

工商月刊

BULLETIN

HKGCC THE VOICE OF BUSINESS IN HONG KONG

MAY 2018

KEEPING HONG KONG FREE FROM CORRUPTION

肅貪倡廉

Catching up with ICAC
Commissioner Simon Peh
廉政專員白韞六專訪

SAVING SIGHT IN CONGO

剛果救盲工作

Hong Kong doctor
running eye clinic
in Africa
香港醫生在非洲
開設眼科診所

A BETTER BUILT ENVIRONMENT

更美好的建築環境

BIM technology improves
efficiency and saves costs
in the construction sector
BIM技術為建造業提升效率
減省成本

GBA 大灣區

A BEACON OF INVESTMENT

投資明燈

HK\$30 RMB25



HKGCC MOBILE |   

GET IT ON
Google play



Available on the
App Store



TIKITIKI BOWLING BAR

Fun for all and all for fun

An Award-Winning Meeting & Event Venue



This restaurant has an opulent ambiance delivering a one of a kind Island Fusion dining experience fit for a king. With a private seaview balcony, the truly unique decoration will mesmerise you from floor to ceiling.

Tikitiki Bowling Bar is proud to introduce Chef Peter Lim.

Peter and his team, with 5-star hotels background, have taken over the culinary direction at Tikitiki Bowling Bar and are bringing world class dining to Beach Bums & Cannibals are open now.

Set menus available for private dining. Suitable for wedding receptions and corporate dinners.

FOR DETAILS & CHECK AVAILABILITY, PLEASE CONTACT

functions@urban-ent.com

Website: www.tikitiki.hk  [tikitikibowlingbar](https://www.facebook.com/tikitikibowlingbar)  [tikitikibowlingbar](https://www.instagram.com/tikitikibowlingbar)  [tikitikihk](https://twitter.com/tikitikihk)
4/F, Centro, 1A Chui Tong Road, Sai Kung, N.T., Hong Kong





我的「三個開放」信念

作為企業社會責任計劃「學校起動」的主席，我積極宣揚「三個開放」信念——開放你的眼界（看新事物）、開放你的思維（接受它們），以及開放你的心胸（擁抱它們）！我的對象是弱勢家庭的青少年學生，協助他們為畢業後的生活作好準備。在這些學生之中，只有不足2%能夠升讀大學。

作為總商會主席，我自己亦受惠於「三個開放」信念。事實上，無論在商業抑或在生活上，總商會主席一職都打開了我的眼界、思維和心胸。

總商會是本港歷史最悠久、最具活力和最繁忙的商業機構，我身為第87任主席，本會於5月18日舉行的周年會員大會，將為這極富啟發意義的兩年畫上圓滿的句號。我結識了很多朋友，並從他們身上獲益良多。在加入總商會理事會16年後，我也將退任理事會。

我在此答謝諸位讓我有機會服務您們，向您們學習。我尤其感謝理事會、各個委員會、一眾會員和秘書處的支持，衷心感激他們不吝為我提供建議、指導和灼見。

自2016年至今，我們取得了長足的進步。2016年首季，香港經濟仍苦苦尋找動力，GDP按年僅微升0.8%。而去年底，本地經濟已錄得3.8%的增幅。根據《公司條例》註冊的本地公司數目較2016年增加了42,723間。失業率亦跌至只有2.9%，創下20年新低。

整體經濟正在改善，固然值得高興，惟我們依然關注政府未有為應對技術人手嚴重短缺的問題而多下工夫。我們已就此提出可行的方案，並正力促政府解決問題，同時保障本地工人就業。強積金對沖機制是另一項與企業尤其是中小企息息相關的議題。

政策倡議往往是一個漫長的過程，需要我們滿腔熱誠，堅持不懈地爭取。CEPA最初由總商會構思出來，而為小企業提供援助的兩級制利得稅亦然。

商務發展方面，總商會活動無論在種類和數目上均有所增長，而且繼續大受會員歡迎，實在令人安慰。我們的北京和廣州高層商務訪問團至今仍讓我記憶猶新，亦加強香港必須抓緊大灣區和「一帶一路」倡議締造的機遇之重要性。

本會的旗艦活動如兩年一度的「商業高峰會」和「CEO人力資本大會」，以及「商界聯席午餐會」、行政長官及司局長論壇、與到訪的各國領導和官員會面、酒會、午餐會和社區參與項目等，都讓我們在過去兩年繁忙而充實。許多會員充分運用這些機會，建立商業網絡、交朋結友和學習交流。

我利用這些活動實踐我的「三個開放」信念，而且有很大的得著。我很榮幸有機會為您們效勞。無疑，我的繼任人、一眾理事和會員定當竭盡所能，確保我們的總商會繼續為會員、商界和整個香港謀福祉。

我也將繼續實踐我的「三個開放」信念。✿

My Three O's

As Chairman of the business-in-community project “WeCan,” I religiously preach the “three O’s” – open your eyes (to see new things), open your mind (to accept them), and open your heart (to embrace them)! My audience is teenage students from under-privileged families, to help them prepare for life after leaving school. Less than 2% of them go on to university.

As Chairman of HKGCC, I have been a beneficiary of the three O’s myself. The office has decidedly opened my eyes, my mind and my heart – not only in business, but also in life.

Your Chamber’s AGM on 18 May will bring to a close two enlightening years for me as the 87th Chairman of Hong Kong’s longest established, most dynamic and busiest business chamber. I have made many friends and have learnt a great deal from them. After serving for 16 years, I will also leave the General Committee.

I would like to thank you all for giving me the chance to serve you and to learn from you. I am particularly grateful for the support of the General Committee, committees, members and Secretariat, whose suggestions, guidance and expertise I sincerely appreciate.

We have come a long way since 2016. In the first quarter of 2016, Hong Kong’s economy was struggling to find traction, with GDP managing to grow by just 0.8% YoY. By the end of last year, our economy had grown by 3.8%. The number of local companies registered under the Companies Ordinance was 42,723 larger than in 2016. Unemployment hit a 20-year low of just 2.9%.

While delighted that the overall economy is improving, we remain concerned that little is being done to tackle the acute skills shortage. We are doggedly lobbying the Government and have proposed feasible solutions that would address the shortages, while protecting the jobs of local workers. The MPF offsetting mechanism is another issue close to the heart of business, particularly SMEs.

Advocacy is often a long journey and we need to be passionate about it. CEPA first came from an idea of the Chamber, as did the two-tiered profits tax relief to help small businesses.

On business development, it is comforting that the diversity and number of the Chamber’s activities have been well received. Our high-level business missions to Beijing and Guangzhou remain fresh in my mind, and reinforced the importance for Hong Kong to capture the opportunities offered by the Greater Bay Area and Belt and Road Initiative.

Our flagship events like the bi-annual Business Summit and CEO Manpower Conference, and Joint Business Community Luncheons, forums with the Chief Executive and others of her cabinet, meetings with visiting country presidents and ministers, cocktail receptions, roundtable luncheons and community engagement projects, kept us extremely busy during the past two years. Many members make full use of these opportunities to build business networks, make friends and learn.

I use them for my three O’s and have learned a great deal. It has been my privilege to have had the opportunity to serve you. I have no doubt that my successor, General Committee members, and fellow members will all do their utmost to ensure that your Chamber continues to work for the benefit of members, the business community and Hong Kong as a whole.

And I will continue to pursue my three O’s. ✿

May 2018 Contents 目錄



Keeping Corruption at Bay 打擊貪污

ICAC Commissioner explains how Hong Kong maintains its hard-won position as one of the cleanest places to do business
香港堪稱全球最廉潔的商業城市之一，廉政專員解釋本港如何維持這個得來不易的美譽



Beef and Beyond 從「牛」開始

From tartare to sizzling steaks, this Central restaurant will keep Hong Kong's carnivores happy
從牛肉他他到熱騰騰的牛扒，這家位於中環的餐廳絕對不會令「食肉獸」失望



Investing in Hong Kong's Future 投資香港未來

Financial Secretary shares the guiding principles underpinning his Budget with the business community
財政司司長與商界分享其《財政預算案》背後理念



Banishing Blindness in Congo 讓剛果失明人士重見光明

Hong Kong doctor gives up her life of comfort to run non-profit eye clinic
香港醫生放棄安穩的生活，經營非牟利眼科診所

22

50

66

72

Talking Points 議論縱橫

- 01 My Three O's
我的「三個開放」信念
- 04 Set Aside Differences for Fair Trade
公平貿易 放下分歧
- 06 Abolition of MPF Offsetting Requires
Balanced Measures
取消強積金對沖必須公平處理

Thoughts from the Fiscal Front 財務前線

- 18 Impact of U.S. Tax Reform
美國稅改的影響

Thoughts from the Legal Front

法律前線

- 26 Broadcasting Ordinance:
A Step in the Right Direction
《廣播條例》：邁出正確的一步

On the Horizon 談商論政

- 30 Changes Ahead for Listing Regime
上市制度迎來變革

Special Feature 專題報導

- 32 A Better Built Environment
更美好的建築環境
- 38 Internet Provides the Impetus
互聯網帶來新動力

Member Profile 會員專訪

- 44 Mission to Protect
保護任務
- 48 Breath of Fresh Air
呼吸新鮮空氣
- 49 Building a People Business
以人為本

Chairman: Stephen Ng
Deputy Chairman: Aron Harilela
Vice Chairmen: Victor Li, Leland Sun, Peter Wong
CEO: Shirley Yuen
Editorial Board: Watson Chan, Malcolm Ainsworth,
Simon Ngan, Wendy Lo, Edith Hui
English Editor: Helen Sloan
Translated By: Rachel Shum, Wang Chi Lam,
Yannas Chung
Graphic Design: Andy Wong, Joey Chan

Editorial Enquiries: Helen Sloan
Tel: 2823 1210
Email: helen@chamber.org.hk

Advertising: HKGCC Bulletin
Tel: 2823 1245 Fax: 2821 9545
Email: adv@chamber.org.hk

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

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

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

主席：吳天海
常務副主席：夏雅朗
副主席：李澤鉅 孫立勳 王冬勝
總裁：袁莎妮
編輯委員會：陳利華 麥爾康 顏偉業
盧慧賢 許涼涼

英文編輯：宋海倫
翻譯：岑美怡 汪子林 鍾曉欣
設計：黃惠強 陳麗娟

編輯查詢：宋海倫
電話：2823 1210
電郵：helen@chamber.org.hk

廣告：HKGCC Bulletin
電話：2823 1245 圖文傳真：2821 9545
電郵：adv@chamber.org.hk

本會並非政治組織，任何帶有政治意味的廣告
均不代表本會立場。

出版：香港總商會
香港金鐘道統一中心廿二樓
電話：2529 9229
圖文傳真：2527 9843
網址：www.chamber.org.hk

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

May 2018

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

《工商月刊》刊載的文章內容乃個別作者意見，並不反映香港
總商會立場。

GBA in Action 大灣區投入運作

08

HKGCC

Hong Kong General Chamber of Commerce
香港總商會1861

The Voice of Business 商界之聲

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

Chamber in Review 活動重溫

- | | | | |
|----|---------------------------------------------------------------|----|-------------------------------------------------|
| 70 | A Warm Welcome
熱烈歡迎新會員 | 76 | Pakistan's Potential
巴基斯坦潛力 |
| 74 | Sparking Talent to Secure Electricity
Supply
培育人才確保可靠供電 | 78 | Glimpse Into Smart City Future
透視智慧城市未來 |
| 75 | Visiting a Queen of the Ocean
參觀遠洋「皇后」 | 80 | Business-School Partnership Programme
商校交流計劃 |





Jeffrey Lam is the Chamber's Legco Representative
He can be reached at jeffrey@jeffreylam.hk
香港總商會立法會代表 林健鋒，電郵：jeffrey@jeffreylam.hk

Set Aside Differences for Fair Trade

In the face of the U.S.-China trade conflicts triggered by the United States' Section 301 investigation, President Xi Jinping has insisted on the fundamental national policy of opening-up, noting that "China's door of opening-up will not be closed and will only open even wider." Indeed, there is ample room for future cooperation between the U.S. and Mainland China under the Belt and Road (B&R) Initiative. As such, the two sides should, for the sake of harmony, resolve their differences through negotiation. The business community in Hong Kong should also seize this opportunity to proactively expand their domestic market.

Despite the U.S.-China trade deficit, economic and trade cooperation can benefit both countries if they are willing to work hand in hand and effectively utilize each other's resources. If the U.S. introduces trade barriers due to the trade deficit, it will not only violate the principle of free trade, but will also fail to live up to its commitment to the World Trade Organization. Meanwhile, besides reducing choices available to consumers, a trade war may lead to retaliatory measures by both sides, which will affect other goods, resulting in a no-win situation.

The Mainland and the U.S. are the most important trade markets for Hong Kong. If the instability of the overall trade relations between the U.S. and Mainland China gives rise to exchange rate fluctuations, Hong Kong will inevitably suffer. However, with our decades of solid experience in international trade, the business community will not flinch from competition and will even seek out new opportunities in the ever-changing global landscape.

Indeed, opportunities abound in the future economic development of the Mainland. The country is also willing to share the fruits of economic prosperity with Hong Kong and the world. Under the Greater Bay Area (GBA) and B&R initiatives, Hong Kong can integrate itself into the national development by leveraging on its inherent advantages as an international financial centre and a free port, with a view to promoting exchange and cooperation with countries and regional governments along the B&R regions. Foreign companies can also contribute to the development of the B&R by providing professional services for infrastructure projects.

To facilitate long-term economic and trade cooperation, the U.S. and Mainland China should strive to seek consensus to deal with the current conflict. In the meantime, businesses in Hong Kong should expand their markets to diversify risks. They should also proactively take part in the development of the GBA and the B&R to foster economic and trade cooperation with different countries, so as to enhance their own strengths and gain a foothold in the global market. 🌸

公平貿易 放下分歧

面對美國「301調查」引發的中美貿易衝突，國家主席習近平堅持對外開放的基本國策，並形容「中國開放的大門不會關閉，只會愈開愈大」。事實上，在國家的「一帶一路」倡議下，雙方未來將有廣闊的合作空間，因此應以和為貴，通過磋商化解分歧，本地商界亦應藉此機會積極開拓內銷市場。

中美之間雖存在貿易逆差，但雙方的經貿合作是合則兩利，能將兩地資源有效運用。如果美國基於貿易逆差而實施貿易壁壘，將違反國際自由貿易原則，亦不符合世界貿易組織的精神。另一方面，貿易戰除了令消費者選擇減少，亦會導致雙方採取報復性措施，波及其他商品，最終只會造成雙輸局面，沒有贏家。

內地和美國是香港最重要的貿易市場。若中美整體貿易關係不穩而引發匯率波動，香港亦難免會受到影響。不過，數十年來香港累積了深厚的國際貿易經驗，商界不會懼怕競爭，更會在多變的環境中積極尋找機遇。

事實上，國家未來經濟發展機遇處處，亦願意與香港以至世界分享經濟成果。在大灣區發展及「一帶一路」倡議下，香港可憑著其作為國際金融中心和自由港的天然優勢，融入國家發展，致力推動與沿線國家及地區政府的交流合作；外國公司亦可提供專業服務，在全球基建領域為「一帶一路」作出貢獻。

為了未來長遠的經貿合作，中美雙方宜就當前的矛盾尋求共識。與此同時，港商應開拓更多市場，分散風險，並積極參與大灣區的發展，以及借「一帶一路」的東風，與不同國家建立經貿合作，加強自身實力，才是立足之本。🌸

機場購物 免費送貨 FREE DELIVERY

至 **15** 個目的地
To **15** Destinations



單次消費滿 Spend in single transaction	目的地 Destinations
HK\$1,000	香港 Hong Kong
HK\$2,500	<p>香港、印尼、日本、澳門、中國內地、馬來西亞、菲律賓、新加坡、南韓、台灣、泰國及越南 Hong Kong, Indonesia, Japan, Macao, Mainland China, Malaysia, Philippines, Singapore, South Korea, Taiwan, Thailand & Vietnam</p> <p>最新 NEW 澳洲、加拿大 及 美國 Australia, Canada & United States</p> <p><small>(送貨服務至中國內地，只適用於服裝、袋及配飾。 Delivery to Mainland China is limited to clothing, bags and accessories.)</small></p>



優惠詳情及條款細則，請瀏覽
For terms and conditions, please visit
www.hongkongairport.com
(購物、飲食、娛樂頁面 Shopping, Dining & Entertainment page)





Shirley Yuen is CEO of the Hong Kong General Chamber of Commerce
Send your views to ceo@chamber.org.hk
香港總商會總裁 袁莎妮，電郵：ceo@chamber.org.hk

CEO Comments 總裁之見

Abolition of MPF Offsetting Requires Balanced Measures

While the Chamber recognizes the need to review the MPF system and enhance employees' retirement protection, the latest proposal put forward by the Government on the abolition of MPF offsetting has caused serious concern.

The most worrying aspect of the proposal is that it shifts the entire responsibility for severance and long-service payments (SP/LSP) onto employers, ignoring the fact that employers have already made their MPF contributions. Hong Kong businesses will be forced to bear double liability for their departing employees.

The Government's proposal includes a pledge of \$17.2 billion for a "subsidy scheme" for the first 12 years of the plan. However, the total contributed by businesses during the same time frame is expected to total some \$67.2 billion – not to mention the out-of-pocket expense to cover any shortfall for some employers. From the 13th year onwards, employers are still required to contribute to the account depending upon circumstances.

Saying that the Government "subsidizes" the business sector is a misnomer, as the Government should also have an unshirkable obligation in retirement protection.

The Government's requirements are actually far beyond the means of many SMEs, and even the Government admits that the costs are too arduous for many businesses to bear. Its own figures show that in the 20th year after implementation, 21% of employers' accounts will remain insufficient – short a hefty \$306,000 on average. The corresponding figures for SMEs are a whopping 44% and \$219,000.

On top of that, the calculations involved in the new proposal are complicated and the administrative procedure is cumbersome and costly.

Using the Government's proposal as a framework, we have initially proposed two amendments on the subject.

(1) As in the Government's plan, employers will contribute an extra 1% of monthly relevant income of employees to a designated account, with a ceiling of 15% of annual payroll. But when it comes to paying SP/LSP, the Government should bear half of the burden, with the rest coming from the employer's account.

(2) In case of insufficient savings in the account, the Government will cover the shortfall with a temporary interest-free loan for businesses. Subsequent employer contributions will be used to pay back the Government loan first, before saving for future SP/LSP payments.

These changes have several key advantages. Firstly, the burden of paying for SP/LSP falls equally on employers and the Government. And, according to the Government's calculations, since contributions stop once the account reaches the 15% ceiling, the obligation to both parties is finite. Based on 2017 figures, in 15 years the total Government commitment would be some \$37.5 billion while employers' contributions would total \$84 billion.

The above suggestions are also easier to understand, and create relief and remove uncertainty for SMEs as they will not require out-of-pocket expense to cover any shortfall.

Given the limited figures available, our suggestions can only be considered as some initial thoughts. Harmonious labour relations are key to Hong Kong's success. Realising that employees are a company's most precious asset, the business community is willing to shoulder a greater responsibility of employees' retirement protection, and will continue to work with the Government to explore feasible and practical proposals. The final proposal should take into account the interests of employers, employees, Hong Kong's economy and society at large. 🌸

取消強積金對沖 必須公平處理

總商會認同有需要檢討現行的強積金制度及加強僱員的退休保障，但政府最近提出的取消強積金對沖方案引起商界重大憂慮。

最惹人憂慮之處是，政府完全漠視企業本身早已就有強積金供款，大石擲死蟹地將繳付遣散費和長期服務金（兩金）的責任全部加諸僱主身上。企業被迫為離職員工負上雙重責任。

根據政府方案，政府承諾在12年內提供172億元「補貼」，但期內企業的供款卻高達672億元，更遑論部分僱主因戶口結餘不足而需要額外付款補足兩金。僱主在第13年起仍須因應情況繼續向戶口供款。

必須強調，說政府「補貼」商界，根本用詞不當，政府本身在退休保障問題應有不可推卸的責任。

現在政府的方案根本遠遠超出許多中小企所能承擔。政府本身也承認，支付兩金的龐大開支對不少企業來說相當吃力。政府數字顯示，在方案實施後的第20年，預計有21%僱主的專項戶口結餘仍然不足以支付兩金開支，他們平均要額外付出高達306,000元，而其中44%的中小企更平均要額外支付219,000元。

此外，新方案涉及的計算方式複雜，行政程序繁瑣，成本高昂。

沿用政府方案框架，我們初步就取消「對沖」有兩點修訂建議：

（一）類似政府的方案，僱主須開設專項戶口應付兩金開支，並以僱員每月收入1%供款，直至帳戶結餘相等於僱員薪酬開支的15%為止。當僱主需要支付兩金時，政府需要承擔一半的兩金開支，餘額則由僱主戶口支付。

（二）如果戶口結餘不足以支付僱主承擔部分，政府會為僱主提供相等於差額的免息過渡貸款。其後僱主向戶口注入的供款將首先用作償還政府貸款，然後再儲存作支付兩金之用。

這些改動有幾個重要好處。首先，支付兩金的責任由僱主和政府公平地共同承擔。其次，根據政府的計算方法，由於政府和僱主的支出將於戶口結餘達到僱員薪酬15%後停止，故此雙方所負擔的責任並非「一生一世」。以2017年的數字粗略估算，15年內政府的總承擔金額約為375億，而僱主向專項戶口的供款將會高達840億元。

與政府方案相比，以上的運作更簡單易明，既提供紓緩作用，亦移除中小企業現金流的不確定性，避免他們需自掏腰包以補足兩金差額。

由於商界能夠掌握的數字有限，以上只能視作一些初步構想。和諧的勞資關係是香港賴以成功的要素，商界明白員工是企業最寶貴的資產，並願意為僱員的退休保障福利承擔更多。我們會繼續與政府及其他持份者磋商，探討切實可行的方案。最終所採納的建議應照顧到僱主、僱員、本港經濟發展以至廣大社會的利益。 🌸

TURKISH
AIRLINES



THE MOST UNFORGETTABLE LAYOVER TIME

An exclusive service from Turkish Airlines for the Business Class passengers who have minimum 7 hours or more layover time:

Istanbul Bosphorus Experience

The Bosphorus tour by private boats and incredible tastes at Çırağan Palace Kempinski is waiting for the Turkish Airlines Business Class passengers.

