，了解他們的創新構思，有助如心園加強社區參與，並打造成為另一個以『Playground for All』為概念的社區熱點。」

怡和集團：為平治香港電動車客戶開發新售後服務或產品

電動車行業競爭激烈，評審讚賞 M2 團隊提出的「三管齊下」策略，包括電動車充電服務、預測性保養及電池回收再用。隊伍分析了不同構思的可行性，以及如何在香港的環境限制下付諸實行，再從中選出最佳方案。

仁孚行有限公司（香港及澳門）常務董事顏樂文表示，冠軍隊伍對仁孚行的業務定位有充分認識，因此能提出具針對性的建議，切合公司當前的營運模式和市場環境。「參賽同學啟發我們從不同角度思考，探索如何在新能源汽車時代實現願景，鞏固公司的領先地位。」

新創建集團：以創新科技實現可持續長遠增長

GENERATOR 團隊為建造業訂立了不同方案，包括應用機械人、新一代監察系統、虛擬實境及物聯網環境監察平台，協助業界提升效率。團隊成員亦強調應用新科技來改善工作場所安全的重要性。

新創建集團有限公司執行董事兼首席營運總監何智恒指出，團隊能夠辨識業界面對的實際挑戰，並提出有助改善工作場所安全及減低地盤風險的科技方案。

他說：「我們很高興看到下一代商業領袖引入新思維，在業務中應用創新科技。我們十分欣賞學生的創意，以及群策群力的團隊精神。」

信和集團：健康生活——締造健康環境享受生活娛樂

Forest Y2K 團隊提議透過流動應用程式追蹤日常活動，藉以建立健康生活習慣。流動應用程式亦設有健康任務、即時連繫健康社交圈子，以及購物和健康獎賞等功能。

信和集團創新聯席董事楊孟璋表示，冠軍隊伍了解實際的營商環境，而且能學以致用，透過全面的分析，制定可行、獨特而又精密的方案。評判相當滿意團隊的建議，並期待方案得以落實推行。

太古集團：太古基金慈善工作的未來發展方向

太古基金主要透過資助香港的非牟利機構，從而在教育、海洋保育及藝術三大範疇帶來長遠正面的影響。商業案例需包括以下兩項元素去建構太古基金慈善工作的未來方向：於2023年底慶祝其為期三年的「信望未來」項目圓滿結束；以及長遠提高大眾的海洋保育意識。呼應題目，冠軍隊伍 FFCV 提出的方案分為兩部分：

（一）在「信望未來」方面，以太古基金的三大範疇為主題舉辦嘉年華活動；

（二）在海洋保育方面，推出中學生大使計劃，透過體驗式學習和社會服務加強年輕一代的保育意識，同時培育未來領袖。

太古集團公共事務總經理陳智健表示，優勝隊伍的方案展現出團隊對商業議題的透徹了解，而且在方案裡融入了科技元素，發揮創意思維。他讚許：「部分參賽學生雖就讀一年級，但表現積極主動，並有敏銳的商業觸覺！我相信他們在畢業後定能成為傑出的年青人才。」