If you wish to have this experience with special prices, please visit: bosphorus.turkishairlines.com

+852 2861 3111 | THY.COM.HK
HKGTICKETING@THY.COM

A STAR ALLIANCE MEMBER

The Greater Bay Area initiative is already having a visible impact as new industrial parks and transport networks help transform the GBA into a modern engine for growth, write **Helen Sloan** and **Scarlet Qian**
隨著新的產業園區和交通網絡協助推動
大灣區轉型為現代經濟增長引擎，
可見大灣區倡議已發揮明顯的效用
宋海倫和錢嘉怡

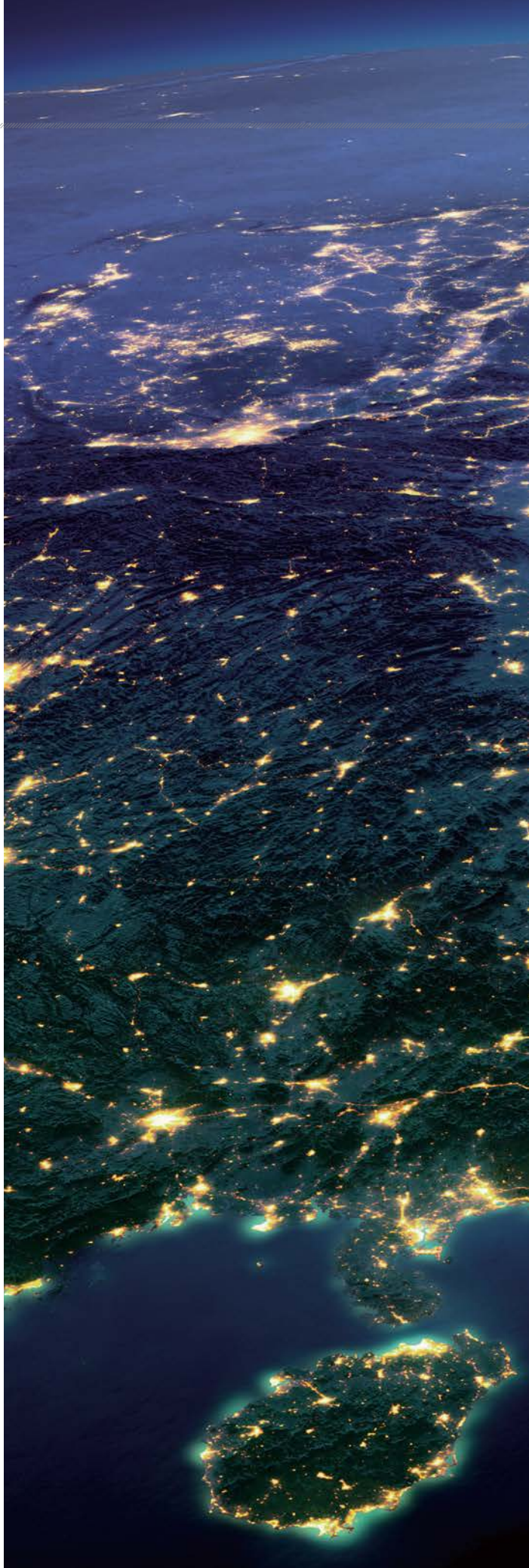
Chamber members who hadn't visited Dongguan for a few years were amazed at the transformation the city has gone through during a recent business mission, with many of them reporting that they could barely recognize the former industrial belt. Neighbouring Zhuhai is also transforming its industry base, which will get a further boost when the bridge linking the city with Hong Kong and Macao opens.

These two cities provide tangible on-the-ground evidence of the improvements that are being fuelled by the Greater Bay Area initiative.

"I was deeply impressed by the ever-changing development," said PC Yu, the Chamber's China Committee Chairman, who led the 32-member delegation to Dongguan on 22-23 March. Noting its long-standing reputation as the "world's factory," his recollection from previous visits was of a traditional industrial city with a pollution problem. Those days have gone.

"The city has undergone a face-lift in recent years thanks to its ongoing efforts to transform itself – not just by upgrading manufacturing, but also by improving its ecology and quality of life."

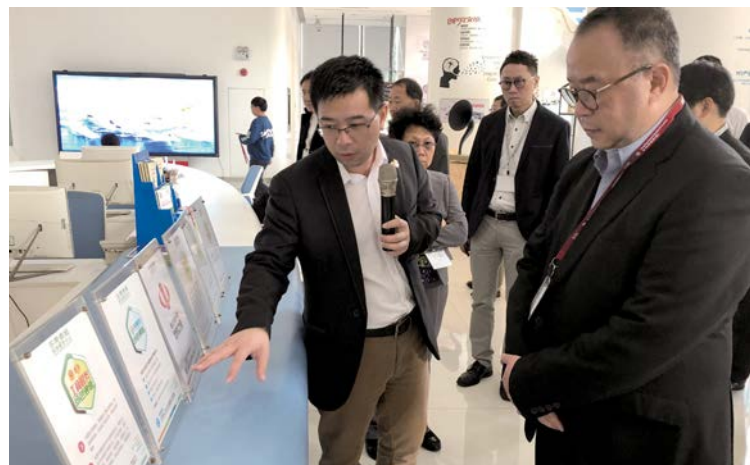
These improvements have been given a further boost by the GBA initiative, which aims to better connect 11 cities, including Hong Kong and Macao, through infrastructure upgrading, coordinated development and industrial transformation. The impact can be already seen in action in Dongguan and Zhuhai in their new and upgraded industrial parks and increasingly good living environment.





GBA in Action

大灣區投入運作



Growing GBA Connections

Some of the biggest and most visible GBA projects are in transportation. Major intercity rail links are being built that will connect all of the cities in the GBA, and many more expressways are also under construction. A Cushman and Wakefield survey published last year reported that the operating mileage in the GBA will grow from approximately 5,600 km in 2016 to 8,800 km in 2020, an increase of 57%. And further road-building projects are planned until at least 2025.

The point of this is to create one- and two-hour living circles, to enable everyone within the GBA to travel much more easily around the region. It will also support the development of other GBA projects, such as the industrial zones that are driving Dongguan's transformation.

The GBA developments have not been without controversy, however. The co-location issue has at times overshadowed discussion about the benefits

of the new high-speed line between Hong Kong and Guangzhou. Meanwhile, some have questioned the cost of the bridge to Zhuhai and Macao.

But these projects should not be looked at in isolation. The new train line and bridge are only part of the much larger project to link the whole GBA region.

And it seems that the critics are in the minority. A survey of business executives in Hong Kong and other GBA cities commissioned by the Chamber and KPMG last year found overwhelming support for wider regional development.

"The idea of Hong Kong, Macao and Guangdong working together to create the GBA resonated with the survey respondents, with 80% indicating their support for integrated development across the region," the report said. Only 2% of respondents opposed the development.

A New Era

Once a hugely successful exporter of low-end manufactured goods, Dongguan was hit by the 2008 financial crisis, when global demand slumped. This could have spelled devastation, but the city seized the opportunity to develop into a hub for innovative industry and also an attractive tourist destination.

Today, of the city's 5,000 trading enterprises, 36% have developed their own brands while 32% have R&D facilities, showing how it is successfully moving upstream in the value chain.

"Dongguan is the only prefecture-level city in Guangdong Province to be included in the Guangzhou-Shenzhen Science and Technology Innovation Corridor," Yu noted. Key to this pivot towards technology is the Binhaiwan New District, which was established last October and has links to free trade zones in Guangzhou and Shenzhen.

GBA Working Group

Recognising the importance of the GBA, the Chamber has set up a Greater Bay Area Working Group to help the Hong Kong business community explore the opportunities arising as a result of the initiative. If members have views or suggestions on the future development of the GBA, please share with the Chamber Secretariat and we can relay your thoughts to the relevant authorities if appropriate.



香港發明創新總會
HONG KONG FEDERATION OF INVENTION AND INNOVATION

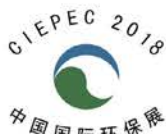


Hong Kong
Productivity Council
香港生產力促進局



由香港特別行政區政府
「發展品牌、升級轉型及拓展內銷市場的
專項基金」(機構支援計劃)撥款資助
Funded by the Dedicated Fund on Branding,
Upgrading and Domestic Sales (Organisation
Support Programme) of the Government of
the Hong Kong Special Administrative Region

想推廣你的創新發明專利及產品、 在中國內地尋找合作伙伴、進行技術授權及市場發展嗎？



第十六届中国国际环保展览会
The 16th China International Environmental Protection
Exhibition and Conference

2018年6月7-9日

北京·中國國際展覽中心

展位號碼：3號館3317-3326號

香港館

現正接受申請！



掃描右方QR碼或到項目網站填寫申請，經項目委員會審核篩選
<https://hkfii-bud-patent.wixsite.com/project-website/exhibitions-application>



本項目共會在5個大型內地展覽會設立香港館及商貿配對，
涵蓋**生物科技**、**環保**、**自動化**、**光機電**、**資訊科技**、**通訊**、
新材料及**傳感器**等八個範疇，藉此在內地推廣香港創意產業
及發明項目的成就及合作優勢。

把專利產品放於香港館展出的好處

- **參展費用全免**
- 讓投資者了解你的專利產品
- 提高知名度
- 與生產商及分銷商進行商業交流
- 在商貿配對中尋找合作機遇



本項目現已推出「推廣香港專利商品化平台」，進軍內地商品化市場。
遞交資料請訪問：<http://www.hkpatent.org>

如有任何查詢，歡迎聯絡：楊柏標先生(Bill)
劉音博士(Carol)

電郵：billyeung@hkpc.org
電郵：carolliu@hkpc.org

電話：(852) 2788 5869
電話：(852) 2788 5550

支持機構



在此刊物上/活動內(或項目小組成員)表達的任何意見、研究成果、結論或建議，並不代表香港特別行政區政府、工業貿易署或中小企業發展支援基金及發展品牌、升級轉型及拓展內銷市場的專項基金(機構支援計劃)評審委員會的觀點。



And Binhaiwan is not the only new district helping to revolutionize Dongguan. “The Water District Economic Zone and Songshan Lake industrial park are just some of the striking and innovative developments we saw on the business mission,” Yu said.

Environmental management is a key focus at the Water Village area. Rich in water resources, the area is also home to a picturesque Lingnan-style water village, where clusters of industries, such as e-commerce and logistics, have emerged in recent years. During the visit, members also got an insight into some of the tourist attractions that are now available with a cruise around the Huayang Lake Wetland Park.

The Songshan Lake Science and Technology Industrial Park, meanwhile, switched to innovation-driven development in 2014. With a focus on high-end electronic information, biotechnology, robotics and new energy industries, it has been at the forefront of Dongguan’s change in direction, and has successfully attracted major players like Huawei Machine and Huawei Terminal. Again, there is a green element. In addition to a national 4A-grade ecological park, the park also includes 300 kilometres of roads and ecological greenways, helping to integrate the natural and built environments.

Outside of the industrial zones, the green theme can be seen in other enterprises, including the Tao Heung Food Culture Centre, a former factory which has been renovated into a complex with food, leisure and shopping attractions.

“I was particularly impressed by the Tao Heung Food Culture Centre,” Yu said. “It has been living up to the green concepts it has championed since it was established.”

During the mission, the Chamber delegation met with Luo Zhaoqun, a member of the Standing Committee of Dongguan.

“Ongoing efforts to transform and upgrade our traditional industries have enabled Dongguan to maintain stable growth in recent years,” Luo said. “In particular, the city has now become an R&D base for the smart-phone and robotics industries.”

To boost its ambitions to become an international technology and innovation hub, Dongguan has rolled out support policies to help companies attract talent, Luo added.

Building Bridges

Zhuhai is also transforming into an innovation-driven city with high-end manufacturing. And it will become an increasingly important link in the GBA when the Hong Kong-Zhuhai-Macao Bridge opens later this year, reducing travel time from Hong Kong to only 40 minutes.

The city has long been a key driver of economic reform, and was one of the first zones to implement the Mainland’s opening-up policy. Today, it is encouraging tourism and marine economy sectors such as ship and oceanic engineering, and also developing high-end manufacturing including aviation and aerospace, rail transport and electric vehicles.



Chamber delegates at Songshan Lake in Dongguan. 總商會代表團考察東莞松山湖。

Members got an insight into the latest developments during a Chamber roundtable on 20 April.

Lu Xiaofeng, Deputy Mayor of Zhuhai, said so far, 2,337 Hong Kong enterprises had invested a total of US\$33.73 billion in the city. Also, the city had introduced policies to make it easier for Hong Kong people and companies to work and invest in the city.

For example, in the Hengqin Free Trade Zone, Hong Kong and Macao residents enjoy the same individual income tax policy as at home, and tax gaps arising from different policies are fully subsidized. Also, a 15% enterprise income tax rate is available for eligible enterprises.

“We hope that these preferential policies will encourage more talent to come to Zhuhai to develop their careers,” Lu said.

Cushman and Wakefield’s report also highlighted Zhuhai as one of the “booming tier-2 cities” where the retail market is expected to increase as a result of GBA development. “Transformation of industries and improvement in infrastructure will change the demand of retail consumption in the region, especially in tier-2 cities,” it said.

The report also noted the benefits to Zhuhai of the new transport infrastructure, including the bridge to Hong Kong, suggesting this will lead to “stronger interaction with Hong Kong and Shenzhen, especially among talent.”

The benefits of better links between Hong Kong

and the wider GBA was also highlighted by Wilson Chan, Associate Director of the MBA programme at City University of Hong Kong, speaking at the Chamber’s Zhuhai roundtable.

“The GBA is a great opportunity for Hong Kong enterprises,” Chan said, “especially given the current unexpected global economic environment.”

Emil Yu, Chairman of the Chamber’s Industry and Technology Committee, is an example of Hong Kong companies that have invested in the region.

“The Greater Bay Area has had close ties with Hong Kong manufacturers over the past 30 years. In fact, my company set up a manufacturing facility in the area over 20 years ago,” he said.

His long experience in the region means he has seen first-hand the changes that the GBA initiative has brought, and continues to bring, to enterprises in the region.

“It has progressed quite a lot both on the ease of doing business as well as the living environment,” he said. “Companies like ours continue to benefit from the government incentives to innovate and expand.”

The changes happening right now in Dongguan and Zhuhai show that this optimism is well founded. Through the Chamber’s visits to GBA cities and roundtables with key officials and other experts, our members are gaining crucial information about how to make the most of these huge opportunities that are opening up on our doorstep. 🌸

總商會近日赴東莞進行商務考察，期間已有數年沒到訪該市的會員，對當地經歷的轉變大表驚訝，紛紛表示幾乎認不出昔日的產業帶。鄰近的珠海產業基地亦正進行轉型，隨著連接港澳的大橋開通，將進一步帶動當地發展。

這兩個城市切實體現了大灣區倡議帶來的進展。

總商會中國委員會主席余鵬春於3月22至23日率領32人考察團到訪東莞。他說：「東莞日新月異的發展令我印象深刻。」東莞向來是聞名遐邇的「世界工廠」，他回想以往曾多次踏足此地，印象中是一個傳統的工業城市，受到污染問題困擾，但如今一切已成過去了。

他說：「東莞近年徹底蛻變，煥然一新，這實有賴該市持續推動經濟轉型，除了鼓勵產業升級，還致力提升生態建設和城市品質。」

大灣區倡議進一步推動這些轉變，通過基建升級、協調發展和產業轉型，讓包括港澳在內的11個城市更妥善地連接起來。從

不過，我們不應獨立看待這些項目。新建的高鐵路線和大橋只是連接整個大灣區的龐大工程之一小部分。

再者，批評似乎只佔少數。總商會和畢馬威去年向香港和其他大灣區城市的企業高管進行了一項調查，結果顯示他們全力支持更廣泛的地區發展。

報告指出：「香港、澳門和廣東共同創建大灣區的構想，引起了受訪者的共鳴，當中有八成人表示支持區內融合發展。」只有2%的受訪者反對。

新時代

東莞曾經是低端製成品的領先出口地，但2008年爆發的金融危機導致全球需求驟降，令該市大受打擊。這一擊足以令東莞一沉不起，但該市化危為機，乘勢發展成為創新產業樞紐和具吸引力的旅遊勝地。

在目前當地5,000多家貿易企業中，36%的企業擁有自主品牌，32%設有研發機構，可見東莞如何成功走上價值鏈的中上游。



We hope that these preferential policies will encourage more talent to come to Zhuhai to develop their careers.

我們希望這些優惠政策可鼓勵更多人才前來珠海發展事業。

— Lu Xiaofeng, Deputy Mayor of Zhuhai

— 珠海市人民政府副市長蘆曉鳳



東莞和珠海的新建和升級產業園區，以及日漸改善的生活環境，已可看到成效。

大灣區連繫日益緊密

部分最大規模、最備受注目的大灣區項目可見於交通方面。大型城際鐵路正在施工，以連接大灣區內的所有城市，而眾多高速公路也在建設階段。根據戴德梁行去年發表的調查報告，大灣區的運營里程將從2016年約5,600公里，增加到2020年的8,800公里，增幅達57%。計劃開展的進一步道路建設工程，也至少持續到2025年。

上述工程的重點除了是要建立一至兩小時生活圈，使大灣區內人人都能更方便出行，還將支持其他大灣區項目的發展，例如推動東莞轉型的產業區。

然而，大灣區發展並非毫無爭議。社會討論香港與廣州新高鐵線的好處時，偶爾也會被「一地兩檢」議題蓋過。與此同時，有人亦質疑港澳大橋的成本。

余鵬春說：「東莞是廣東省唯一被納入廣深科技創新走廊的地級市。」這個科技樞紐的核心是於去年10月建設的濱海灣新區，連接廣州和深圳自貿區。

濱海灣並非唯一協助推動東莞革新的新區。余鵬春續道：「水鄉新城特色經濟區、松山湖高新區等，也讓人耳目一新。」

環境管理是水鄉新區的重點。區內水資源豐富，環境優美，別具嶺南水鄉風情之餘，近年亦已逐步形成電商、物流等產業集群。考察期間，會員還有機會坐船暢遊蕩陽湖生態濕地公園，探索一些現已開放的旅遊景點。

同時，松山湖高新技術產業開發區已於2014年進入了創新驅動發展階段。園區重點打造高端電子信息、生物技術、機器人、新能源產業，一直走在最前，帶領東莞變革，更成功吸引了華為機器、華為終端總部等一系列行業龍頭企業進駐。該區著重綠色元素，不僅有國家4A級生態公園，亦建成長達300公里的道路和生態綠道，實現了自然生態與人工設施的融合。



CONFERENCE: 5 - 8 JUNE 2018

TRADE SHOW: 6 - 8 JUNE 2018

HONG KONG CONVENTION
& EXHIBITION CENTRE,
HONG KONG, CHINA

IT'S ALL HERE



Join keynote speaker Dr. Allan Zeman, GBM, GBS, JP, Chairman of Lan Kwai Fong Group, during Leadership Breakfast at Asian Attractions Expo 2018 [AAE 2018]!

AAE 2018, the official conference and trade show presented by IAAPA, is the premier international business event for attractions industry professionals in the Asia Pacific region. IAAPA is the largest international trade association for the global attractions industry.

Join 8,000+ registrants to SEE exhibits from 300+ companies, LEARN from 15 education sessions, and NETWORK with industry elites.