學生感言

五支冠軍隊伍均投入享受賽事的各個環節，認為活動提供了寶貴機會，讓他們與贊助公司的高級專業人員會面交流，以及與其他隊伍互相切磋學習。



WHAT'S ON 最新活動

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

HKCSI-EXECUTIVE

Mar 2 3:00 pm

CHINA

Mar 10 11:00 am

DIGITAL, INFORMATION & TELECOMMUNICATIONS

Hong Kong's readiness for the Metaverse

Mar 10 4:00 pm

SME

Mar 22 4:00 pm

LEGAL

Updates to the Government's arbitration and mediation initiatives

Mar 27 4:00 pm

MANPOWER

Mar 31 4:00 pm

MISSION

Visit website for full details and to register

The Hong Kong Business Community Luncheon with

**The Hon Paul MP Chan,
Financial Secretary of the HKSAR**

March 16



WORKSHOPS & SEMINARS

Visit website for full details and to register



**DOING BUSINESS AND INVESTING
IN THE USA**

Mar 8 9:00 - 10:30 am



**MAXIMIZING RECOVERY IN DIFFICULT
TIMES AND RISK MITIGATION**

Mar 8 2:00 - 4:30 pm



**MANAGING YOUR CROSS-BORDER
TAX RISK**

Mar 9 10:00 - 11:30 am



**THE FUTURE OF FOOD: HOW CAN THE
F&B INDUSTRY BECOME MORE
SUSTAINABLE?**

Mar 15 3:00 - 4:00 pm



**SECURING THE FUTURE OF BUSINESSES
– SECURE ACCESS SERVICE EDGE (SASE)
SOLUTIONS**

Mar 23 10:30 - 11:30 am

SITE VISIT



**VISIT TO KTSP VIP EXPERIENCE
CENTRE**

Kai Tak Sports Park is a state-of-the-art, multi-purpose sports and entertainment complex that comprises world-class sports facilities, retail, wellness and community leisure spaces.

Mar 2 4:30 - 6:15 pm

DELEGATION TO GBA – NANSHA, GUANGZHOU

Mar 30-31





MARK YOUR DIARY



HKGCC Annual General Meeting

The Annual General Meeting of the Hong Kong General Chamber of Commerce will be held at 6:00 p.m. on Friday, 19 May 2023. Further details will be announced in due course.

香港總商會周年會員大會

本年度香港總商會周年會員大會訂於2023年5月19日（星期五）下午6時舉行。有關詳情將容後公布。

TRAINING

Visit website for full details and to register

ROUNDTABLE TALK

Visit website for full details and to register



WHAT THE EXPERTS SAY – 10 HIGHLIGHTS OF CHINA'S COMMERCIAL SECTOR IN 2023

Mar 3 11:30 am - 1:00 pm



CROSS-STRAIT RELATIONS 2023

Mar 15 12:00 - 1:30 pm



CHINA'S TWO SESSIONS 2023: DIALOGUE WITH CPPCC NATIONAL COMMITTEE MEMBERS AND DEPUTY TO NATIONAL PEOPLE'S CONGRESS

Mar 20 12:00 - 1:30 pm



2023 CHINA'S ECONOMIC PROSPECTS

Mar 21 12:00 - 1:30 pm



POWERFUL PRESENTATIONS MASTERCLASS

Mar 13 9:30 am - 12:00 pm



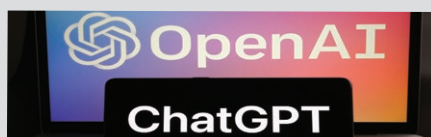
EXERCISING INFLUENCE™

Mar 14 9:30 am - 5:30 pm



DIGITAL MARKETING SERIES 2023: DIGITAL STRATEGY FOR LEAD GENERATION

Mar 16 9:30 am - 12:30 pm



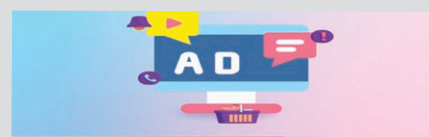
MAXIMIZING PRODUCTIVITY AND CREATIVITY WITH CHATGPT

Mar 22 2:30 - 5:00 pm



GET RID OF CREDIT MANAGEMENT CRISIS BY MONITORING GLOBAL BAD DEBT RISK PRECISELY

Mar 24 3:00 - 5:30 pm



DIGITAL MARKETING SERIES 2023: PAID TRAFFIC USING AI

Mar 28 9:30 am - 12:30 pm



TRAINING & DEVELOPMENT

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Exercising Influence™ 發揮影響力

Is winning support from colleagues, external counterparts or senior management a challenge? Do team members only do as you ask because you are the boss? Do you need to get others to align with your priorities? Exercising Influence™ is a leading global influencing skills training from US-based Barnes & Conti. The programme develops influence tactics and behaviours to “get your ideas into action through others,” whether gaining approval, requesting resources, seeking alignment or encouraging participation in initiatives.