Register Early and Save! www.IAAPA.org/AsianAttractionsExpo

International Association of Amusement Parks and Attractions (IAAPA)

Global Headquarters	IAAPA@IAAPA.org	+1 321/319-7600
Asia Pacific	AsiaPacific@IAAPA.org	+852 2539-0977
Shanghai, China	AsiaPacific@IAAPA.org	+86 21/8033-7435
Visitor Inquiry:	aae@baobab-tree-event.com	+852 3520-3639

  @IAAPAHQ #AAE18



Members attend a full house roundtable at the Chamber on the latest developments in Zhuhai.
會員出席總商會午餐會，了解珠海的最新發展，全場座無虛席。

在產業區外，其他企業亦體現了綠色環保的理念，包括稻香飲食文化中心。這個文化中心前身為廠房，經翻新後現已發展成為集飲食、休閒和購物於一身的綜合體。

余鵬春說：「令我印象特別深刻的是稻香飲食文化中心，這個文化中心自建立之初便秉持著綠色環保的理念。」

考察期間，總商會代表團與東莞市市委常委駱招群會面。

駱招群說：「東莞近年進行傳統產業轉型升級，保持了穩定的發展速度，尤其在智能手機和機器人產業方面形成了研發基地。」

他補充，為協助東莞打造成國際創科樞紐，該市已推出企業扶持政策，招攬人才。

建設大橋

珠海也逐漸轉型為以高端製造業為主的創新驅動型城市。港珠澳大橋下半年開通後，將成為大灣區內愈趨重要的橋樑，令往來香港與珠海的行程縮短至只需40分鐘。

該市一直是經濟改革的重要動力，也是實施內地對外開放政策的首批地區之一。如今，珠海正積極推動船舶和海洋工程等旅遊和海洋經濟業，並發展航空航天、鐵路運輸和電動汽車等高端製造業。

在總商會4月20日的午餐會上，珠海市人民政府副市長蘆曉鳳向會員講解當地的最新發展。

大灣區工作小組

總商會深明大灣區的重要性，遂成立大灣區工作小組，協助香港商界探索該倡議締造的機遇。倘會員對大灣區的未來發展有任何意見或建議，歡迎隨時向總商會秘書處提出，我們可將您的寶貴見解轉達有關部門。

蘆曉鳳指出，迄今已有2,337家香港企業在該市投資，總額達337.3億美元。她續稱，當地已引入政策，讓香港居民和企業在工作和投資上享有更大的便利。

舉例說，在橫琴自由貿易區，港澳居民繳納的個人所得稅與港澳稅法計算的應納稅款一致，而不同政策下的稅收差額也可全數獲得補貼。另外，合資格企業可享15%的企業所得稅稅率。

她說：「我們希望這些優惠政策可鼓勵更多人才前來珠海發展事業。」

戴德梁行的報告還強調，珠海是「發展蓬勃的二線城市」之一，預料當地的零售市場會隨著大灣區的發展而有所增長。該報告指出：「產業轉型和基建改善將改變區內的零售消費需求，特別是在二線城市。」

報告還提及新交通基建對珠海的好處，當中包括接連香港的大橋，將「加強港深兩地的互動，尤其是在人才方面。」

香港城市大學工商管理課程協理主任陳鳳翔亦在本會的珠海午餐會上，強調香港與更廣泛大灣區加強連繫的好處。

陳鳳翔說：「大灣區對香港企業來說是莫大機遇，尤其是面對當前難以預測的全球經濟環境。」

總商會工業及科技委員會主席于健安的公司是投資該區的港企之一。

他說：「過去30年，大灣區與香港製造商保持密切的聯繫。事實上，我的公司於20多年前已在該區自設廠房。」

他在該區多年的工作經驗，意味他親身見證著大灣區倡議為區內企業持續帶來的轉變。

他說：「這些年來，無論在便利營商還是生活環境方面都大有進展。我們這類公司將繼續受惠於政府的創新和拓展措施。」

東莞和珠海現正經歷的轉變顯示，這種樂觀主義有充分的根據。通過總商會舉辦的大灣區城市考察團，以及主要官員和專家午餐會，我們的會員可掌握更多重要資訊，了解如何充分利用這些近在門前的巨大機遇。✿



妥善管理知識產權 助你拓展無限商機

知識產權管理人員計劃

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



計劃有什麼好處？

參加計劃的企業將可獲得：

- ✓ 優先資格及特價優惠，報讀「知識產權管理人員培訓課程」
- ✓ 免費參加「知識產權管理人員實務工作坊」及獲贈實務指南乙本
- ✓ 企業參加證書乙張
- ✓ 知識產權的最新資訊

怎樣參加計劃？

- ➡ 企業應委任一名管理階層的員工擔任內部「知識產權管理人員」，負責監督知識產權資產的規範、管理、使用及商品化情況
- ➡ 知識產權署會定期為「知識產權管理人員」提供培訓課程及實務工作坊，以確保他們獲得執行有關職務的知識
- ➡ 計劃費用全免；參加及詳情，請瀏覽 www.ip.gov.hk/ipms

免費知識產權諮詢服務

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

香港律師會的執業律師(顧問)會提供30分鐘的諮詢面談服務。諮詢範圍涵蓋：

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

網上申請或下載申請表格，請瀏覽 www.ip.gov.hk/ipcs

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

知識產權管理人員培訓課程

基礎課程

- ➡ 此課程為參加者提供基礎知識，由知識產權專業人士教授。內容涵蓋「知識產權基本概念」、「商標、專利、版權及外觀設計的管理與開發」、「知識產權貿易」、「內地的知識產權管理與保護」及「香港的知識產權註冊及申請程序」等
- ➡ 完成課程後可獲發修習證書乙張
- ➡ 下期課程將於**2018年7月5至6日**舉行，兩天課程費用只需HK\$200。報名及詳情，請瀏覽 www.ip.gov.hk/ipmtp



知識產權管理人員實務工作坊

進階課程

- ➡ 此工作坊為「知識產權管理人員」提供進階培訓，由知識產權專業律師教授，內容包括「認識企業內的知識產權資產及制定相關策略」、「為企業的知識產權制定成本預算及保護準則」及「知識產權商品化的模式」等
- ➡ 完成工作坊後可獲贈「知識產權管理人員實務指南」乙本
- ➡ 下期工作坊將於**2018年8月**舉行(日期待定)，費用全免。報名及詳情，請瀏覽 www.ip.gov.hk/pwipm

註：此工作坊只限非知識產權中介服務機構參加。如參加者的機構屬律師行或從事知識產權代理業務，其報名申請不會獲接納。



「香港-知識產權貿易中心」專題網站



此網站提供一站式有關知識產權貿易的資訊，如知識產權類別、知識產權貿易，管理和保護知識產權及各項支援服務的資訊，助你掌握知識產權貿易的機遇。詳情請瀏覽 www.ip.gov.hk。

瀏覽 www.ip.gov.hk

了解最新的知識產權貿易支援服務及資訊

查詢熱線：2961 6833



查看各項服務詳情



香港特別行政區政府知識產權署
The Government of the Hong Kong Special Administrative Region
Intellectual Property Department



Patrick Yip (left), National GFSI Tax Leader, and Candy Chan, Tax Partner, Deloitte
德勤中國全球金融服務業稅務領導人葉偉文（左）和稅務合夥人陳蘊

Impact of U.S. Tax Reform

Trump's corporation tax cut grabbed the headlines but the Act has other provisions that companies should be aware of

On December 22, 2017, U.S. President Donald Trump signed into law the Tax Cuts and Jobs Act (TCJA), which many have hailed as the biggest tax reform in the United States since 1986. Of the many provisions in the 1,097-page TCJA, a few stand out in respect of their potential implications to non-U.S. companies, such as those from Hong Kong and Mainland China, doing business in the U.S. (U.S. Inbound) and Hong Kong or Mainland Chinese companies owned by U.S. shareholders (U.S. Outbound).

U.S. Inbound

The most headline grabbing element of the TCJA is likely the dramatic reduction in the U.S. corporate income tax rate from 35% to 21%, which should be a boon to many foreign groups with U.S. subsidiaries. However, the sharp reduction in tax rates and other tax incentives would invariably lead to a significant decline in revenue collection by the government. To pay for this anticipated shortfall, the TCJA included a number of revenue raising measures such as:

1. The net operating loss (NOL) carryback period is eliminated (i.e., no more tax refund can be claimed from the prior profitable years). Although the NOL carryforward period is to become indefinite, NOL carryforward deduction in any year is limited to 80% of the taxable income in that year, i.e., some tax will be payable regardless of how big the NOL carryforward is.
2. Interest incurred by a business is no longer deductible in its entirety, but is limited to the business' interest income plus 30% of its "adjusted taxable income" (as defined). This new rule would likely diminish the desirability and value of debt leverage for business purposes.
3. If foreign groups have relied on foreign related-party debt to finance their U.S. operations, they would need to be aware of the potential negative impact of another provision in the Act. TCJA introduces the Base Erosion and Anti-Avoidance Tax (BEAT), which is intended to preclude U.S. companies from



reducing their U.S. tax liability by making deductible payments to related foreign persons – for example, interest on intercompany loans. However, BEAT's coverage is much wider than interest payments; it applies to other deductible payments such as royalties and most service fees. BEAT is the shorthand of an additional tax based on a recalculated taxable income (by disallowing the otherwise deductible payments to related foreign persons). As a result of BEAT, it is anticipated that large U.S. companies would turn more to domestic financing, IP licensing and service providers, rather than going abroad.

U.S. Outbound

For U.S.-owned foreign companies, what seems like the most welcome news – that profits earned by these companies, when repatriated back to the U.S. corporate parent (but not applicable to U.S. individual shareholders), would no longer be subject to U.S. tax, the so-called "Participation Exemption" – is offset by a number of complex revenue raising provisions that could hit the U.S. parent companies (and individual shareholders) hard:

1. A one-time repatriation tax (the "Transition Tax") will be imposed on prior years corporate earnings held overseas (the greater as of 2 November or 31 December, 2017). The tax would be imposed on these earnings at 15.5% (to the extent represented by the company's liquid assets) and 8% (to the extent represented by the company's illiquid assets), respectively. The tax,



payable over eight years in back-loaded installments, will take effect for taxable years beginning before 1 January 2018. This means it would affect the 2017 tax returns (due April 15, 2018) for calendar year taxpayers. It should be noted that the tax is applicable to both U.S. corporate and individual shareholders.

2. A new category of income earned by U.S.-owned foreign companies has been created, the Global Intangible Low Tax Income (GILTI). The main purpose of GILTI is to discourage the creation and maintenance of intangible property, and income arising from such property, in foreign companies owned by U.S. shareholders. The GILTI regime is targeted at low-taxed (in the foreign locations) IP income generated without the help of significant tangible assets. Unfortunately, the potential reach of GILTI is much wider than what was originally targeted. The idea is relatively straightforward: any U.S. foreign owned company that earns income over a “prescribed” return (now set at 10%) on tangible assets would be treated as GILTI, which would be subject to tax in the U.S. shareholders’ hands at the usual applicable tax rates on a current basis (i.e., the Participation Exemption would not be of relevance or help).

Consider a one-man consulting firm, a Hong Kong company owned by a U.S. individual shareholder, that operates a consulting business in Hong Kong with little or no tangible assets. In the past, the Hong Kong company would pay Hong Kong tax at 16.5% and there

would be no U.S. tax payable until the company makes a dividend distribution to the U.S. shareholder. With GILTI, almost all of the Hong Kong company’s income would be GILTI, which would be taxable to the U.S. shareholder on a current basis. Worse still, the individual U.S. shareholder may not even claim a foreign tax credit with respect to the 16.5% Hong Kong tax that his company paid without going through some complex U.S. tax-planning gymnastics that would generate other problems of its own.

On the IP front, GILTI is often contrasted with the newly created Foreign-Derived Intangible Income (FDII) provision. If GILTI is the stick, FDII is often characterized as the carrot. FDII is aimed at encouraging U.S. companies with foreign operations to create and maintain IP in the U.S. and leverage this IP to earn income from foreign markets. U.S. companies that are taxed at 21% can enjoy a lower tax rate of 13.25% in deriving FDII, i.e., income, licensing, leasing property or providing services for use outside the U.S.

Conclusion

Trump’s signature on the TCJA represents a major step in his crusade to “Make America Great Again”. The TCJA gives U.S. companies a competitive edge, by way of the participation exemption, in operating in overseas markets. It encourages U.S. companies to move their “movable” assets or businesses, primarily relating to intellectual property and R&D businesses, back to the U.S. where they can enjoy a much lower tax rate and potentially benefit from FDII treatment and at the same time, avoid GILTI punishment. Unfortunately, U.S. individual taxpayers who do business overseas through their foreign companies may be caught in the crossfire of GILTI and the Transaction Tax that could lead to a higher tax burden. It is expected that many of these U.S. individual-owned foreign companies would have to be restructured to minimize the otherwise heightened tax exposure. From this perspective, TCJA may not be seen as so “great” for these U.S. individual taxpayers. ❀

美國稅改的影響

特朗普削減企業稅登上新聞頭條，惟企業也應留意法案的其他條文

2017年12月22日，《減稅與就業法案》（即Tax Cuts and Jobs Act — 「TCJA」）經美國總統特朗普簽署後生效。此法案被視為自1986年以來最大規模的稅改方案。在長達1,097頁的法案中，若干條文對在美國從事業務的非美國公司，包括在香港和中國內地成立的公司（即「美國境內投資」），以及由美國股東控制的香港或中國內地公司（即「美國境外投資」）有著相當影響。

美國境內投資

TCJA最令人注目的可能是企業所得稅率從35%大幅降低到21%，這對許多外國公司集團在美國的子公司來說是天大的好消息。然而，大幅下調的稅率和其他稅收獎勵措施無疑會導致政府收入大減。為應付這預期的稅收缺口，TCJA包含了以下一些增加稅收的措施：

1. 淨營業虧損：（即Net Operating Loss — NOL）取消淨營業虧損額結算到過去（carryback），改為無限期淨營業虧損額結算到未來（carryforward），即以後有盈利的稅務年度不得再對以前有淨營業虧損的稅務年度提取任何退稅。雖然NOL改為向後無限期結轉，惟NOL任何一年的結轉扣除僅限於當年應納稅所得額的80%，即無論NOL結轉金額有多大，都須繳稅。
2. 利息費用：企業衍生的利息費用將不得全數被扣除，而僅限於企業的利息收入加上「調整後的應納稅所得額」的30%。這項新規定或會降低商業上債務槓桿的可取性和價值。
3. 稅基侵蝕與反濫用稅：倘外國公司集團依賴外國關聯方提供的債務為其在美國的業務提供資金，他們則需要注意另一項TCJA規定的潛在負面影響。TCJA引入了稅基侵蝕與反濫用稅（即Base Erosion Anti-Avoidance Tax — BEAT），針對美國企業向境外關聯企業支付可扣稅的費用（如公司之間的貸款利息）來減少美國的稅務責任。然而，BEAT的覆蓋範圍不只局限於利息支付，還包括其他可扣除的付款，如版權稅和大部分服務費用。BEAT是一種以重新計算應納稅所得來計算附加稅的方法（以禁止向相關外國人支付可扣除的費用來達到這效果）。基於BEAT的影響，預計美國企業將轉向在美國境內進行融資、購買或租用知識產權，以及使用美國境內的服務提供商，而非向境外進行融資或要求服務。

美國境外投資

對於擁有海外企業的美國股東來說，最受歡迎的條例似乎是日後當這些企業把賺取的利潤遣返回美國母公司（但這不適用於美國個人股東），將不用再繳納美國稅（即所謂的「參與豁免」），但這些稅務優惠將被一系列的增稅措施抵消，從而影響美國母公司：

1. 過渡稅：一次性遣返稅（即過渡稅 — Transition Tax）將對美國企業的海外公司就以前未被徵稅的累積收入徵稅（收入

計算以2017年11月2日或12月31日為標準，然後取兩者中較大者）。這些收入將分別被徵收15.5%（以企業流動資產為代表計算基礎）及8%（以企業非流動資產為計算基礎）的稅款。過渡稅可在八年中以分期付款形式支付。過渡稅將在2018年1月1日之前的納稅年度生效，即會影響2017稅務年度納稅人的納稅申報表（2018年4月15日到期的納稅申報表）。值得注意的是，這項稅收適用於美國企業和個人股東。

2. 全球無形資產低稅收入：全球無形資產低稅收入（即Global Intangible Low Tax Income—GILTI）是新創立的稅收範疇。GILTI的主要目的是避免美國股東透過其擁有的海外企業創造和持有無形資產（以及由此類資產產生的收入）。GILTI旨在針對某些企業在海外於沒持有大量的有形資產下所產生的低稅收知識產權收入。不幸的是，GILTI的潛在影響遠遠大於其最初目的。這個方案的概念相對簡單：美國海外企業的收入如超過有形資產「規定」的回報（現為10%），美國股東須按當前的適用稅率繳稅（即「參與豁免」不具有相關性或幫助）。

舉例說，一家由美國個人股東擁有的獨資香港諮詢公司在香港經營諮詢業務，擁有很少甚至沒有有形資產。在美國稅改前，該公司只需支付16.5%的香港稅，美國個人股東在該公司未有分配股息前毋須支付美國稅。在GILTI下，幾乎所有香港公司的收入都將被納入GILTI的範疇，並將向美國股東徵稅。更甚者，如果不進行一些複雜的美國稅收籌劃，美國個人股東甚至無法就其在香港公司支付的16.5%香港稅申請稅收抵免，更有機會面臨其他稅務問題。

知識產權方面，GILTI與新設的外國無形收入（即Foreign Derived Intangible Income — FDII）規定相反，FDII的目的是鼓勵在海外經營的美國企業在美國創建和持有知識產權，並藉此從國外市場獲取收入。納稅稅率為21%的美國企業在獲得FDII（即收入、許可、租賃財產或在美國境外提供服務時）後，可享受13.25%的較低稅率。

總結

經特朗普簽署後生效的TCJA，代表著他在「讓美國再次輝煌」計劃中邁出了重要的一步。通過「參與豁免」的方式，TCJA為美國企業提供了在海外市場營運的競爭優勢。它鼓勵美國企業將其「可轉移」資產或業務（即主要涉及知識產權和研發的業務）轉移到美國，令他們可享更低的稅率，並可從FDII中受惠（並且同時避免GILTI加諸的懲罰）。然而，美國個人納稅人在海外企業開展的海外業務或受GILTI和Transition Tax影響，面臨更高的稅收負擔。我們估計很多這類由美國個人擁有的海外企業將要進行稅務規劃或重組，以便減少稅收風險。從這個角度看，對美國個人納稅人來說，TCJA或許未能提供那麼多的稅務效益。✿

No.1 Cloud ERP in China

Our Cloud ERP Solution ranks the No.1 market share of Cloud ERP in China , supporting by our strategic partner - Amazon to achieve the highest level of data security, including ISO27001 、SOC1 、SOC2 、SOC3 and CSA, in order to provide all of the cloud customers with more powerful and consistency services.



HR



Manufacturing



Supply Chain



Finance



Mobility

金蝶雲



E-Commerce



Stock Code: 00268.HK

金蝶國際軟件集團(香港)有限公司

Kingdee International Software Group (H.K.) Ltd.

Suite 1501, 15/F., Central Plaza, 18 Harbour Road, Wanchai, Hong Kong

Tel: (852) 2157 9390 Email: asiapac@kingdee.com Website: www.kingdee.com.hk



Website



Facebook



LinkedIn

Keeping Corruption at Bay 打擊貪污

ICAC Commissioner explains how Hong Kong maintains its hard-won position
as one of the cleanest places to do businesses on the planet

香港堪稱全球最廉潔的商業城市之一，廉政專員解釋本港如何維持這個得來不易的美譽

Anyone arriving in Hong Kong today will find a city virtually free from corruption. It is hard to imagine that only a few decades ago citizens were accustomed to paying bribes to everyone from the police to hospital workers.

This turnaround can be credited to the founding of the Independent Commission Against Corruption (ICAC) in 1974, which within a few years had successfully carried out a programme of root-and-branch reform as well as a number of high-profile prosecutions.

As Simon Peh, Commissioner of the ICAC, explained, it was not a case of just a few rouge miscreants.

“In the 1960s the problem was part of daily life. The greatest problem was the syndicated corruption, especially in the government departments.”

Within 10 years, this syndicated corruption had been eliminated. The situation continued to improve and in the past 20 years or so, the city has largely been free of such corruption. Remaining this way takes work, however, and “we have to be very alert against any possible regression,” Peh said.

Over the past 40 years the ICAC has successfully employed a three-prong approach: enforcement, education and prevention. Many other countries focus on enforcement, but Hong Kong employs a broader approach.

“You get an immediate effect when you enforce the law,” he said. “But in the long term, the real benefits of education and prevention emerge.”

Hong Kong’s cleaning up also coincided with the evolution of the city into a global financial hub.



“Gradually Hong Kong moved forward to become a financial centre; I think it was a natural process,” Peh said. “But that said, being corruption-free is a very important factor in enabling Hong Kong to become a financial centre. Because the overseas investors, the big banks and investment banks, could move away very easily.”

The ICAC’s focus has shifted from government departments to the private sector, and now needs to look far beyond Hong Kong.

“Under globalization now it is much easier for people to move around the world, for money to move around the world, for transactions to go beyond our borders,” Peh said. “So we need to cooperate with agencies in other countries. Actually we have very good cooperation with our counterparts – the police, the anti-corruption agencies – in all parts of the world.”

The growth of the internet, advanced IT and social media have changed the way the ICAC works.

“These are all new challenges for us,” Peh said. “So some years ago we set up the computer forensics unit and they deal with computers, laptops and mobile phones. They have the knowledge to dig into the equipment to look for any useful evidence.”

Another specialized branch is the Forensic Accounting Group, which focuses on the most complicated cases, often involving listed companies and international transactions.

The ICAC has about 1,400 staff members, with around 1,000 of these on the investigations side. The commission also has a Community Relations Department which has a wide portfolio including education. Teaching Hong Kong citizens about corruption starts in

Being corruption-free is a very important factor
in enabling Hong Kong to become a financial centre.
Because the overseas investors, the big banks
and investment banks, could move away very easily.

Prevention is now a key part of the ICAC’s role and it works with the private and public sector in different ways.

“For government departments and public bodies, we are the authority under the law to check their procedures, check their systems to ensure there is no corruption.”

In the private sector, however, they do not have the same authority. So to enhance the services, in the mid 1990s the ICAC set up the Hong Kong Business Ethics Development Centre.

“This has been very effective,” Peh said. “The companies can come to us for advice or for assignment. For example, a company may have a problem in its purchasing department, so we can look into the purchasing system and give them advice.”

The ICAC also produces a range of industry-specific toolkits – for example for the catering sector, where the practice of taking kickbacks when purchasing foodstuffs has not been entirely eradicated. Other sectors that have experienced issues in recent years include construction and insurance.

“For example we have some problems with fake policies, or maybe the unlawful referral of clients to other insurance companies,” he explained.

kindergarten and continues right up to university level. Instruction is also offered to the working population, particularly government employees.

“Education for government officers – which is one of the most important parts of our education – has been kept at a very high level. Every year, we provide training to around 20,000 to 30,000 government officers.”

For the private sector, the ICAC’s work includes offering sector-specific seminars and departmental briefings – and such services are available free of charge.

Peh noted that the younger generation has been more difficult to teach about the issue.

“Young people, in the last 10 or 20 years, have no personal experience of corruption,” he said. “They don’t understand, so when we tell them about the evils of corruption it may not be easy for them to appreciate or absorb.”

Getting its message across today is very different to even a few years ago, when the ICAC could depend on the wide reach of traditional media.

“In the past we may have had a one-hour TV programme focusing on a case. Now we have a 30-second story on social media. So this is a very big change and new challenge.”



凡來港人士都會發現，這個城市鮮有貪污的情況。然而在數十年前，市民對賄賂這種行為卻習以為常，行賄對象更包羅萬有，涉及警員以至醫護人員等，貪風猖獗至此，實在難以想像。

這個轉變可歸功於廉政公署（廉署）的成立。廉署自1974年成立以來，於短短數年內成功進行徹底改革，並作出一些備受關注的檢控。

廉政專員白韞六解釋，當時的情況並不是對付個別不法之徒般簡單。

「1960年代，貪污已成日常生活的一部分。最大的問題是集體貪污，尤其是政府部門。」

十年之內，這種集體貪污的風氣大為消除，情況更持續改善，直到近20多年，城中的貪風幾乎絕跡。維持廉潔需要付出努力，白韞六說：「我們必須保持警覺，提防任何可能出現的倒退。」

過去40年，廉署成功以執法、教育及預防「三管齊下」的方式打擊貪污。許多其他國家集中於執法，香港則採用更廣泛的方式。

他解釋：「執法立竿見影。但長遠來說，教育和預防可產生實質的成效。」

香港一洗貪風之際，正值經濟轉型，邁向成為環球金融樞紐。

白韞六說：「香港逐步發展成為金融中心，我認為是一個自然過程。話雖如此，廉潔也是推動香港成為金融中心的關鍵因素，因為海外投資者、大型銀行和投資銀行可輕易撤走。」

廉署的焦點已從政府部門轉移到商界，如今更需放眼香港以外的地區。

他表示：「在全球化下，人口和金錢的全球流通變得更加容易，跨境交易也暢通無阻。」他續道：「因此我們要與其他國家的機構合作。事實上，我們與全球各地的對口單位都建立了良好的合作關係，其中包括警方和反貪機構。」

防貪是廉署角色的重要一環，而該署正以不同方式與公私營部門合作。

他說：「政府部門和公共機構方面，我們是獲法律授權的機構，可檢查他們的程序和系統，確保沒有貪污。」

商界方面，他們卻沒有同樣的權力。為提升服務，廉署於1990年代中設立香港商業道德發展中心。

白韞六指出：「中心的成效十分顯著。企業可前來尋求意見或指引。例如，一家公司的採購部可能出現問題，我們便會檢視其採購系統，然後提供意見。」

廉署亦製作一系列針對特定行業的教材。以餐飲業為例，業界採購食材時收取回佣的做法仍未徹底杜絕。建造和保險業也是近年出現問題的行業。

他解釋：「例如，我們需處理偽造保單的問題，又或是非法轉介客戶予其他保險公司。」

互聯網、先進資訊科技和社交媒體的持續發展，已改變廉署的工作方式。

白韞六稱：「這些都為我們帶來新挑戰。因此，我們在數年前成立電腦資料鑑證小組，負責處理電腦、便攜式電腦和手機相關的個案。他們具備專門知識，能夠探查設備內的資料，尋找有用的證據。」

另一個專業部門為法證會計組，專責處理最複雜的個案，往往涉及上市公司和國際交易。

廉署僱用約1,400名員工，當中約1,000人為調查員。該署亦

The ICAC also looks at major projects in Hong Kong, such as the new airport runway.