As a result of the programme, participants will be able to:

- Appreciate their current use of influence behaviours, and identify areas for personal development
- Apply a model for effective influence that uses a strategic, tactical and behavioural approach
- Plan for and practise different approaches for influencing up, down, across and outside of the organization
- Apply the skills to their real-world influencing challenges

Workshop Contents:

- Influence vs manipulation
- Tactics & behaviours for greater influence
- Sentence starters to achieve your purpose
- Review of self-assessment (behaviours to do more; do less)
- Learning from the Barnes & Conti phone app
- Application: planning and practice

贏得同事、同行或管理層的支持對你來說是個難題？團隊成員只因你是上司才聽命行事嗎？你需要說服其他人向共同目標邁進嗎？Exercising Influence™是由美國Barnes & Conti開發的國際領先影響力培訓課程，教授提升影響力的策略和行為，從爭取通過或資源、尋求共識及鼓勵參與等方面，講解如何「透過他人將想法化為行動」。

參加本課程後，參與者將能夠：

- 評價自己目前影響他人的行為，並辨識個人發展領域
- 採取策略性及行為導向的方式，有效發揮影響力
- 透過計劃和實踐各種方法，在企業的不同層面發揮影響力
- 於實際挑戰中應用技巧

課程內容：

- 影響與操縱
- 提升影響力的策略和行為
- 善用開場白以達至目的
- 自我評估（宜多做及少做的行為）
- 從Barnes & Conti電話應用程式中學習
- 應用技巧：規劃與實踐

14/03/2023 (9:30 a.m. – 5:30 p.m.)

English 英語

Member 會員 \$3,880 /
Non-member 非會員 \$4,880

Trainer 導師：
Anthony Brophy,
Principal Consultant,
HR Solutions
首席顧問



Powerful Presentations Masterclass 演說大師班

Participants will learn how to deliver top class presentations in any situation, whether remotely or in-person, from internal meetings and external seminars to conferences of large audiences. They will discover the relevant techniques and skills to successfully navigate any spoken presentation.

Outcomes:

- Understand key principles of truly effective spoken communication and how they can present at their best – every time
- Adopt a proven structure in getting people to remember your message
- Speak with passion – in tone, words choice, word emphasis, rhythm, pace and timing
- Deliver messages with confidence, authority and a professional image
- Learn how to build and gain trust faster, especially in this world of communication chaos
- Structure clear, concise, focused messages that achieve impact and clarity
- Learn the secrets behind professional presentation rehearsals
- Create your own presentation master video clip

參加者將學習如何在任何情況下進行出色的演講，無論網上或實體形式，內部會議、對外研討會以至面對群眾的大型會議，都從容不迫。參加者將掌握相關的技巧和技能，有助駕馭各類演講場合。

學習成效：

- 了解真正有效的會話交流關鍵原則，並持續展現最佳狀態
- 運用行之有效的架構，讓聽眾記住演講訊息
- 透過說話方式展現熱誠——注意語氣、用詞、強調重點、節奏、語速和時機
- 建立自信、權威和專業的形象，藉以傳遞訊息
- 學習如何在溝通混亂的情況下迅速建立及獲得信任
- 傳達言簡意賅的訊息，以提升影響力和清晰度
- 了解專業演講排練背後的秘密
- 製作演說大師短片

15/03/2023 (9:30 a.m. – 12:00 n.n.)

English 英語

Member 會員 \$750 / Non-member 非會員 \$ 950

Trainer 導師：
Patrick Eng,
Executive Consultant,
Connect Communication
執行顧問



Training course venue: HKGCC Theatre, 22/F United Centre I 培訓課程地點：金鐘統一中心22樓香港總商會演講廳



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