“That will spend a lot of public money, and the West Kowloon development will also spend a lot of public money,” he said. “We give them advice at an early stage of the development to make sure there is no corruption. We don’t want to see any scandal related to corruption appearing in the newspapers.”

Hong Kong’s success in keeping corruption at bay is borne out by its high position in a variety of rankings tables. In the most recent survey from Transparency International, Hong Kong ranks at 13 out of 180 countries. Since the survey was launched in 1995, Hong Kong has always been comfortably within the top 20, and has improved its rank in the past few years. Singapore and Japan are the only other Asian jurisdictions in the current top 20.

Hong Kong can certainly claim to have a culture of zero tolerance for any types of corruption. This is borne out by independent surveys, which show that 97% of the population supports the work of the ICAC. “I would say this is the best and the strongest defence against cor-

ruption,” Peh said. “The culture – not the enforcement.”

A new development for the ICAC has seen it seeking to strengthen cooperation by sharing its experience outside Hong Kong. Peh shared that he had secured additional funding from the government to establish a new unit that will offer training to other anti-corruption agencies around the world, particularly the Belt and Road countries.

The first country to benefit is Timor-Leste. Following decades of conflict, it became independent from Indonesia in the early years of this century. Despite this rocky beginning, Timor-Leste does not score particularly badly on the Transparency International index, ranking at 91. But this still leaves room for improvement, and Hong Kong is ready to help.

Last year, a number of ICAC officers went to Timor-Leste to assess the situation on the ground, to enable the commission to create a tailor-made training programme to be used by officials.

“Because Hong Kong is doing so well,” Peh said, “we should share our experience and our knowledge with other anti-corruption agencies around the world.”



廉潔也是推動香港成為金融中心的關鍵因素，
因為海外投資者、大型銀行和投資銀行可輕易撤走。



設有社區關係處，其職責廣泛，涵蓋教育工作。教育香港市民認識貪污應由幼稚園開始，直至大學。社區關係處亦為在職人士提供指導，尤其是政府僱員。

「教育政府人員是其中一個最重要的教育範疇。我們一直積極進行這方面的工作，每年約為兩至三萬名政府人員提供培訓。」

商界方面，廉署的工作包括為特定行業舉辦研討會和部門簡介會，這些服務都是免費的。

白韞六指出，要教育年輕一代認識貪污更加困難。

他說：「過去10至20年，年輕人沒有貪污的親身經歷，難以明白。因此，當我們向年輕一代解釋貪污的禍害，他們也難以理解或吸收。」

數年前，廉署可依賴傳統媒體廣泛傳遞訊息，這與現今的傳訊方式大為不同。

「過往，我們可能會製作一小時的電視節目，集中以一宗個案為題材。現在則在社交媒體上播放30秒的故事。因此，這是一大轉變，也是嶄新的挑戰。」

廉署亦審視香港的大型工程項目，如新機場跑道。

「這將動用大量公帑，西九發展亦然。我們會在發展初期提供意見，確保沒有貪污。我們不想在報章上看到任何與貪污有關的醜聞。」

香港在打擊貪污方面的成就，從其在多個排行榜皆名列前茅，已可見一斑。在透明國際（Transparency International）最近的一項調查中，香港在180個國家中排名第13位。自該調查於1995年展開以來，香港一直穩守20名之內，排名更在過去數年有所躍升。目前，新加坡和日本是其餘兩個位列20名之內的亞洲國家。

香港對於任何形式的貪污，都秉持零容忍的文化。這可見於多項獨立的調查，當中顯示有97%市民支持廉署的工作。白韞六稱：「我認為這是防禦貪污的最佳和最有力防線。關鍵在於文化，而不是執法。」

最近，廉署藉著與海外機構分享經驗，尋求加強對外合作。白韞六表示，他已取得政府的額外撥款，以設立新的工作小組，為世界各地的其他反貪機構提供培訓，尤其是「一帶一路」國家。

首個受惠國家是東帝汶。經歷了數十年的爭端，該國於本世紀初年脫離印尼獨立。儘管起步顛簸，東帝汶在「透明國際指數」中仍排行91位，表現並不太差，但還有進步的空間，而香港已準備好提供協助。

去年，多位廉署人員赴東帝汶進行實地評估，以便廉署為當地官員度身訂做培訓計劃。

白韞六說：「由於香港表現卓越，我們應與全球各地其他反貪機構分享經驗和知識。」

Broadcasting Ordinance: A Step in the Right Direction 《廣播條例》：邁出正確的一步

Proposed changes are welcome, but they do not tackle the problem
of intrusive licence conditions for broadcasters

修訂建議獲業界歡迎，但無助解決廣播機構受發牌條件侵擾的問題

The Government is currently consulting the public on proposed changes to the Broadcasting Ordinance (BO). The first objective of this review is to remove restrictions on television and radio broadcasters that no longer serve any useful purpose.

Although the removal of obsolete requirements on businesses is a worthy objective in itself (and something this Chamber has long advocated), it has been given added impetus by the advent of internet broadcasting, which has been competing with conventional broadcasting for the attention of advertisers and the viewing public.

However, whereas conventional broadcasters are highly regulated, internet broadcasters are largely unregulated – and indeed this may have played a part in their success. A second objective of the Government's review is therefore to try to level the playing field.

The problem is that the BO is only the “tip of the iceberg” as far as regulation of conventional broadcasters is concerned. The bulk of the regulation lies below the surface, in the form of the conditions that are attached to conventional broadcasters' licences, and which are in many ways more intrusive than the BO itself.

These conditions are not addressed in the Government's consultation paper, and it is unclear whether they will be subject to a separate review. This article argues that they should.

Let's start with what the Government is currently proposing.

Arguably, the most significant change is the proposal to abolish the requirement that a conventional broadcaster, whether television or radio, cannot be a subsidiary of another company. In other words, no single company can control a conventional broadcaster. This may seem strange in this day and age, when businesses in other sectors have no such restriction, and indeed the Government has effectively conceded as much.

The original rationale for this restriction was that it would allow the broadcaster to focus on broadcasting, without any interference from, or conflict of interest with, a parent company's other businesses. However, the Government has now taken the view that competition in the market, particularly from the internet, is now sufficiently intense to ensure that the broadcaster will com-

勞工處
Labour Department

強制 勞資受益 勿違例

Employers must take out
Employees' Compensation Insurance
for their employees

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

僱員如懷疑僱主未有投購工傷保險，可向勞工處舉報，電話：2815 2200

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

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



pete in its own interests anyway. Therefore, the restriction is no longer necessary.

Moreover, the removal of the restriction will allow conventional broadcasters greater access to funds for investment and innovation, and avoid the need for artificial joint shareholding structures to be put into place.

The second major change will be the relaxation of some of the cross-media ownership restrictions. For example, a newspaper proprietor is not currently allowed to own a significant shareholding in a conventional broadcaster. The rationale of this restriction was to ensure a diversity of views, and to avoid a single media company becoming too powerful.

Again, the Government is taking the view that the sources of information and views available today are so vast and diverse that this is no longer an issue, and this restriction can be removed.

So far, so good. But what about regulation in the form of the broadcasters' licence conditions, which is not addressed in the consultation paper? To give just a few examples:

- A broadcasting licensee (BL) must provide a forward-looking investment plan for each six-year period of its 12-year licence, which specifies "the licensee's commitment of capital expenditure and operating expenditure (including programming costs)."
- A BL is not permitted to deviate from the investment plan, but the Communications Authority (CA) may grant a waiver in certain cases.
- A BL must submit a report to the CA within three months of each accounting year certifying the amount of capital and operating expenditure in the

preceding year, and, where there is any deviation from the projected expenditure, must explain this "to the satisfaction of" the CA.

- A BL must "ensure good discipline and training" of its staff.

It may be surprising to many people how intrusive these conditions are, and how close an involvement the CA takes in overseeing the business of BLs – particularly given that the Government has said it is seeking to lighten the burden on conventional broadcasters and address the regulatory imbalance with internet broadcasters.

It would also be surprising if these conditions were allowed to persist in a market which the Government said in the consultation paper is highly competitive. After all, it was the high level of competition that, at least in part, justified the Government's proposal to relax the cross-media ownership and "no subsidiary" requirements, as noted above. Businesses in other competitive markets are not subject to requirements such as those contained in these licence conditions.

We welcome the Government's review of the BO, and its promise to review at least two other Ordinances later this year – the Telecommunications Ordinance and the Competition Ordinance. This is consistent with the Chief Executive's stated intention that the Government should act as a "facilitator" for business. But in the case of broadcasting and telecommunications, it is not just the Ordinances that need to be reviewed. The conditions of the operators' licences must also be re-examined to see if they are still fit for purpose, or can be removed or relaxed. ❀

政府現正就《廣播條例》的修訂建議展開公眾諮詢。是次檢討的首要目標是取消針對電視和電台廣播機構的一些過時限制。

儘管為企業廢除不合時宜的規定本身值得支持，而這也是總商會向來提倡的舉措，但互聯網廣播的出現進一步提供助力，因為網上媒體正不斷與傳統廣播業爭奪廣告商和受眾的注意。

然而，即使傳統廣播業受到嚴格規管，網上廣播卻在很大程度上不受管制——事實上，這或許是促使他們成功的因素之一。因此，政府檢討的第二目標是嘗試為業界提供公平競爭的環境。

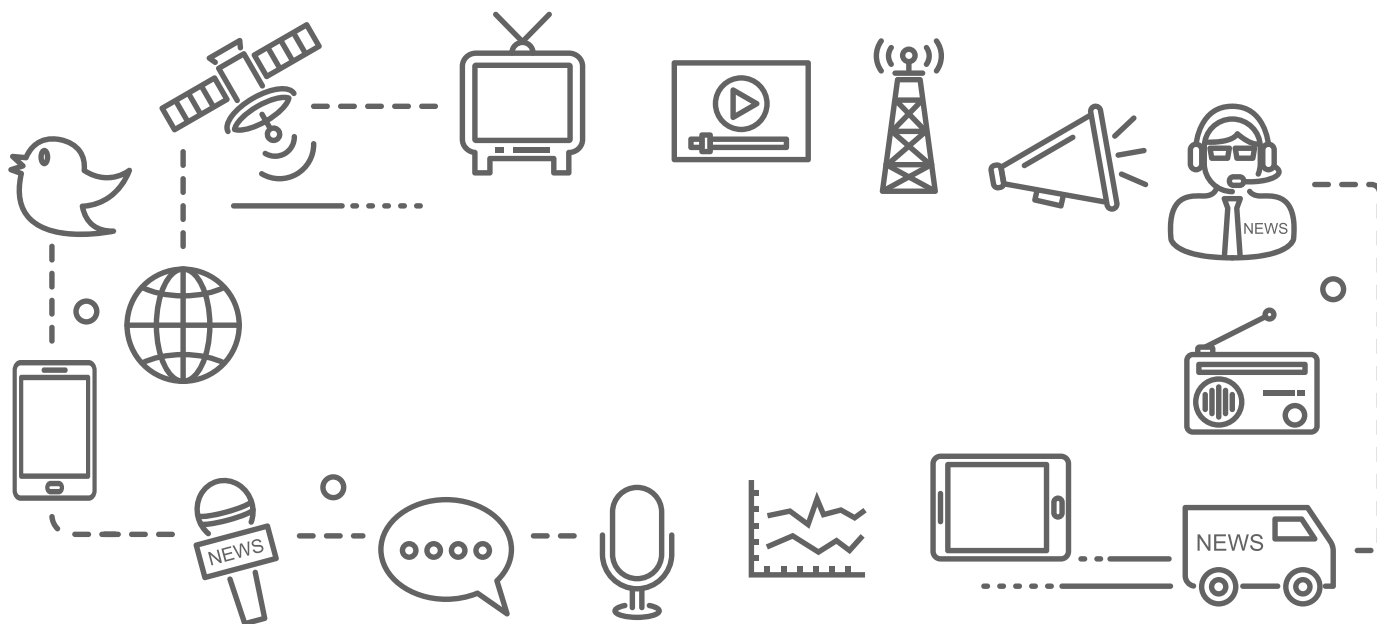
問題是，就傳統廣播業的規管而言，《廣播條例》只是「冰山一角」，大部分的規管隱藏在水面之下，以傳統廣播機構發

意是確保編輯觀點多元化，並避免任何單一媒體企業有過大的影響力。

同樣，政府認為現今的資訊和意見來源廣泛多元，編輯觀點單一化的風險已大幅降低，故可取消有關限制。

說到這裡，修訂建議聽來還不錯。不過，以廣播機構發牌條件形式出現的規管又如何呢？諮詢文件未有提及這些條件。以下列舉若干例子：

- 廣播持牌人（持牌人）必須就其為期12年的牌照，每六年提交一份前瞻性的投資計劃，並訂明「持牌人對資本及營運開支（包括節目成本）的承諾」。
- 持牌人不得偏離其投資計劃，惟通訊事務管理局（通訊局）或會在某些情況下給予豁免。



牌條件的形式出現，在多方面甚至比《廣播條例》本身造成更大程度的侵擾。

政府的諮詢文件並未提及這些條件，我們亦不清楚當局會否就此進行獨立檢討。本文旨在論證另行檢討這些條件的必要性。

我們首先從政府現行的建議說起。

是次最關鍵的修訂可說是建議取消傳統廣播機構（不論電視或電台）不得為附屬公司的規定。換言之，沒有任何單一企業可以控制一家傳統廣播機構。鑒於其他行業並無有關限制，這項規定在今時今日看來不可思議，而事實上政府亦有效地作出了最大的讓步。

這項限制的原意是確保廣播機構集中經營廣播業務，不受母公司的其他企業干擾及避免利益衝突。然而，政府現時認為當下的市場競爭（特別是來自互聯網的競爭）已經十分熾熱，足以確保廣播機構無論如何都會為了自身利益而爭取到底。因此，這項限制已再無必要。

此外，取消有關限制將容許傳統廣播機構有更多機會籌措資金以作投資和創新用途，亦無需刻意建立聯合控股的企業架構。

另一重大修訂是放寬跨媒體擁有權的部分限制。舉例說，報刊東主現時不得在傳統廣播機構中持有重大股權。這項限制原

- 持牌人必須在每個財政年度首三個月內向通訊局提交報告，以證明之前一年的資本及營運開支金額。倘有關金額與預期開支不符，持牌人必須作出令通訊局「信納」的解釋。

- 持牌人必須「確保員工紀律良好，訓練有素」。

不少人或會驚訝這些條件是何等侵擾，以及通訊局在監管持牌人的業務上如何密切參與——尤其是，政府已表明正尋求減輕傳統廣播機構的規管負擔，應對與互聯網廣播之間的規管失衡問題。

如政府在諮詢文件中所言，當前市場競爭激烈，假如這些條件得以保留，將同樣令人詫異。畢竟，正因市場競爭如此激烈，已大致解釋了政府何以如前所述建議放寬跨媒體擁有權和「非附屬公司」的規定。即使在其他競爭熾熱的市場，企業亦毋須遵守如發牌條件這一類的規定。

我們歡迎政府檢討《廣播條例》，並承諾於下半年另行檢討最少兩項條例——《電訊條例》及《競爭條例》。此舉體現了行政長官所闡述的意向，就是政府應為商界肩負起「促成者」的角色。然而，在廣播和電訊方面，政府不單要檢討有關條例，也必須重新審視經營者所面對的發牌條件，仔細考慮它們是否仍然適得其用，還是可予以取消或放寬。✿

Stay One Step Ahead of Hackers

衛安推出全方位網絡保安方案 將黑客拒諸門外

First-in-the-Market Solution Combining Cyber Protection and Crisis Management

Cyber security is an endless battle. Just when you think your company system's firewall is impenetrable, resourceful hackers have found new ways to get beyond it and hold you to ransom or paralyse your operation. The key to the battle is to stay one step ahead of hackers. Guardforce as Hong Kong's leading security service provider has taken the lead to introduce a comprehensive cyber security solution specifically for that purpose.

Guardforce Real-time Insured Defense (GRID) is a Unified Threat Management (UTM) hardware solution, designed to provide comprehensive protection for networked devices. It can build a formidable first line of defence against cyber intrusion and other malicious threats, at your network perimeter. Staying ahead of the hackers also requires swift action, so when there is a new threat detected, security updates and patches are automatically pushed out and installed, in real-time. Better still, once the device has been installed, it is remotely monitored and managed by a dedicated team of security engineers, 24/7. Thus, you can be assured that your network, and networked devices are constantly protected from cyber threats.

Developed in collaboration with global award-winning Managed Security Service Provider, Network Box, GRID covers all networked corporate assets that have an IP address – from security cameras, to access control system and surveillance system. It enhances the integration of Guardforce's electronic solutions on both physical and virtual levels. It is simple to adopt and requires only a monthly subscription fee and no up-front installation costs.

The Guardforce Solution also offers a first-in-the-market benefit – **cyber crisis management expenses protection** in association with Berkley Insurance Asia aiming to protect corporate reputation from the effects of a data or security breach.

Guardforce's CEO Terence Yap said: "GRID is a fail-safe cyber security solution and the most comprehensive in the market so far. Cyber threats are on the rise given the widening adoption of technology and Internet of Things solutions. It is critical that companies include the solution in their security strategies to lock out cyber intruders."

GRID Advantages:	GRID優勢：
Comprehensive cyber security solution	全面的網絡安全解決方案
Secure all networked devices	可保障所有聯網工具
Real-time updates	實時更新
Mitigates and logs suspicious activities	減低及記錄可疑網絡活動
24/7 monitoring and Protection	24/7 全天候監察及防禦
Cyber crisis management expenses protection *	網絡危機管理費用保障 *
Monthly subscription, no up-front cost	月費計劃，毋須安裝費用

* In association with Berkley Insurance Asia. 與Berkley Insurance Asia. 聯手推出

 Berkley Insurance Asia

市面首個集網絡保障及危機管處理功能的解決方案

保衛企業網絡系統是一場硬仗，別以為建立了防火牆，就已經做足防範，黑客隨時找到漏洞，入侵系統，進行勒索或癱瘓你的運作。若要將黑客拒諸門外，必須早他們一著，防患於未然。衛安作為香港的領導性保安服務供應商，帶頭推出全方位網絡保安方案，抗衡黑客。

衛安的即時網絡保障方案（簡稱GRID）是一種統一威脅管理（UTM）硬件，專為提供全面保障聯網工具而設計，為個別聯網設立第一防線，防止網絡遭入侵及攻擊。若要防禦黑客，行動必須迅速，因此，當系統察覺新威脅出現時，會即時自動發送及安裝最新的保安更新和修補程式。而且，採用裝置後，即有專責保安工程師團隊提供全天候24/7的遙控監察和管理服務，確保整個網絡內所有聯網的裝置均可隨時抵禦網絡攻擊。

GRID由衛安與曾獲國際獎項的安全託管服務供應商Network Box合作推出，系統可覆蓋所有具備獨立IP地址的企業聯網裝置，包括閉路電視系統、門禁系統和監察系統等。此方案能加強衛安的電子保安系統，並建立實體及網絡世界的全面防線。採納方案後只需支付月費，毋須安裝費用。

衛安在市場率先推出與Berkley Insurance Asia聯合開發的網絡危機管理費用保障，若出現數據或網絡安全事故時，能保障客戶的聲譽。

衛安集團首席執行官葉永佳表示：「GRID是非常安全的網絡保安方案，亦是目前市場上最全面的解決方案。科技和物聯網應用越來越廣泛，網絡威脅的風險亦因而上升。企業必須在保安策略加入網絡保安的考慮，防止黑客入侵。」

Guardforce

Contact Us | 聯絡我們



(852) 2765 2861



mkt@guardforce.com.hk



www.guardforce.com.hk



Changes Ahead for Listing Regime

Chamber broadly welcomes HKEX plan to relax rules
in order to attract more emerging and innovative companies

The Chamber has responded to the “Consultation Paper on a Listing Regime for Companies from Emerging and Innovative Sectors” issued by HKEX.

Our comments on this Consultation Paper (CP) focus on the proposed relaxation of the listing rules to permit the admission of companies with weighted voting rights (WVR). The new listing conditions are intended to attract quality companies from emerging and innovative sectors. Our comments are as follows:

Investor protection

The Securities and Futures Ordinance clearly sets out HKEX’s statutory duties when it comes to introducing changes of the kind proposed in the CP. It states that HKEX is required to: “(a) act in the interest of the public, having particular regard to the interest of the investing public; and (b) ensure that the interest of the public prevails where it conflicts with the interest of the recognized exchange company.”

We believe that HKEX has, to a large degree, adhered to these principles in its proposals to introduce New Rules to accommodate the listing of companies with WVR structures.

In particular, we welcome the HKEX’s commitment to the credo of “one share, one vote,” which “continues to be the optimum method of empowering shareholders and aligning their interests in a company.”

In this regard, we support the proposal for the eventual phasing out of WVRs, which would only exist as long as the original beneficiaries continue to be involved in the operations of the issuer. HKEX may also wish to consider including an overall maximum cap on the duration of WVRs at 10 years, with the possibility (upon approval by disinterested shareholders) of being extended for a further maximum period of 10 years.

Listing conditions

The proposed safeguards in the CP include a proposal to limit the scope of companies suitable for listing to those that are, among other things, “innovative.” The criteria on the definition of innovative companies appear relatively elastic, and many companies could argue that they satisfy them. We are therefore not sure

whether this would significantly limit the number of successful WVR applicants.

Also, the criteria appear to be, to a large extent, discretionary. The HKEX has acknowledged that guidance and clarification may be necessary given the new listing regime and has suggested that prospective issuers consult with it before making a listing application. To address concerns over arbitrariness in the interpretation of “innovative,” we suggest that HKEX involve the Listing Committee in the vetting process.

Under the proposed New Rules, WVR companies looking to list on the Main Board would be required to have an expected market capitalisation of at least \$10 billion and at least \$1 billion of revenue in its most recently audited financial year if it has an expected market capitalisation of \$40 billion.

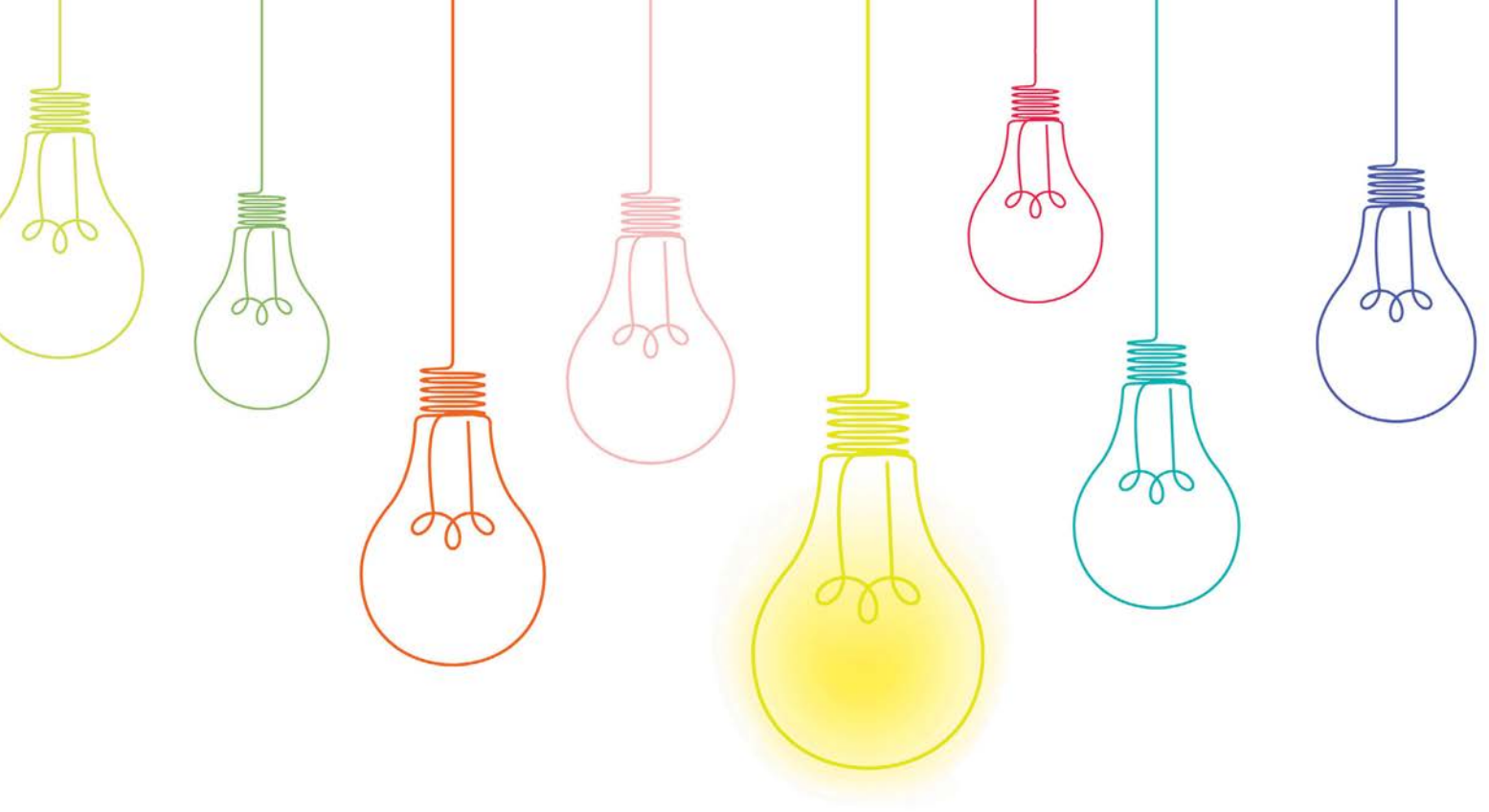
We wonder whether this threshold is too high, which may deter New Economy companies from listing. We appreciate that the requirement is “to limit applicants to established and high profile companies” but also note that this is much more stringent than the existing financial eligibility tests for prospective issuers.

International companies, start-ups in particular, with better access to private funding from investors and venture capital firms in other sophisticated markets may be less affected by the proposed threshold. But it would put their indigenous counterparts at a distinct disadvantage regardless of their intrinsic potential and opportunity for growth.

In this regard, we suggest that consideration be given to a lower threshold of, say, \$500 million, in minimum revenue for the most recent financial year. This would be consistent with the current tests for applicant issuers.

In general, we welcome the proposal to broaden capital market access in Hong Kong and strengthen Hong Kong’s listing regime by allowing the listing of companies with WVR.

In addition to ensuring that the new listing conditions serve their intended purpose of attracting quality issuers from the emerging and innovative sectors, fairness and investor protection are also of paramount importance. There should therefore be efforts to promote understanding and awareness among investors on the risks associated with investing in such companies. ✿



上市制度迎來變革

港交所建議放寬上市規則以吸引更多新興及創新產業公司，總商會大致表示歡迎

總商會已就香港交易及結算所（港交所）發表的《新興及創新產業公司上市制度諮詢文件》（諮詢文件）作出回應。

我們就此諮詢文件提出的意見，重點落在放寬上市規則的建議，以准許不同投票權架構的企業上市。新上市條件旨在吸引優質的新興及創新產業企業。我們的意見如下：

投資者保障

《證券及期貨條例》明確規定港交所引入諮詢文件擬議的一類變更時之法定責任。該條例訂明港交所必須：「(a) 以維護公眾利益為原則而行事，尤其須顧及投資大眾的利益；及 (b) 確保一旦公眾利益與該控制人的利益有衝突時，優先照顧公眾利益。」

我們相信港交所擬議引入新規則，以接納不同投票權架構的方案，在很大程度上遵循該等原則。

我們尤其歡迎港交所堅守「一股一票」的原則，因為這「仍是給予股東同等權利以及劃一他們在公司的權益最理想的方法。」

就此，我們支持逐步廢除不同投票權，而該投票權日後只會處於原有投票權受益人繼續參與發行人的營運時才有效力。港交所亦不妨考慮為不同投票權設下10年的最長期限，而倘獲無利益關係的股東批准，更可延長最多10年。

上市條件

諮詢文件的擬議保障措施包括將適合上市的公司範疇限於「創新」公司。鑒於創新公司的定義標準相對彈性，許多企業

或會認為自身符合有關定義。因此，我們未能肯定此方案會否大幅限制不同投票權架構的成功申請人數目。

此外，該準則在很大程度上可自由斟酌。港交所認同，新上市制度實施後，或有必要就此提供指引和作出澄清。有意發行人提交上市申請前，也應先諮詢港交所。為釋除「創新」一詞被任意詮釋的疑慮，我們建議港交所委派上市委員會參與審查過程。

根據擬議的新規則，有意於主板上市的不同投票權公司之預期市值不得少於100億港元，倘公司的預期市值達400億港元，則其於最近一個經審計會計年度須錄得不少於10億港元的收益。

我們疑惑此門檻會否過高，令有意上市的「新經濟」公司卻步。我們認同有關規則讓「只有業務成熟及知名度高……的公司，方合資格申請上市」，惟此規則比現有向有意發行人作出的財務資格測試嚴格得多。

鑒於國際企業尤其初創企業較易獲得其他成熟市場的投資者和創業資金公司之私人資金，該等企業在擬議門檻下所受的影響或會較小。不過，對於本地競爭對手來說，無論他們的發展潛力和機遇如何，這也將令他們陷入明顯的劣勢。

有見及此，我們建議降低門檻，例如將最近一個會計年度的收益減至最少5億港元，與現時向上市申請人及發行人進行的財務資格測試一致。

整體而言，我們歡迎該建議准許不同投票權公司上市，從而擴闊進入香港資本市場的途徑，並鞏固本港的上市制度。

除了確保新上市條件達到其預期目的，即吸納優質的新興及創新產業發行人，公平性和投資者保障也至關重要。因此，當局應著力增進投資者對投資該等公司所涉風險的理解和認識。✿



Thomas Tang, Advisor, Atlas Industries
Atlas Industries顧問鄧錫權

A Better Built Environment 更美好的建築環境

BIM technology improves efficiency and saves costs in the construction sector
BIM技術為建造業提升效率，減省成本

In her first Policy Address, delivered in October, Chief Executive Carrie Lam said that the Government was proactively promoting the adoption of technology in the construction industry to improve productivity and address the challenges of high costs and labour shortages.

Furthermore, the Chief Executive gave details on what this means in practice. “We will [also] adopt Building Information Modelling technology in the design and construction of major government capital works projects that are scheduled to start in 2018, and promote the use of this technology in private construction projects,” she said.

Building Information Modelling (BIM) is clearly going to become increasingly important for Hong Kong’s construction industry, so it is worth understanding more about this technology and its benefits.

What is BIM?

BIM is defined as “an intelligent 3D model-based process that gives architecture, engineering, and construction professionals the insight and tools to more efficiently plan, design, construct, and manage buildings and infrastructure.”

Designing a building involves taking an idea and translating this into a workable and aesthetic concept. From concept to detailed design requires architects, design engineers and specialist consultants to put in items like the groundworks, structural integrity, services, functionality and sustainability before the contractors can use the plans to build the actual building.

This is a process that has worked for centuries and one that has progressed from physical drawing boards to computers. The value of BIM is not just providing an e-platform to capture all this information, but as a means of improving workflow and information management.

Advantages of using BIM

Once the common 3D BIM platform has been developed, BIM software runs a check on clash detection, for example, pipework that runs where a window should be

or door heights that are too low for passageways. BIM managers, whose job is to manage 2D and 3D documentation, now have all the necessary information to hand over to the contractors. Not only does the BIM manager have full view of the information but the entire design team can benefit from the transparency of project details, avoiding costly on-site rectifications later.

With the information properly documented, the task for the contractor becomes much easier. Project delays are minimised and communication is clear as the team members are all seeing the same master plans and any amendments as the project progresses.

On completion, the information is handed over to the asset operators in the ‘as-built’ form with information like materials, equipment performance specifications, installation dates and manufacturers’ data in the transferred documentation.

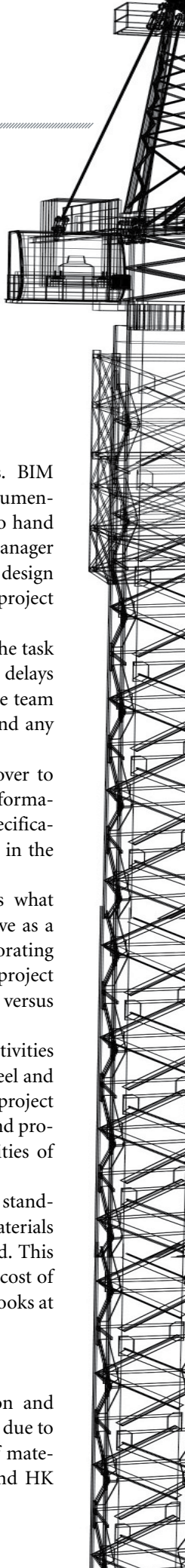
Apart from 3D modelling, BIM also allows what is called 4D (time) and 5D (cost) aspects to serve as a valuable project management tool. By incorporating the project schedule, the BIM manager and the project team can track actual progress of construction versus planned.

This is particularly useful not just for site activities but also for delivery of materials like concrete, steel and prefabricated structures. Using 5D modelling, project costing can be optimised by quantity surveyors and procurement specialists, especially if precise quantities of building materials are determined.

With an ever-expanding library of building standards, BIM opens up the choice for alternative materials provided the standards requirements are satisfied. This will become more important in the future as the cost of materials goes up with scarcity and the industry looks at the use of recycled construction materials.

Sustainability and BIM

From a sustainability perspective, the carbon and environmental footprint of the project is lowered due to work efficiency and more accurate estimation of materials. Green design in accordance with LEED and HK





BEAM requirements can be incorporated in the early stages of the design. BIM building data can be uploaded into energy modelling software so that energy performance in lighting and HVAC (heating, ventilation and air conditioning) can be predicted.

Similarly, ventilation can be modelled to encourage more passive strategies like cross ventilation flows to ease the burden on air conditioning. Building occupants or neighbourhood communities can also have a say on the design.

Furthermore, asset operators can manage the facilities according to what they were designed for to cover the lifetime of the building. Looking beyond 5D, sustainability and facilities management are regarded as 6D and 7D of the BIM offering, respectively.

BIM has its detractors, however. These are largely around the cost of software, the need for training and the complexity of the different types of software being used by different members of the project team which can lead to problems of compatibility. To address these concerns, it is likely that dedicated BIM services providers will be established where costs of software and skilled labour will be offset by economies of scale and lower overhead costs.

Construction companies will either develop in-house BIM teams or find external BIM service providers with whom they can outsource or form strategic partnerships.

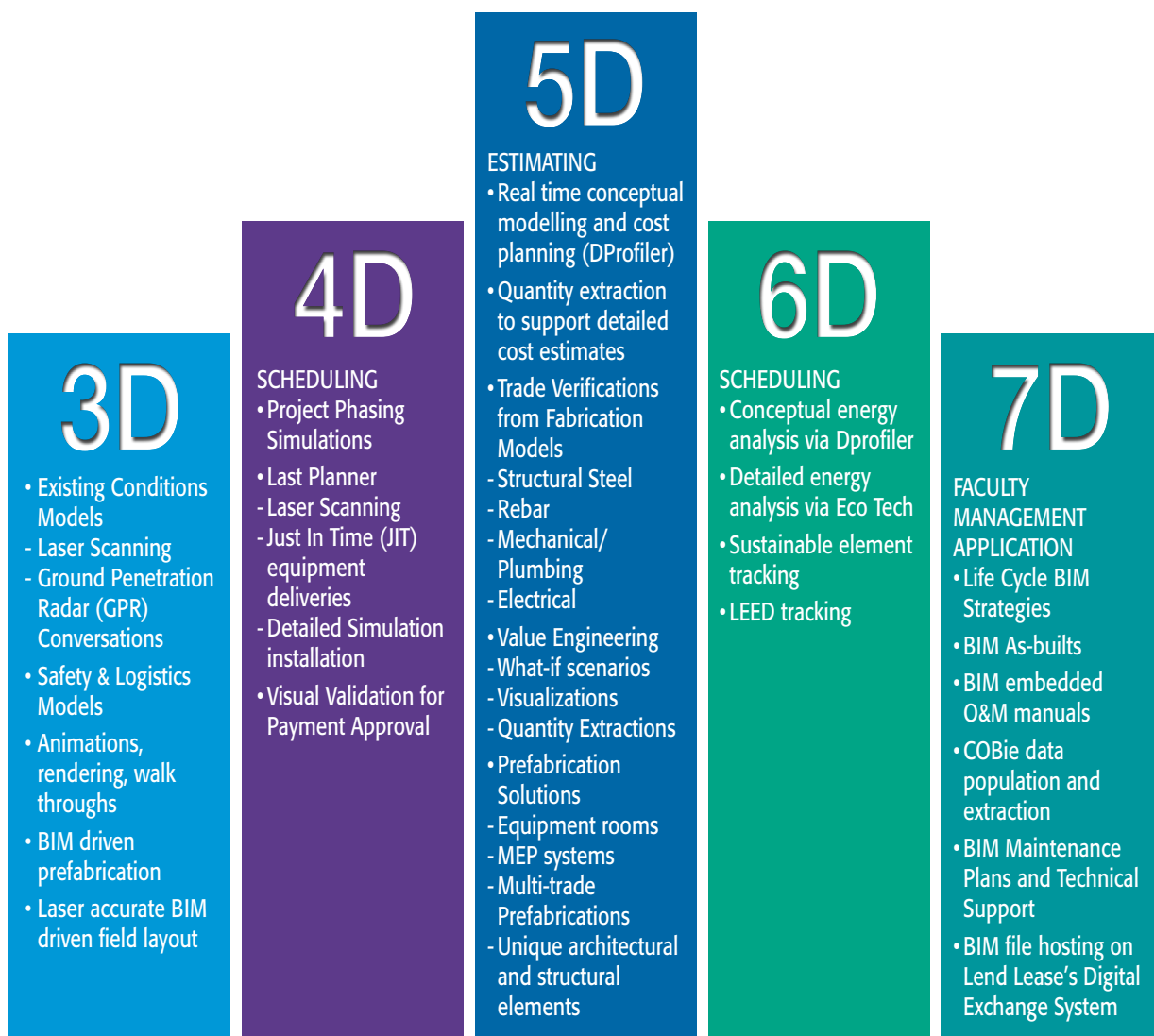
Future of BIM in Hong Kong

In the future, with the latest advancement in digitisation, analogue data from existing buildings can be converted into digital format using laser scanning. This provides asset operators with 'as-built' data that they can interrogate to get the best out of the performance of their existing building portfolio. Virtual reality and augmented reality (VR/AR) will allow the building management team to visualise any changes in 3D and share this information with building owners, tenants, users and, crucially, investors.

In the long term, the convergence of Geographic Information Systems (GIS) with BIM will allow a geo-spatial perspective of a building or a cluster of buildings and digital planning of neighbourhoods, townships and even cities to take place incorporating utilities, transportation systems and natural resource features.

Although some organizations like the MTR, Airport Authority, the Housing Department and others have adopted BIM within their projects, the uptake in the construction industry is still low. The Construction Industry Council will be coming up with BIM standards later this year for the industry.

This is not just an important shift for the sector but also as a golden opportunity to take full advantage of the opportunities to transform Hong Kong's built environment. 🌸



行 政長官林鄭月娥在10月發表上任後首份《施政報告》時指出，政府正積極推動科技在建造業的應用，以提升業界的生產力，並應對成本高昂及人手短缺的挑戰。

行政長官亦解釋了如何付諸實行。她說：「政府 [亦] 會在2018年起在政府主要基本工程項目的設計和建造上採用建築信息模擬技術，並鼓勵私人工程項目跟隨。」

建築信息模擬 (BIM) 顯然在香港建造業變得日益重要，因此我們值得進一步了解這項技術及其帶來的好處。

何謂BIM？

BIM的定義是「一個智能3D模擬流程，為建築、工程和建造業專家提供說明和工具，讓他們更有效地規劃、設計、建造和管理建築及基建工程。」

建築設計涉及採納一個構思，然後將之轉化為一個可行的美學概念。從概念到詳細設計，都需要建築師、設計工程師和專業顧問把基礎工作、結構完整性、服務性、功能性和可持續性等元素融合起來，再交由承建商開展實際的興建工程。

數百年來，這個流程沿用至今，並由實體繪圖板演變為電腦系統。BIM的價值不單是提供電子平台以獲取此等資訊，也是改善工作流程和資訊管理的好方法。

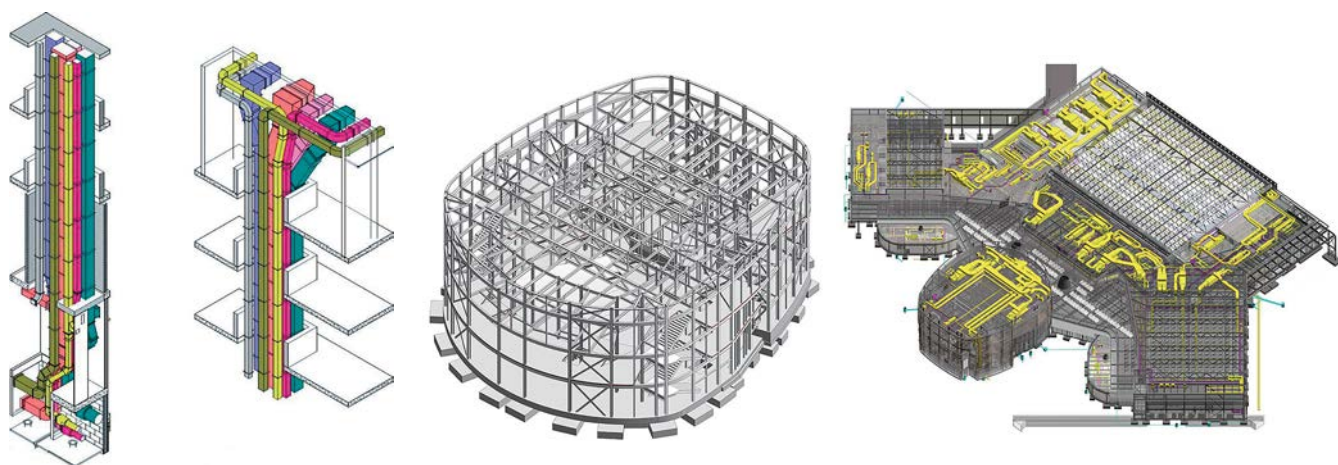
BIM的好處

只要建立了共同的3D BIM平台，BIM軟件就會執行碰撞檢測，例如水管會否經過本身要裝窗的位置，又或門的高度相對走廊會否太矮等。負責2D及3D文書管理的BIM經理現可收集一切所需資料，再轉交承建商。不但BIM項目經理可全面掌握所有資料，整支設計團隊都能受惠於項目細節的透明度，避免日後昂貴的現場修改。

資料經妥善存檔後，承建商的工作變得事半功倍。隨著項目不斷推進，所有團隊成員都參照同一總綱圖，任何修訂一目了然，因此可以把項目延誤減至最少，促進清晰的溝通。

樓宇建成後，相關的「竣工」資料會轉交資產營運商，文件中會列明建築材料、設備的績效規格、安裝日期及製造商的數據等。

除了3D模擬技術，BIM還配備4D（時間）和5D（成本）技



術，是非常實用的項目管理工具。透過結合項目時間表，BIM經理及項目團隊可追蹤和比較工程的預期與實際進度。

這不單對施工尤其有用，還可調動混凝土、鋼鐵及預製結構等建築材料的運送安排。利用5D模擬技術，工料測量師及採購專員可優化項目成本，特別是要準確計算建築材料的數量時，這項技術就大派用場。

隨著建築標準有增無減，BIM可讓用家在符合標準規定的同時，有更多其他建築材料的選擇。日後當材料因匱乏而加價，業界考慮使用回收建築材料時，就更需要有多些選擇。

可持續發展與BIM

可持續發展方面，由於BIM可提升工作效率，並更準確估計建築材料，因此項目的碳足跡和環境足跡也得以減少。在設計初期，可以根據領先能源與環境設計（LEED）及香港建築環境評估法（HK BEAM）的規定，融入環保設計。BIM建築數據可上載至能源模擬軟件，故燈光和HVAC（暖氣、通風及空氣調節）的能效表現都可預測得到。

同樣，通風系統亦可透過模擬技術，促進對流通風等較被動的策略，以減輕空氣調節的負荷。樓宇使用者或鄰近社區亦可就設計表達意見。

此外，資產營運商可根據設計用途來管理各項設施。除了5D技術，可持續發展和設施管理分別被視為BIM的6D和7D技術。

然而，有人會批評BIM技術的軟件成本、培訓需要，以及項目團隊不同成員使用不同種類的軟件，可導致相容性的問題，令工序變得複雜。為釋除這些疑慮，市場上很可能會出現一些專門的BIM 服務供應商，透過規模經濟和減少經常開支，抵銷軟件及技術勞工的成本。

建造商可自設BIM 團隊，又或對外物色BIM服務供應商，以外判形式運作或建立策略性的合作關係。

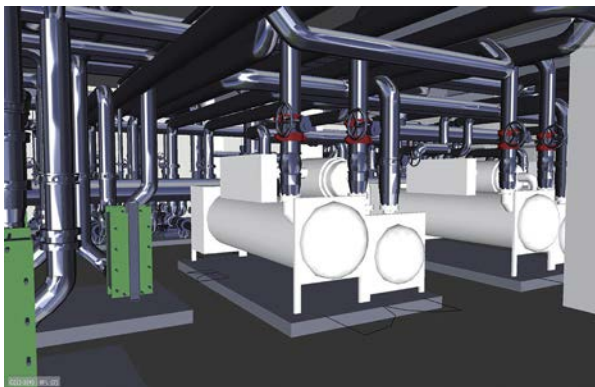
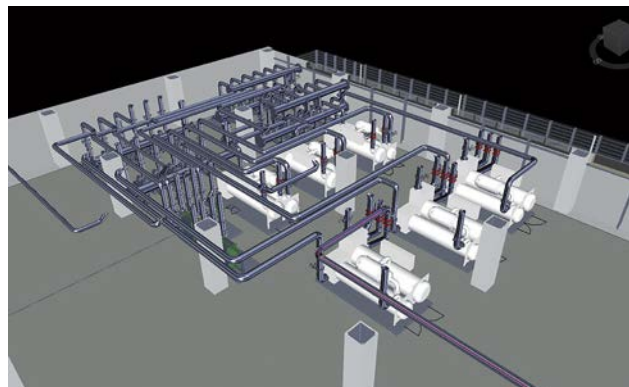
BIM在香港的前景

展望未來，有賴數碼化的最新發展，現有建築物的模擬數據可利用激光掃描轉化為數碼格式，繼而向資產營運商提供「竣工」數據，讓他們隨時查閱，充分發揮現有建築組合的效能。虛擬實境和擴增實境（VR / AR）可讓建築管理團隊以3D技術預視任何改動的效果，然後與樓宇業主、租戶、用家和至關重要的投資者分享這些資訊。

長遠來說，結合地理資訊系統（GIS）與BIM可獲取一座或一組建築物的地理空間資訊，也可以對社區、市鎮甚至城市進行數碼規劃，以融合公共事業、運輸系統及天然資源等特點。

儘管港鐵、機場管理局及房屋署等機構已在各自的項目中採用BIM技術，但建造業的使用率仍然偏低。建造業議會將於今年稍後為業界制訂BIM標準。

這不但會為業界帶來重大轉變，同時也是一個難得的契機，讓業界充分利用這些機遇，以改善香港的建築環境。✿



Data: The New Currency

數據 - 新經濟貨幣

Data is often hailed as the currency of the new economy. In the connected and digitalised world, data is generated from and used in everything, everywhere, all of the time. Like market intelligence, data can be harnessed for insights and knowledge. It can be used to discover trends, predict behaviours, guide strategies, and increase productivity. Data is also the fuel of all frontier technologies that will underpin tomorrow's societies, including AI, cloud computing, FinTech, and smart city.

Given data's supremacy, those who can datafy and leverage data will gain a competitive edge over the data-deprived. This is true for countries, economies, industries, and even individuals.

IES 2018: Data is King

At last month's Internet Economy Summit 2018 (IES), the annual flagship event organised by the HKSAR Government and Cyberport, which had attracted over 2,800 attendance, business leaders across industries agreed that data will be crucial to competing successfully in the digital economy. Many are already tapping the power of data to create new business models and drive new efficiencies.



Ping An Technology, for example, now uses data to empower its AI capabilities to automate operations from verifying customer identity and processing insurance pay-outs to predicting economic cycles and anticipating flu risks. The Bank of China (Hong Kong) has identified data as one of the four foundation capabilities of all banks in the future. JD.com and Meituan use data to deliver customer-centric experiences, IBM to build cognitive cities, and Didi Chuxing to champion smart transportation.

Hong Kong: Digital transformation gaining momentum

The notion that data is the new currency is also gaining momentum in Hong Kong. Government departments and businesses alike are quickly adapting to the data-centric world to promote digital transformation in the city.

For example, with big data driving smart city development, the HKSAR Government will invest more than HK\$900 million in the next few years to implement smart city infrastructure projects. These include providing e-IDs to all residents and launching a multi-function smart lamppost pilot scheme. The aim is to collect real-time city data such as weather, transportation, and crowd flow to

隨著數碼經濟急速發展，數據已被譽為新經濟下的新貨幣。事實上，現今世界網絡相連，社會活動高度數碼化，無時無刻也在產生排山倒海的數據。若能善用這些海量數據，將可發揮巨大經濟和社會價值。例如透過分析市場數據，我們能夠將其中的資訊轉化為新的知識和見解。由此可見，數據分析不但有助洞悉新趨勢、預測行為、制定策略及提升生產力，亦扮演催化劑的角色，加速各項尖端科技的發展，如人工智能、雲端運算、金融科技和智慧城市等，推動和支撐著社會的未來。

既然數據對社會和經濟發展舉足輕重，不論是國家、經濟體系、各行各業還是個人用戶，只要能有效管理和分析數據，即可保持優勢，增強競爭力。

2018互聯網經濟峰會：數據就是王道

上月中旬，香港特別行政區政府和數碼港攜手舉辦了「2018互聯網經濟峰會」，以「新經濟·新動力」為主題，匯聚了跨國企業、互聯網科技公司、投資者、創業家及初創新星分享真知灼見，並吸引了逾2,800人次參加。在這年度旗艦盛事中，與會的行業領袖均同意在今天這數碼經濟中，掌握數據是提升競爭能力的關鍵。不少企業已借助數據的力量，建立新的商業模式，並藉此提高生產效率。

平安科技便是一例，公司利用數據技術優化其人工智能系統，將不同範疇的服務包括身分辨識、保單審批、經濟周期預測以至流感風險評估等進一步自動化。中國銀行（香港）亦視數據為銀行業未來的四大基礎範疇之一。其他與會企業如京東集團和美團亦利用數據為客戶提供度身訂造的服務；IBM倡議整合數據以建立以人為本的智慧城市；滴滴出行透過數據技術推動智慧出行等，各科技企業均是大數據技術應用的佼佼者。

香港：數碼轉型蓄勢待發

在香港，大數據的應用亦漸成趨勢。無論是政府部門或商貿企業，均積極投入數碼轉型，以迎合這個以數據為核心的新經濟時代。

大數據是引領香港邁向智慧城市的要素，因此特區政府已計劃於未來數年投資合共逾9億港元優化本港的數據基建，包括推行數碼個人身分證、多功能智能燈柱等，透過收集即時資訊如天氣、環境狀況、交通及人流等資料，優化城市管理。另外，香港金融管理局亦即將制定開放式銀行的標準，以提升客戶體驗，推動智慧銀行。

Data: The New Currency 數據 - 新經濟貨幣

improve city management. The Hong Kong Monetary Authority will also soon implement open banking standards to enhance customer experience and promote smart banking.

In the commercial sector, enterprises are also harnessing the power of data to accelerate their growth. For instance, at the IES forum, Pizza Hut shared its successful experience in leveraging data to segment and target customers to boost sales, while saving on traditional promotion costs.

Cyberport: Cradle of big data start-ups

Up-and-coming start-ups are also capturing new business opportunities riding on the megatrend of data. Aigniter Technologies, a digital technology start-up incubated by Cyberport, aggregates data to build an intelligent cloud-based management platform that enables companies to enhance efficiency and optimise returns by keeping track of sales figures, stock level, customer behaviours and staff performance.

Appus Technology, another start-up supported by Cyberport, develops a platform that can not only offer real-time traffic information to drivers, but also generate analytic reports for drivers, automobile and insurance companies with insights on the car owners' driving habits and after-sales needs.

Hong Kong primed to be a regional data hub

As with any currency, data must flow freely and be quick to access, secure, and legally protected for it to hold value. Accordingly, companies are investing in data centres in strategic locations to ensure reliability.

"The rapid adoption of data-driven platforms across all industries with the use of cloud computing, AI and big data has bolstered the demand for mega data centres, which are highly location sensitive. We have in Hong Kong a number of unique strengths that enable this city to harvest from such surging market demand," said Peter Yan, CEO of Cyberport.

"Hong Kong's ICT infrastructure is one of the world's most sophisticated and advanced. We have eight submarine cable landing stations connecting to eleven regional and trans-Pacific submarine cable systems. Our average peak Internet connection speed at 129.5 Mbps is among the fastest in the world. With the Tseung Kwan O Industrial Estate housing a total of 11 high-tier data centres, we have in town the largest data centre cluster in Asia Pacific."

Mr Yan added that, "Together with our city's reliable power supply, robust protection of data privacy and information security, knowledgeable professionals and government support, Hong Kong is well-positioned to become the data hub in the region, especially one for the Belt and Road countries. Companies along the Belt and Road can use Hong Kong as the hub to efficiently orchestrate their data flow for trading, financial, logistics and services across the region. Such data shall become strategic asset that will accelerate innovation and economic growth for all."

To take advantage of the data economy fully, aside from continually investing in data infrastructure and leveraging Hong Kong's competitive advantages, industries must also upgrade digitally. How they can accomplish this will be the subject of the next issue.

除此之外，商界企業亦紛紛運用大數據技術促進業務增長。以連鎖餐廳必勝客為例，他們於「互聯網經濟峰會」上分享其成功經驗：公司透過數據分析將顧客分類，了解其消費行為，藉此提高銷售額並同時減省了傳統宣傳的開支。

數碼港：大數據初創企業的搖籃

除了大企業，不少初創科企亦緊貼大數據潮流，開創業務機遇。以數碼港為例，園區內亦有不少從事大數據和人工智能技術的數碼科技公司。例如Aigniter Technologies，他們開發了智能雲端管理平台，以企業為主要客戶，透過實時數據分析，助企業有效管理營銷情況、貨量物流、顧客行為、員工表現等，優化管理，提升效率和回報。

另一家同樣由數碼港培育的科技公司Appus Technology，亦運用數據技術開發了智能流動應用程式，不但可提供實時交通資訊，亦能為駕駛者、車行和車保公司就駕駛者的駕駛習慣和需要提供分析報告，從中發掘商機。

香港：區內數據中心首選

與其他貨幣一樣，數據要發揮其「新貨幣」的價值，必須符合自由流通、方便存取、安全可靠及受法律保障等要素。很多企業為確保其數據相關業務的穩定性，已開始在策略要地投資和建立數據中心。

數碼港行政總裁任景信先生表示：「各界積極採用數據相關的科技，如雲端運算、人工智能和大數據等，大大增加了市場對高端數據中心的需求。這些數據中心的設立，於選址上亦有特定考慮和要求。環顧香港，我們擁有多項獨特優勢，有助我們從市場急速增長的需求中抓緊發展機遇。」

「香港具備世界一流的資訊及通訊科技基建設施，包括八個海底電纜登陸站，連接十一個區域和橫跨太平洋的海底電纜系統。在香港，我們的互聯網服務最高連線速度平均為每秒129.5兆比特，屬全球最快之一。現時，將軍澳工業邨已匯聚了11所高端數據中心，為亞太區最大的數據中心集結地。」

任先生續指：「香港電力供應穩定、法治框架健全、對資料私隱有完善保障，加上相關科技專才和政府大力支持，令香港有著成為亞洲區內數據樞紐的優勢，尤其是針對『一帶一路』的市場。事實上，『一帶一路』沿線企業可以香港作為其數據中心，有效率地讓營商、財務、物流及服務的數據跨地域地靈活運用。這些數據將成為策略性資產，促進創新及經濟發展。」

要確切把握大數據和新經濟帶來的機遇，除了要繼續發揮本港優勢和投資基建外，各行各業亦需要優化其數碼技術，積極投入產業轉型，我們將於下一期就這方面探討更多。



Internet Provides the Impetus 互聯網帶來新動力

IES speakers discuss the tremendous impact that changing technology
is having on their businesses and the world

互聯網經濟峰會的講者探討了日新月異的技術如何徹底改變企業和世界

Speakers representing a wide variety of companies revealed at the Internet Economy Summit (IES) on 12 and 13 April how technology is transforming the way they do business.

It is helping them improve their product offerings, make efficiency savings and target customers more accurately. Technologies such as artificial intelligence (AI) and big data also have the potential to transform the way we live, from transport to health diagnosis.

In her opening remarks at the event, themed “New Impetus, New Economy,” Chief Executive Carrie Lam said that the Internet had led the world into the digital era and created countless business opportunities.

“We must keep reinforcing and upgrading our capability, as well as providing a conducive ecosystem for innovation and technology development in Hong Kong,” she said.

Lam said the Government planned to strengthen Hong Kong’s competitiveness in the global innovation race, including more resources for R&D and nurturing a technology talent pool.

Mu Rongjun, Co-founder and Senior Vice President of Meituan-Dianping, noted the rapid development of e-commerce and the shared economy. The company focuses on group buying and online delivery, and recently acquired the bike-sharing platform Mobike. Mu discussed how the nature of jobs is changing as traditional industries become less dominant. He explained that as the demand for delivered food rockets, Meituan-Dianping has been able to offer jobs to former miners as delivery drivers.

Mu also made the point that today, many of these technologies are being developed in Asia. “In the past, we went to the U.S. to seek wisdom. Now, the world is coming to China to seek wisdom.”

This was echoed by Scott Beaumont, President of Google Greater China. He pointed out that half of the world’s internet users are in Asia, and their numbers are growing rapidly. “The Asian consumer is pushing the boundary of what these technologies can achieve.”

Among these innovative Asian companies is Ping An Technology, whose CEO, Ericson Chan, spoke at IES.

Introducing Chan’s keynote address, Chamber CEO Shirley Yuen said: “The amazing scenes we see in science fiction movies will soon become a reality.”

This was borne out by Chan’s speech, which suggested that this future will arrive sooner than we imagine. He remarked that the latest technologies may turn out to be as important as fire or electricity.

Ping An is one of the biggest names in insurance in the world. But over the past three decades it has diversified into financial services, and now technology including AI, big data and cloud computing.

Some of the technologies that Chan described are nothing short of mind blowing. Voice and facial recognition capabilities are now faster and more accurate than a human, and can even recognise emotions. In the financial sector, this could provide immediate authentication of identity, and will be able to flag up if customers appear nervous or anxious.

Other technologies being developed have been able to predict health events, for example.

“We have been able to forecast flu and even long-term diseases such as diabetes,” Chan said. Health is an increasingly important sector for Ping An Technology, and the company is now working on a healthcare ecosystem.

Stephen Russo, Director of Worldwide Cognitive City Solutions at IBM, discussed how technology can help cities become smarter, for example by warning of unusual weather events. He reported his own recent experience of getting trapped for several days in the northeastern U.S. by a snowstorm. Better predictions would enable businesses to plan in advance. “Being more prepared is just as important as responding in real time,” he said.

But as the benefits of technology grow, so too do the threats. Andrew Rubin, CEO of Illumio, revealed how the huge increase in the volume of data created in recent years means that the “attack surface” has also grown. And while the amount of money being spent on cybersecurity has increased, it is no longer sufficient, he said. Illumio offers a solution it calls micro-segmentation, which reduces this attack surface.

“We cannot prevent every breach” he said, “but we can mitigate these problems when they occur.”

AI is supercharging FinTech, HealthTech and Smart Cities 人工智能加快金融科技、健康科技及智慧城市的发展

陈立明 Ericson Chen
CEO, Ping An Tech



Despite the huge advances in technology, some things have stayed the same. IES speakers from across a range of industries made the same point – the customer is king. In fact, technology is enabling businesses to deliver better products, bespoke services and to develop a deeper understanding of what their customers want.

David Yeh, GM, Ecosystem Partners at Amazon Web Services in Greater China, discussed some of the changes e-commerce has brought. He noted that the traditional supply chain was linear, so manufacturers did not know what their customers thought of their products. Now, manufacturers can receive feedback very quickly, and can change and customise accordingly.

Technology advances are just as important to companies in traditional sectors. Ravel Lai, Regional IT and Digital Director at Jardine Restaurant Group HK, said that 72% of Pizza Hut's members use its app to place orders. This enables the company to rapidly respond to customer demand and trends.

Karen Chan, Vice President of German Pool HK, agreed. Even as a traditional retailer of electronic products, the company has moved to online for sales and marketing, for example.

"The mobile phone is already the internet world," she said. "It is an indispensable part of our life and work." ❀

互聯網經濟峰會 (IES) 於4月12及13日隆重舉行，來自多家企業的演講嘉賓透露了科技如何改變他們的經營模式。

科技助他們改善了產品內容，更有效地節省成本，並更準確地鎖定目標客戶。人工智能及大數據等技術亦準備改變我們的生活方式，從交通運輸到醫療診斷，將經歷重大變化。

今年峰會的主題為「新經濟·新動力」。行政長官林鄭月娥致開幕辭時表示，互聯網已引領全球進入數碼時代，並創造了無限商機。

她說：「我們必須繼續加強和提升我們的能力，同時為香港的創新科技發展提供有利的生態環境。」

林鄭月娥表示，政府計劃在全球的創新競賽中提升本港的競爭力，包括投放更多資源於研發工作，並培育更多技術人才。

美團點評聯合創始人兼高級副總裁穆榮均談及電子商貿和共享經濟的急速發展。該公司的主要業務是團購和網購，最近還收購了共享單車平台摩拜單車 (Mobike)。他闡述人們的工作性質如何因傳統行業的主導地位不及從前而變得不一樣。他解釋，隨著食品外送速遞的需求急升，美團點評順勢向一些前礦工提供就業機會，聘請他們為外送司機。

穆榮均續稱，如今很多科技皆由亞洲開發。他說：「以前我們到美國取經，現在全球各地都來中國取經。」

Google大中華區總裁石博盟亦應指，全球互聯網使用者有半數來自亞洲國家，目前人數仍在急速上升。他說：「亞洲消費者正不斷突破科技界限。」



Internet Economy Summit
互聯網經濟峰會

2018

New Impetus × New Economy
新經濟 × 新動力



平安科技正是其中一家創新亞洲企業，首席執行官陳立明亦有出席IES擔任演講嘉賓。總商會總裁袁莎妮介紹陳立明的專題演講時說：「我們在科幻片看到的精彩場面即將成真。」

陳立明在演講中論證了這一點，並指這個科幻未來比我們想像中來得還要快。他表示，最新科技或會如火、電一樣，在我們的日常生活中不可或缺。

平安作為全球保險業巨頭之一，在過去30年間已進一步擴展至金融服務及創新科技界，業務涵蓋人工智能、大數據及雲端運算等。

陳立明所談及的一些技術確實讓人驚喜萬分。語音和臉部辨識系統的速度和準確性已經超越人類，甚至具備情緒識別功能。在金融界，這類科技有助即時驗證身分，假如客戶看似緊張或憂慮，亦可立即提醒職員注意。

其他正在開發的技術，還可以預測健康問題等。

陳立明說：「我們已經可以預測流感，甚至糖尿病等長期病患。」健康是平安科技一個愈來愈重要的研發領域，該公司現正構建一個醫療保健生態系統。

IBM認知城市解決方案全球總監Stephen Russo探討了科技如何有助發展智慧城市，例如就不尋常的天氣狀況發出警告。他分享了近日的親身經歷，就是因美國東北部的暴風雪而滯留在當地數天。更準確的預測可讓企業未雨綢繆。他說：「做足準備與臨場應變同樣重要。」

然而，科技發展既帶來好處，亦帶來威脅。Illumio行政總裁Andrew Rubin透露，近年產生的數據量大幅上升，意味著「攻擊面」亦隨之增加。他說，儘管投放在網絡安全的資金已經加碼，但仍不敷應用。Illumio提供一個名為「微切分」的解決方案，可減少有關攻擊面。

他說：「我們不能堵塞所有缺口，但當問題出現，我們可以減緩禍害。」

袁莎妮女士

CEO, Hong Kong General Chamber of Commerce
香港總商會總裁



儘管科技發展一日千里，有些事實卻恆久不變。來自各行各業的IES講者都異口同聲表示：顧客至上。事實上，科技令企業得以提供更優質的產品、度身訂做的服務，更清楚了解客戶的需要。

亞馬遜AWS大中華區生態系統及合作夥伴部總經理葉偉倫探討了電子商貿帶來的一些改變。他指出，傳統的供應鏈是縱向的，所以製造商根本不知道顧客對產品的評價。如今，製造商很快就收到顧客意見，故可按需要作出配合和修改。

科技發展對傳統行業同樣重要。香港怡和飲食集團區域資訊科技及數碼部董事黎柏豪表示，72%的必勝客會員都用手機應用程式下單，公司因而可以迅速回應顧客的需求和趨勢。

香港德國寶副總裁陳嘉賢亦認同這點。即使作為傳統的電子產品零售商，該公司已轉用網上平台進行銷售和市場推廣等活動。

她說：「手機就等如網絡世界，是我們生活和工作不可分割的一部分。」

2018 香港工商業獎：創意

Hong Kong Awards for Industries:
Innovation and Creativity

請即參加
Call for Entries

2017 香港工商業獎頒獎典禮暨晚宴
Hong Kong Awards For Industries
Awards Presentation Ceremony-cum-Gala Dinner



博威工程顧問有限公司
Black & Veatch Hong Kong Limited



高華集團國際有限公司
Clover Group International Limited



正昌科技有限公司
Dunwell Engineering Company Limited



呢度廣告科技有限公司
LeDo Media Technology Company Limited



Playnote Limited



衛安有限公司
Guardforce Ltd



香港航空有限公司
Hong Kong Airlines Limited

www.chamber.org.hk/inc

截止報名日期：2018年6月8日

Closing Date : 8 June 2018



表揚卓越 獎勵佳績
Honouring Excellence and Applauding Success

主辦機構 Organiser:

HKGCC

Hong Kong General Chamber of Commerce
香港總商會1861



AC Asset Management Ltd
奧盛資產管理有限公司
Mr Hay Tak LAM
Chief Investment Officer
<http://www.ac.capital>



Comfort Enterprise (FarEast) Holding Co Ltd
蒙發利(遠東)控股有限公司
Mr Willie NG 吳國勝先生
Managing Director



Aurora Corporation (HK) Ltd
極光企業(香港)有限公司
Miss Su Yang KIM 金守良小姐
CEO



Crescendo Capital Ltd
薈盛融資有限公司
Ms Amilia TSANG 曾詠儀女士
Managing Director
<http://www.crescendohk.com>



BCD Travel Hong Kong
Ms Lily AGONJOY 關蔣雯女士
Managing Director
<http://www.bcdtravel.com/hk>



Fat Kee Stevedores Ltd
發記運輸有限公司
Mr David KONG 江卓崙先生
Managing Director
<http://www.fkstev.com>



Cash and Carry HK Ltd
一手交錢一手交貨有限公司
Mr Irfan KARABULUT
President and CEO
<http://www.cashandcarry.hk>



FM Investment Group Ltd
至匯投資集團有限公司
Mr Amous LEE
Director
<http://www.fminvestment.com>



Celestial Tech Ltd
Mr Kai Shing LAM
Manager, Sales



Fresa Co Ltd
Ms Fatemehsadat JAZMEH
Director



Century Future Group Ltd
峰昌集團有限公司
Miss Lai Wa CHAN 陳麗華小姐
Manager



Gruppo Pozzi Asia Ltd
Mr Nicolo FONTANA
Director
<http://www.gruppo-pozzi.com>



**Healthy Body Medical
Centre Ltd**
雅健醫學中心有限公司
Dr Kwok Ki CHAN 陳國基醫生
Director



Optimus Properties Ltd
安御國際物業有限公司
Miss Erica CHEUNG
Managing Director
<http://www.optimus-prop.com>



**Kaloti Jewellery
International Co Ltd**
Mr Victor TSUI
General Manager
<http://www.kalotipm.com>



Oriento Pearl Ltd
Mr Chin Man LAM
Director



Kering Asia Pacific Ltd
開雲亞太有限公司
Dr Carlo IMO
President
<http://www.kering.com>



Perun Consultants Ltd
Mr Gwynn HOPKINS
Managing Director
<http://www.perunconsultants.com>



Ledo Media Technology Co Ltd
呢度廣告科技有限公司
Mr Carl Yu Keung NG 吳宇強先生
CEO
<http://www.ledoads.com>



Pieroth Hong Kong Ltd
倍樂香港有限公司
Mr Gary SIU
Sales Manager
<http://www.pieroth.hk>



Lili Jewelry Ltd
莉莉珠寶有限公司
Ms Cherry Tan Tan CHONG 莊丹丹女士
Managing Director
<http://www.lilijewelry.com>



Playnote Ltd
Mr Eric Chi Wai YUNG 容志偉先生
CEO
<http://www.playnote.com>



Lingnan University
嶺南大學
Prof Joshua Ka Ho MOK 莫家豪教授
Vice President
<http://www.ln.edu.hk>



**Shun Tak Club Management
Services Ltd**
Miss Shirley WONG
Membership Director
<http://www.shuntakgroup.com>



Mission to Protect 保護任務

With experience, passion and professionalism, the Clement Shield Group provides security for clients in Hong Kong and around the world, reports the Chamber's staff writer **William Ngo**

憑著豐富的經驗、熱誠和專業精神，智帥為香港及世界各地的客戶提供安保服務 本刊編輯吳景輝

He joined the Hong Kong Police Force in 1992 and quickly climbed the ranks, acting as Close Protection Officer for the visits of Chinese Presidents and Premiers, as well as for overseas dignitaries including U.S. President Bill Clinton. He took charge of the Airport Security Unit, established the Counter Terrorism Response Unit in 2009, and was promoted to Superintendent in 2012.

And then he quit.

This is Clement Lai, now Chairman and CEO of the Clement Shield Group. Explaining the decision to leave his 20-year career in the Force and set up the company

in 2015, he said: "Building my own business had always been my ambition, and when I saw the gap in Hong Kong for a high-caliber security agency, I chose to be the one filling it."

The company prides itself on having one of the most experienced and qualified teams in Hong Kong. Now 30-strong, the team consists of former police officers, many with over 25 years of experience in the elite units of the Hong Kong Police Force.

One of these veterans, Director of Training Peter Morgan, reached the rank of Assistant Commissioner and headed the Hostage Negotiation Unit before joining

the group, and was also responsible for the development of time-critical police emergency response protocols during the SARS crisis in 2003.

“The Hong Kong Police is very well drilled in identifying best practices, and the fact that our neighbours learn from our Force says a lot about our quality,” Morgan explained. “We hope to bring that same level of professionalism to Clement Shield.”

He added: “What you would expect of the Hong Kong Police Force, you can more or less expect from us.”

Clement Shield started out providing close protection services, but has since expanded into security equipment supply and distribution, which now contributes 20% of the company’s revenue. It currently supplies the Force with expandable batons, and also represents European firearms brands. The company is also expanding its training programmes, having previously trained the police forces of three different provinces in Mainland China.

Lai said the company’s background has helped them acquire clients. “We’ve had a Japanese client coming all the way from their country to hire our services,” he said. “They trust Hong Kong’s professional services.”

Clement Shield’s services range from security consultancy, security training and risk analysis to detailed background intelligence reports. The list goes on – installing alarm systems, anti-bugging and guard dog patrol services are all covered.

“It’s all about going the extra mile,” Lai said. “We listen to our clients and try to be as accommodating as possible.”

He said that businesses need to be eager to learn, and to diversify to meet clients’ needs.

“You can’t just say ‘sorry we don’t provide this service.’ In the business world, that’s going to make you obsolete. If you don’t have the expertise, hire someone who does!”

Being the head of the company does not mean that Lai has stepped back from the front line. “I enjoy the action,” he said. “When I was promoted to Superintendent in the Force, this meant I would see less action. I prefer to be on the ground, and that’s one of the reasons I founded Clement Shield.”

Lai recalled an occasion when the company had six operations simultaneously in different parts of Hong

Kong, but he still managed to visit them all and meet each of the clients.

“The key to business is passion and a personal touch,” Lai said.

While business is booming for Clement Shield, it is not without challenges. “Marketing, that’s an issue,” Lai explained. “As much as we want to show people that we provide the best services to the most important people in town, we must keep our clients’ names confidential,” he said. “I can’t advertise on TV and blatantly tell you I work with this celebrity, or serve that billionaire.”

So the company relies on age-old methods to win new customers, and 50% of its clients come from word-of-mouth. “The ‘Hong Kong brand’ is very strong internationally,” Lai added. “As long as you do your job and you do it right, there’s never any lack of recognition worldwide.”

Another challenge lies in raising awareness of the need for security protection.

“I like to think that educating people, corporations and governments of the hidden risks of terrorism and security issues, and the importance of professional security services, is one of our major missions,” Lai explained. “Any incident, no matter how slight, related to terrorism in Hong Kong could tarnish our hard-earned reputation and status as one of the world’s best international financial centres.”

He noted that Hong Kong is relatively safe because of the wide range of security professionals, both in the government and the private sector. But that does not mean the city can be complacent.

Clement Shield has started to organize non-profit briefings and symposiums around the world. “We want to inform, rather than alarm people, but I think we need to be more proactive even for sensitive subjects,” Lai said.

The company has carried out operations in Japan, Canada, the Philippines and Cambodia. It is now setting up an office in Cambodia, after winning a contract for the upcoming 2023 Southeast Asian Games in Phnom Penh.

Speaking of the future, Lai is not shy of revealing his ambitions.

“In five years, I hope we will have established a strong footing in Asia-Pacific,” he said. “In 10 years? Clement Shield will be a global brand!” 🌸

Company: **Clement Shield (Security Specialist & Event Organiser) Ltd**

公司名稱：智帥（特種安保顧問及項目策劃）有限公司

HKGCC Membership No. 總商會會員編號：HKC1119

Established 創辦年份：2015

Website 網站：www.clementshield.com



他於1992年加入香港警隊，旋即升任為國家主席和總理訪港期間的貼身保護，以及美國前總統克林頓等外國顯貴的貼身保護。他曾是機場特警隊的部門主管，於2009年創立反恐特勤隊，並於2012年晉升為警司。

其後他辭任。

他是智帥主席兼行政總裁黎家智。他解釋：「創業一直是我的志向。當我看到香港缺乏高水平的安保機構，我選擇做填補這個空缺的人。」因此，他決定離開效力了20年的警隊，並於2015年成立自己的公司。

該公司以擁有全港其中一支最具經驗和專業資格的團隊而自豪。目前團隊有30多人，由前警務人員組成，當中大多數成員都來自香港警隊的精英部門，擁有超過25年經驗。

其中一名老手是學術及培訓總監孟義勤，在加入該公司前，曾擔任助理處長一職，主管人質談判組，並於2003年沙士危機期間負責制訂急切的警方緊急應變預案。

他續道：「你不能只說一句『對不起，我們不提供這項服務』。在商業世界，這會令你被淘汰。如果沒有這方面的專業知識，就請人做吧！」

黎家智身為公司的領導，不代表他已退下前線。他說：「我喜歡行動。我被擢升為警司時，即代表我會減少出外執勤。我較喜歡前線工作，這也是我創辦智帥的原因之一。」

黎家智憶述，有一次公司在香港不同地區同時執行六項行動，但他仍能逐一視察，與每位客戶會面。

他續道：「營商之道在於熱誠和人情味。」

雖然智帥正蓬勃發展，但亦非全無挑戰。黎家智解釋：「營銷是其一。我們當然希望讓人知道，公司為城中要員提供最好的服務，但我們必須對客戶的身分保密。」他又說：「我不能在電視上賣廣告，公然告訴大眾我與這個名人合作，或為那個億萬富翁服務。」

因此，該公司只能依賴傳統的方法贏得新客戶，而其半數客



I like to think that educating people, corporations and governments of the hidden risks of terrorism and security issues, and the importance of professional security services, is one of our major missions.

我認為教育市民、企業和政府有關恐怖主義和安保問題的潛在風險，以及專業安保服務的重要性，是我們的主要任務之一。

孟義勤說：「香港警察訓練有素，能夠辨別和實踐最佳實務。事實上，鄰近地區也向我們的警隊學習，足證我們的服務質素。我們希望為智帥帶來同等水平的專業服務。」

他補充：「無論你期望香港警察提供甚麼服務，我們大概亦能滿足。」

智帥最初提供貼身保護服務，其後擴展至安保裝備供應和分銷業務，現為該公司帶來兩成的收益。智帥目前為警隊供應伸縮警棍，並代理歐洲槍械品牌。該公司亦正拓展其培訓計劃，曾為中國內地三個省份的警隊提供訓練。

黎家智表示，公司的背景有助他們取得客戶。他說：「有日本客人遠道而來聘用我們的服務。他們信任香港的專業服務。」

智帥的服務範圍包括安保諮詢、安保訓練、風險評估，以至詳細的背景情報報告。此外，還涵蓋安裝警報系統、反竊聽和守衛犬巡邏服務，一應俱全。

黎家智說：「凡事要多走一步。我們聆聽客戶的意見，盡力作出配合。」

他表示，企業需要積極學習，尋求多元發展，致力滿足客戶的需要。

人皆來自口碑。他補充：「『香港品牌』在國際市場佔一重要席位。只要你做好份內事，而且做得好，便可贏得國際認可。」

另一個挑戰是讓公眾進一步認識安保的必要性。

他說：「我認為教育市民、企業和政府有關恐怖主義和安保問題的潛在風險，以及專業安保服務的重要性，是我們的主要任務之一。」他續道：「香港作為全球最卓越的國際金融中心之一，任何與恐怖主義有關的事故，無論有多微不足道，都足以損害我們這個得來不易的美譽和地位。」

他指出，香港相對安全，因為政府和私營部門都聘有各類安保專業人員。然而，這不代表我們可以安於現狀。

智帥已開始在世界各地舉辦非牟利的簡介會和研討會。他說：「我們希望提供資訊，而不是告誡，但我認為即使涉及敏感話題，也要更積極行動。」

該公司的行動範圍包括日本、加拿大、菲律賓和柬埔寨，並已成功投得即將在金邊舉行的2023年東南亞運動會合約，現正在柬埔寨設立辦事處。

談到未來，黎家智毫不掩飾地表明自己的雄心壯志。

他說：「五年後，我希望能夠在亞太區建立強大的基礎。十年後？智帥將成為國際品牌！」

MEMBER-GET-MEMBER CAMPAIGN 2018 會員推薦計劃

BENEFIT your company by encouraging your staff to refer new members to the Chamber!
For **EVERY successful referral** of a new Corporate Member, your company will get:

鼓勵員工向總商會介紹新會員，讓您**公司受惠**！
每**成功推薦**一家本地公司成為香港總商會公司會員，貴公司可獲得：

HK\$500 Cash Coupon 現金券
OR 或
HK\$800 Chamber Coupon 香港總商會代用券*

*Applicable to both Chamber events **and** membership renewal 可於總商會活動**及**續會時使用





Breath of Fresh Air 呼吸新鮮空氣

market. He chose Hong Kong as the location for the company's Regional Headquarters in 2004, and moved here himself in 2009. He then established a joint venture company in Mainland China in 2015, focusing on consumer air purifiers. Within a short period, Lifa Air has become one of the largest air purifier brands in the Chinese Mainland and in Hong Kong.

"A couple of years back, only a few people in China had ever heard about PM2.5," said Makipaa. "Now, is there anyone who doesn't know what it is?"

Joining the Chamber was a "natural step" the company took in 2015 as their business in Asia grew. "Successful business is nowadays more and more about connections."

Innovation is another key to the company's success, according to Makipaa, and it has led the way in achieving global industry and environmental standards. In terms of innovative products, Lifa Air will soon launch a bedroom air purifier equipped with a smart control system that will automatically adjust the machine according to the carbon dioxide or PM2.5 levels. "The need for opening windows will become obsolete as the machine will always bring fresh and clean air inside whenever needed." He expects this new product will be a success in Hong Kong.

"You never eat spoiled food and drink only water from safe sources," Makipaa said. "Why then take the risk with your air?" 🌸

Company: **Lifa Air Ltd**

公司名稱：麗風有限公司

HKGCC Membership No. 總商會會員編號：HKL0598

Established 創辦年份：2004

Website 網站：www.lifa-air.com

Back in 1988, when Vesa Makipaa set up Lifa Air in Helsinki, Finland, few people were concerned about indoor air quality. Since then, the company has been at the forefront in creating healthier living environments as awareness about air pollution has grown around the world.

Lifa Air's products include car air purifiers, personal masks and stand-alone smart air purifiers. The company aims to provide clean air to customers throughout the whole day, from when they wake up after a good night's sleep, through work, study and transport.

"People spend nearly all of their time indoors; therefore, it is critical to have fresh and clean air at home, in schools, kindergartens, hospitals, offices and even vehicles," said Makipaa.

"Clean indoor air not only can benefit people's health, but also increases productivity of workers and students. Hence, it's a lucrative investment with high returns," he added.

Ambitions to grow the company globally led Makipaa to the Asia

早於1988年，麥傑培在芬蘭赫爾辛基創立麗風有限公司時，很少人關注室內空氣質數的問題。隨著世界各地對空氣污染的意識日增，該公司亦一直走在最前，致力創建更健康的生活環境。

麗風的產品包括汽車空氣淨化機、個人口罩和獨立智能空氣淨化機。該公司旨在提供潔淨的空氣，讓客戶每天打從起床開始，無論上班、上學還是乘車期間，都全天候呼吸到新鮮空氣。

麥傑培說：「我們幾乎所有時間都留在室內。因此，在家中、學校、幼稚園、醫院、辦公室甚至車輛上提供清新潔淨的空氣十分重要。」

他續道：「潔淨的室內空氣不但對健康有益，還可以提高員工和學生的效率。所以，這是有利可圖的高回報投資。」

拓展國際業務的雄心，促使麥傑培進軍亞洲市場。2004年，他選址香港作為公司的地區總部，並於2009年移居這裡。其後，他於2015年在中國內地成立一家合資公司，主力營銷空氣淨化機。在短短的時間內，麗風已成為中港兩地最大的空氣淨化機品牌之一。

麥傑培說：「數年前，只有少數中國人聽過PM2.5（微細懸浮粒子）。如今有誰不曉？」

隨著該公司的亞洲業務日漸增長，於2015年加入總商會亦順理成章。他補充：「成功的企業愈來愈講求聯繫。」

麥傑培認為，創新是公司成功的另一關鍵因素，引領公司達到國際行業和環境標準。在創新產品方面，麗風即將推出睡房空氣淨化機，配備智能控制系統，可根據二氧化碳或PM2.5水平自動作出調節。他指出：「由於該設備可在有需要時為室內帶來新鮮潔淨的空氣，開窗已再無必要，甚至變得過時。」他預計這款新產品會在香港大受歡迎。

麥傑培說：「你從不吃變壞的食物，只喝來源安全的食水。那你為甚麼要為空氣而冒險呢？」 🌸

Building a People Business

以人為本

跟許多外國人一樣，唐樂寧最初以短期合約來港工作，其後卻被這個充滿活力的城市吸引，遂決定在這裡定居。從悉尼來港十年後，他和家人現在都以香港為家。

唐樂寧於2015年加入富信香港有限公司，並於今年2月獲委任為董事總經理。富信的總部位於荷蘭，迄今聘有2,500名專業人員，為全球28個國家提供高價值企業和金融服務。在香港，該公司旗下逾160位專家致力為跨國公司、資產經理、金融機構和企業家等不同客戶提供多元化的服務，如基金行政管理、信託和企業服務。

在唐樂寧的領導下，「員工」和「客戶」是公司的核心支柱。客戶方面，富信專注於高效地提供市場領先的優質服務。關顧員工亦同樣重要，而公司正培育一支高效的團隊，為不斷增長的客源服務。

唐樂寧說：「我們『以人為本』。因此，公司的目標是吸引和留住業界精英。」他解釋：「為此，我們透過提供專業發展、靈活的工作安排和員工主導的社區計劃，助員工建立成功而有意義的事業。」

富信學院（Intertrust Academy）就是一例，其開辦的課程涵蓋技術培訓、領導力發展和關係管理技巧。富信還為員工提供愉快而高效的工作環境，並建立以信任、開放和協作為基礎的文化。

富信香港有限公司於2007年加盟總商會，絕對是「合理的決定」。

唐樂寧說：「總商會提供一個平台，把香港以至全球各行各業的大小企業聯繫起來。總商會舉辦的專業活動亦有助我們的團隊擴大商業網絡，並緊貼市場趨勢和發展。」✿



Like many expats, James Donnan initially came to Hong Kong on a short-term contract but enjoyed the dynamic environment so much he decided to stay. Ten years after arriving from Sydney, he and his family now call the city home.

Donnan joined Intertrust Hong Kong Ltd in 2015 and was appointed Managing Director in February this year. Intertrust is headquartered in the Netherlands, and today its 2,500 professionals offer high-value corporate and financial services in 28 countries around the world. In Hong Kong, more than 160 specialists provide diversified services such as fund administration, trust and corporate services to a range of clients including multinationals, asset managers, financial institutions and business entrepreneurs.

Under Donnan's leadership, "people" and "clients" are the core pillars of the company's mission. On the client side, Intertrust is a firm that is focused on the efficient delivery of market-leading quality

services. Looking after its staff is just as important, and the company is developing a high-performing team to serve its growing client base.

"Our business is a 'people business.' Therefore, our objective is to be a firm that focuses on attracting and retaining industry-best talent," said Donnan. "We do this by offering a successful and rewarding career to staff through professional development, flexible work arrangements and a staff-led community program."

An example of this is the Intertrust Academy, which offers programs covering technical training, leadership development and relationship management skills. Intertrust also offers its employees a fun and productive office environment and a culture founded on trust, openness and collaboration.

Intertrust Hong Kong Ltd made the "logical decision" to become a corporate member of HKGCC in 2007.

"The Chamber provides a platform for us to connect with the business community from different industries, from SMEs to large corporations, not only in Hong Kong, but around the world," Donnan said. "And the professional activities that it organizes help our team expand their business networks and keep abreast of market trends and developments." ✿

Company: **Intertrust Hong Kong Ltd**

公司名稱：富信香港有限公司

HKGCC Membership No. 總商會會員編號：HKI0323

Established 創辦年份：1976

Website 網站：www.intertrustgroup.com

Beef and Beyond

From tartare to sizzling steaks, this Central restaurant will keep Hong Kong's carnivores happy

With its elegant and modern interior, Michelin-starred Beefbar brings a breath of fresh air to the world of steakhouses in Hong Kong.

The “beef bar” concept goes beyond the traditional steakhouse set-up, and allows Chef Andrea Spagoni to create a wide range of signature dishes to cater for the sophisticated tastes of Hong Kong diners. For example, a notable feature of the restaurant is its white marbled “raw bar,” which serves made-to-order carpaccio, tartare and ceviche, with a selection of pairing wines to accompany these raw meat and fish dishes.

Chef's Profile 大廚小檔

Andrea Spagoni began his culinary adventure at the young age of 16, and he graduated from the G. Colombatto Culinary Institute of Turin, Italy a few years later, in 1996. Bringing people together to enjoy great food has always been his motivation and passion during a career that has taken him around the world. In 2001, Spagoni moved to Hong Kong, and he joined Beefbar in 2015. He crafts his menu with a selection of the finest beef which he sources from the United States, Australia, Japan and South Korea.

Andrea Spagoni年僅16歲便開展其美食之旅，在廚藝學院拜師數年後，在1996年畢業於意大利都靈G. Colombatto Culinary Institute。他因工作關係經常周遊列國，能夠讓人聚首一堂享受佳饈，一直是他埋首工作的原動力。Spagoni於2001年移居香港，於2015年加入Beefbar團隊。他搜羅產自美國、澳洲、日本和南韓的多款優質牛肉，設計出讓人垂涎欲滴的豐富菜單。



Langoustine Carpaccio

小龍蝦薄片刺身

This zesty dish sharpens the appetite for the upcoming feast. Made with raw langoustine meat, mangoes, avocados, and a pepper, onion and lemon juice marinade, this carpaccio combines a fruity flavour with the sharp taste of spring onions to complement the smooth seafood base.

這道菜式入口酸酸甜甜，十分開胃。以小龍蝦刺身、芒果和牛油果，配搭由胡椒、洋蔥和檸檬汁調成的醃料，把清新的果香揉合青蔥的辛辣，與嫩滑的海鮮合奏和諧樂章。



Kobe Tataki

神戶生牛肉

Slices of A5 grade Kobe beef are topped with spring onion, shredded celery and walnuts for this appetizer. The pairing of celery and nuts adds an element of crunch, and the beef is served with an oriental marinade. According to Spagoni, this dish is one of the favorites on the Beefbar menu.

A5級神戶牛肉灑上香蔥、芹菜絲和核桃，炮製出這道美味的前菜。芹菜和果仁增添了香脆口感，牛肉佐以滋味的亞洲風味醬汁同吃。據Spagoni所說，這是Beefbar最受歡迎的菜式之一。



Bone in Tenderloin

極品連骨牛柳

The Bone in Tenderloin is a must-try dish in any contemporary steakhouse. Beefbar serves a generous portion that is rich and filling. Cooked to medium, the M5 grade wagyu beef is tender, juicy and thick. Apart from wagyu, the menu boasts a great selection of fillets, striploin and Angus beef for diners to choose from.

連骨牛柳是在任何新式扒房必試的菜式。Beefbar這兒的牛柳份量十足，豐盛又飽肚。五成熟的M5級和牛非常厚身，嫩滑多汁。除了和牛，菜單上還提供菲力牛柳、紐約客和安格斯牛扒等眾多選擇，總有一款合您口味！



從「牛」開始

從牛肉他他到熱騰騰的牛扒，這家位於中環的餐廳絕對不會令「食肉獸」失望

米 芝蓮一星食府Beefbar的裝潢高雅時尚，仿如本港扒房中的一股清泉。

這個「牛肉吧」概念跳出了一般扒房的傳統框框，大廚Andrea Spagoni設計了一系列招牌菜，滿足本地食客的講究口味。餐廳其中一大賣點，就是設有一座白雲石「生食吧台」，為食客即席炮製新鮮生牛肉薄片、他他和檸汁醃魚生等，還有多款餐酒選擇，與這些鮮肉刺身和魚生美饌完美配合。

Veal Tartare 牛仔肉他他

Mashed veal meat is mixed with crunchy almond pieces and topped with a light mustard sauce. The soft texture of the veal contrasts nicely with the nut pieces in this signature dish of Beefbar.



Beefbar這道招牌菜以牛仔肉碎混和香脆的杏仁粒，再澆上清爽的芥末醬。牛仔肉的軟滑口感與果仁粒形成了有趣的對比。



Sea bass ceviche, edamame, tosazu and quail eggs

海鱸魚生配毛豆、土佐醋及鵪鶉蛋

This dish is served in the middle of the tasting menu, and uses fresh raw pieces of sea bass paired with Japanese edamame beans, a tosazu (rice wine vinegar) dressing and topped with a quail egg. The dressing perfectly complements the light taste of the fish and the sweetness of the edamame beans.

這是嘗味菜單中的冷盤前菜，選用新鮮的海鱸魚生伴以日本毛豆和土佐醋（米酒醋）醬汁，再打上鵪鶉蛋。美味的醬汁完美襯托了清淡的魚肉和香甜的毛豆。



Black Angus and foie gras mini burger

黑安格斯鵝肝迷你漢堡

The mini burger presents a stylish pairing of black Angus prime beef fillet and a slice of foie gras, seasoned with a tangy olive and orange sauce and served with a small bowl of fresh rocket salad on the side. Another staple on the menu, this dish is a creative spin-off from the mini burgers found in traditional steakhouses.

這個迷你漢堡口味創新，以黑安格斯特級菲力配搭矜貴鵝肝，伴上濃厚的橄欖香橙醬，旁邊還有一小碗新鮮的火箭菜沙律。這是餐廳的另一主打菜式，以創意重新演繹傳統扒房的迷你漢堡。



Irish Coffee Souffle

愛爾蘭咖啡梳乎厘

To complete the tasting feast, this indulgent dessert pairs a deliciously light soufflé with dark chocolate sauce, served with an Irish coffee and vanilla bean ice cream.

餐後來一客甜品，感覺份外圓滿。這款甜品以輕盈鬆軟的梳乎厘配黑朱古力醬，伴以愛爾蘭咖啡和雲呢拿雪糕，放縱一下也無妨吧！

Beefbar

2/F, Club Lusitano,
16 Ice House Street, Central
中環雪廠街16號Club Lusitano 2樓
(852) 2110 8853



PC Yu, China Committee Chairman, led a business mission to Dongguan from 22 to 23 March. Members visited OPPO Mobile Telecommunications, Tianan Cyber Park and Lianke International Information Industrial Park, among others. Read more about the mission in our cover story.

中國委員會主席余鵬春於3月22至23日率領總商會商務代表團赴東莞考察，期間會員參觀廣東歐珀移動通信有限公司、天安數碼城和聯科產業園等企業。詳情請參閱封面故事。

The Guangzhou Federation of Industry & Commerce hosted a spring dinner in Hong Kong on 22 March. Eric Fok, Vice Chairman of the China Committee, attended the dinner to foster the relationship between the Chamber and the Federation.

中國委員會副主席霍啟山代表總商會出席廣州市工商業聯合會於3月22日在港舉辦的「2018年穗港工商界人士新春聯誼」活動，以促進雙方關係。

Teresa Lam, Vice President, and Lucia Leung, Research Manager, from Fung Business Intelligence briefed members on 23 March about the "Ten Highlights of China's Commercial Sector 2018." They discussed developments including the Central Government's determination to speed up the transformation of the domestic trade and distribution sector.



馮氏集團利豐研究中心副總裁林詩慧和研究經理梁詠璇於3月23日向會員概述《2018年中國商業十大熱點展望》，並討論內地發展趨勢，包括中央政府決心加快國內貿易和流通產業轉型。

The China (Guangdong) Pilot Free Trade Zone - Hengqin New Area of Zhuhai held the inauguration ceremony of its Chief Representative in Hong Kong at a spring dinner on 26 March. China Committee Chairman PC Yu and more than 10 committee members joined the event.

中國委員會主席余鵬春及10多位委員出席中國（廣東）自由貿易試驗區珠海橫琴新區片區於3月26日舉辦的「2018年迎新晚宴暨駐港經貿代表處首席代表委任儀式」。

Luo Lianjin, Consul, Department of Commerce of Guangdong Province, chaired a meeting with Hong Kong business associations in Hong Kong on 27 March to study and exchange opinions on strengthening cooperation between the city and Guangdong. Eric Fok, China Committee Vice Chairman, attended the meeting and shared his views on encouraging Hong Kong's young people to learn more about development in Guangdong.

廣東省商務廳巡視員羅練錦於3月27日主持會議，與香港商業組織一起探討如何加強粵港合作，交換意見。中國委員會副主席霍啟山出席會議，就鼓勵香港年輕人深入了解廣東的發展分享看法。

The Jinjiang District, Chengdu Investment Seminar was held on 28 March. Five China Committee members attended the seminar to learn more about the business environment of Jinjiang.

「2018成都市錦江區投資推介會」於3月28日舉行。中國委員會五位委員出席會議，了解錦江的營商環境。

Chamber Chairman Stephen Ng, CEO Shirley Yuen and a number of the Chamber's committee chairmen attended a spring dinner hosted by the Guangdong Government on 27 March.

總商會主席吳天海、總裁袁莎妮及多位委員會主席參加廣東省於3月27日舉辦的「香港春茗會」。

The Association of Friends of Moutai hosted a spring dinner on 28 March. PC Yu, China Committee Chairman, represented the Chamber at the event.

中國委員會主席余鵬春於3月28日代表總商會出席香港茅台之友協會舉行的「2018新春晚會」。



To discuss the Ganzhou Promotion Seminar to be held in Hong Kong in May, Gao Shiwen, Vice Mayor of Ganzhou, visited the Chamber on 29 March. PC Yu, China Committee Chairman, and a number of China Committee members greeted the delegation and expressed the Chamber's support for the event.

贛州市副市長高世文於3月29日到訪，討論將於5月在港舉行的贛州推介會。中國委員會主席余鵬春及多位中國委員會委員接待代表團，並向他們表示總商會將支持該活動。

Liu Yafei, Director of the Division of Taiwan, Hong Kong and Macao Affairs, Chongqing Commerce Commission, visited the Chamber on 9 April. She introduced the general economic profile of the city, and said that she hoped Hong Kong enterprises would explore more investment opportunities in the Chongqing market. China Committee Chairman PC Yu received the delegation.

重慶市商務委港澳處處處長劉亞菲於4月9日到訪，介紹該市的整體經濟狀況，並表示希望香港企業積極探索重慶市場的投資機遇。代表團由中國委員會主席余鵬春接待。



Zhu Yun, Deputy Director of the Investment Promotion Service Centre, Xiangzhou District, Zhuhai City, called on the Chamber on 10 April. She introduced the investment environment in Xiangzhou, and discussed the upcoming seminar with Wendy Lo, Senior Manager of China Business.

珠海市香洲區投資促進服務中心副主任朱芸於4月10日到訪，介紹香洲的投資環境，並與中國商務高級經理盧慧賢討論即將舉行的研討會事宜。

The Chamber's recently formed Greater Bay Area Working Group held its first meeting on 11 April. PC Yu, Director and General Manager, Yue Hwa Chinese Products Emporium Ltd, was elected as the group's Convenor. The group comprises eight members from different fields, including accounting, banking, logistics, trading, manufacturing and retail. The mission of the group is to assist the Hong Kong business community in seizing the opportunities arising from the GBA initiative.

總商會最近成立粵港澳大灣區工作小組，並於4月11日召開首次會議。裕華國產百貨有限公司董事總經理余鵬春獲選為該小組召集人。小組由八名成員組成，他們來自各行各業，包括會計、銀行、物流、貿易、製造和零售業。小組的宗旨是協助香港商界把握大灣區規劃的機遇。

The China Committee held a meeting on 18 April. Gracie Foo, Director of the Office of the Government of HKSAR in Beijing, briefed committee members on topics including the development of the Xiongan New Area and the integrated development of Beijing, Tianjin and Hebei.

中國委員會於4月18日開會。香港特區政府駐北京辦事處主任傅小慧向委員概述不同議題，包括雄安新區的發展及北京、天津和河北的融合發展。



China Committee Chairman PC Yu attended the 2018 Yunnan-Hong Kong Cooperation and Promotion Seminar and met with Zong Guoying, Deputy Governor of Yunnan Province, on 17 April. The seminar aimed to promote three major industries: clean energy, eco-friendly food and leisure tourism.

中國委員會主席余鵬春於4月17日出席「2018滇港重點領域合作推介會」，並與雲南省常務副省長宗國英會面。推介會旨在推廣三大產業，分別是清潔能源、綠色食品和休閒旅遊。

Chamber Chairman Stephen Ng attended the opening ceremony of the 2018 Inner Mongolia-Hong Kong Economic and Trade Cooperation Week on 18 April. He met with Bu Xiaolin, Chairman of the Inner Mongolia Autonomous Region, and discussed the potential investment and cooperation opportunities between Hong Kong and Inner Mongolia.

總商會主席吳天海於4月18日出席「2018內蒙古・香港經貿合作活動周開幕式暨交流午餐會」，並與內蒙古自治區主席布小林會面，討論香港與內蒙古之間的潛在投資和合作機遇。



To share the latest investment business environment and policies in Zhuhai, Lu Xiaofeng, Deputy Mayor of Zhuhai, Wilson Chan, Associate Director of the MBA programme at City University of Hong Kong, and Jin Tao, Executive Director of Zhuhai Holdings Investment Group, spoke at a Chamber roundtable on 20 April.

珠海市副市長盧曉鳳、香港城市大學工商管理課程協理主任陳鳳翔博士及珠海控股投資集團有限公司執行董事金濤蒞臨本會4月20日的午餐會，分享珠海投資和營商環境的最新發展和政策。

Xiang Weigao, Division Director, Division of Investment Promotion, the Department of Commerce in Hubei Province, and officials from Suizhou City and Huangmei County in Hubei visited the Chamber on 18 April. They introduced the latest developments in the province and invited the Chamber to support their promotion event to be held in Hong Kong in July. PC Yu, China Committee Chairman, received the delegation.

湖北省商務廳投資促進處處長項維高於4月18日聯同湖北隨州市和黃梅縣的官員到訪本會，介紹該省的最新發展，並尋求總商會支持他們將於7月在港舉行的推介會。代表團由中國委員會主席余鵬春接待。

總商會流動程式

The Chamber's Bilingual App

Get regular
China updates
on the
Chamber's app.

Download for free on Apple's App Store and Google Play



Abolition of MPF Offsetting Requires Shared Responsibility 取消強積金對沖須共同承擔責任

Secretary for Labour and Welfare Dr Law Chi-kwong visited the Chamber on 30 April to discuss the proposed abolition of the offsetting mechanism for severance and long-service payments (SP/LSP). The Chamber recognizes the need to review the MPF system and enhance employees' retirement protection. Retirement protection is clearly a matter for employers, employees and Government to address together. The Government's latest proposal on abolishing the MPF offsetting, however, places the responsibility predominantly on employers.

Speaking after meeting with the Secretary, Chamber Chairman Stephen Ng said: "Retirement protection should be a shared responsibility, and employers are willing to bear more, but the Government's latest proposal leaves too many problems unaddressed. The Government said it would contribute \$17.2 billion over 12 years. However, the extra 1% of monthly relevant income of employees that businesses will have to put into a designated saving account for SP/LSP payments over the 12-year period will total some \$67.2 billion."

On top of that, employers will have to cover any shortfall. Chamber CEO Shirley Yuen pointed out the Government admits that the costs are beyond the ability of many SMEs to pay.

"Its own figures also show that in the 20th year after implementation, 21% of employers' accounts will remain insufficient – short a hefty \$306,000 on average," she said. "It also forecasts that after 20 years, only 56% of SMEs with less than 10 employees will have adequate funds in the account."

A more practical option would be for employers to contribute 1% to the designated account, with a ceiling of 15% of annual payroll, which is the same as in the Government's proposal. But when it comes to paying SP/LSP, the Government should bear half of the burden, with the rest coming from the employer's account.

SMEs with insufficient savings in the account could cover the shortfall via a temporary interest-free loan from the Government, which would be automatically repaid with subsequent employer's contributions.

The added advantage of this option, according to the Government's calculations, is that contributions would be finite, because both the Government's and employers' contributions would stop once the account reaches the 15% ceiling. Based on 2017 figures, in 15 years the total Government commitment would be some \$37.5 billion, while employers' contributions to the designated account would total \$84 billion.

"This approach would be also easier to understand, create relief, be easier to implement and remove uncertainty for SMEs as it will not require out-of-pocket expense to cover any shortfall," said Ng. "We are not saying this is a foolproof solution, as we have limited data from the Government, but we believe that it will allow more SMEs to survive the transition."

勞工及福利局局長羅致光博士於4月30日到訪總商會，討論取消遣散費和長期服務金（兩金）對沖機制的建議。總商會認同有需要檢討現行的強積金制度及加強僱員的退休保障。退休保障明顯是僱主、僱員和政府均需合力應對的議題。然而，政府最近提出的取消強積金對沖方案卻把大部分責任加諸僱主身上。

總商會主席吳天海與羅局長會面後表示：

「退休保障應是共同責任，而僱主願意承擔更多，但政府提出的最新方案實在留下太多懸而未決的問題。儘管政府表示會在12年內提供172億元補貼，惟期內企業額外要獨立的儲蓄戶口注入相等於僱員有關月薪1%的供款，作為兩金的開支，總計約高達672億元。」

此外，僱主還要補貼任何戶口結餘不足的問題。總商會總裁袁莎妮指出，政府本身亦承認這些成本超出了許多中小企的承擔能力。

她說：「政府的數字顯示，在方案實施後第20年，預計21%僱主的專項戶口結餘仍不足以支付兩金開支，他們平均要額外付出高達306,000元。」她補充：「當局也預測20年後，只有56%僱員少於十人的中小企在該戶口內有足夠的金額。」

更實際的做法是僱主開設專項戶口，並以僱員每月收入的1%供款，直至帳戶結餘相等於僱員薪酬開支的15%為止，這與政府的建議一致。當僱主需要支付兩金時，政府需承擔一半的開支，餘額則由僱主戶口支付。

如果中小企的戶口結餘不足以支付僱主承擔部分，政府會為僱主提供相等於差額的免息過渡貸款，其後僱主向戶口注入的供款將自動用作償還政府貸款。

這個做法的另一好處是，根據政府的計算方法，政府和僱主的支出將於戶口結餘達到僱員薪酬15%後停止，故此雙方所負擔的責任並非「一生一世」。以2017年的數字粗略估算，15年內政府的總承擔金額約為375億元，而僱主向專項戶口的供款將會高達840億元。

吳天海說：「這個模式更簡單易明，既提供紓緩作用，亦移除中小企業現金流的不確定性，避免他們需要自掏腰包以補足兩金差額。」他續稱：「由於我們掌握的政府數據有限，故此不是說這個方案萬無一失，但相信可以幫助更多中小企過渡。」

Asia & Africa Committee 亞洲及非洲委員會



Strengthening Ties with the Philippines 加強與菲律賓聯繫

Rowel Barba, Undersecretary for the Competitiveness and Ease of Doing Business Group at the Department of Trade and Industry in the Philippines, visited the Chamber on 11 April. He and other members of the delegation were received by Chamber CEO Shirley Yuen, Chairman of the Asia & Africa Committee Behzad Mirzaei, Chairman of the China Committee PC Yu and members.

Barba introduced the work of the Group in boosting the country's competitiveness, accelerating infrastructure development and facilitating e-commerce for businesses. He also expressed the Philippines' desire to build stronger business ties with Hong Kong and Mainland China in light of the ASEAN-Hong Kong Free Trade Agreement, signed in November last year. He encouraged Hong Kong companies to import Philippine products and to outsource customer services to the country's booming call centre industry.

菲律賓貿易和工業部競爭力和便利營商小組副部長Rowel Barba於4月11日率領代表團到訪總商會，由本會總裁袁莎妮、亞洲及非洲委員會主席苗澤文、中國委員會主席余鵬春及多名委員接待。

Barba講解該小組在加強菲國競爭力、加快基建發展和促進電子商貿方面的工作。他表示，鑒於東盟與香港於去年11月簽訂自由貿易協定，菲律賓希望與香港和中國內地建立更緊密的商業聯繫。他亦鼓勵香港企業進口菲國產品，並把顧客服務外判予當地發展蓬勃的電話客戶服務中心業。

Robert Agnew, Chairman, European Chamber of Commerce in Hong Kong, called on the Chamber on 27 March, where he was welcomed by Chamber CEO Shirley Yuen and Director for PR & Programs Malcolm Ainsworth.

Agnew had recently taken up the Chairmanship of EuroCham and was looking for ways to collaborate with HKGCC to improve local businesses' understanding and knowledge of European markets, businesses and opportunities. The two sides agreed to explore possible areas of cooperation in the coming year.



香港歐洲商務協會主席羅伯特·阿格努於3月27日到訪總商會，由總商會總裁袁莎妮和公共關係及項目總監麥爾康接待。阿格努最近獲委任該協會主席一職，正尋求與總商會合作的機會，以增加本地企業對歐洲市場、企業和商機的了解和認識。雙方同意探索來年的潛在合作領域。

Americas Committee 美洲委員會

Jim Cunningham, Senior Commercial Officer, U.S. Consulate General Hong Kong & Macao, discussed with the Chamber's Director for PR & Programs Malcolm Ainsworth on 10 April about collaborating with HKGCC to co-organize a Smart City Forum on 1 June. The two sides agreed to focus on what sectors and solutions Hong Kong could use to roll out its smart cities aspirations. Members can register for the forum on the Chamber's app or website.

美國駐港澳總領事館商務參贊Jim Cunningham於4月10日與總商會公共關係及項目總監麥爾康討論與總商會於6月1日合辦「智慧城市論壇」的事宜。雙方同意集中討論香港可利用的領域和方案，以實踐其智慧城市的抱負。會員可透過總商會應用程式或網站報名。

Julie-Anne Nichols, Commissioner, Hong Kong and Macao, Queensland Government, Trade & Investment Queensland, met with the Chamber's Director for PR & Programs Malcolm Ainsworth on 26 March to discuss an upcoming delegation from Queensland that will visit Hong Kong in May to explore collaborating with Hong Kong businesses in the real estate, infrastructure, tourism and healthcare sectors.

澳洲昆士蘭貿易投資局專員（香港及澳門）Julie-Anne Nichols於3月26日與總商會公共關係及項目總監麥爾康會面，討論將於5月訪港的昆士蘭代表團事宜，以探索與香港企業在房地產、基建、旅遊和醫療保健領域的合作機會。

Pakistan's Consul General in Hong Kong Abdul Qadir Memon told members at the Chamber's Belt and Road Series roundtable luncheon on 26 March that many Hong Kong contractors had the qualities and resources to pursue infrastructure and finance opportunities along the Belt and Road, especially Pakistan, which Mainland China has ranked as its most promising investment destination. Horace Hui, CEO of Karachi International Container Terminal, also speaking at the roundtable, told members that Pakistan was transforming into a more stable environment for investment.

巴基斯坦駐港總領事卡迪爾·梅蒙於總商會3月26日舉行的「一帶一路」系列午餐會上表示，許多香港承包商都有條件和資源在

「一帶一路」沿線尋求基建和融

資機會，尤其是巴基斯坦這

個被中國視為最有潛力的投

資目的地。和記港口卡拉奇

國際貨櫃碼頭首席執行官許

建基亦向會員表示，

巴基斯坦的投資

環境漸趨穩定。



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



On 26 March, more than 30 members visited ASTRI's Smart City Innovation Centre to learn about developments in areas including blockchain, chatbot and big data analytics. The Centre serves as a platform for R&D professionals, technology companies, start-ups and public service providers to help Hong Kong gear up for a new era of economic and technological transformation.

逾30名會員於3月26日到訪香港應用科技研究院的智慧城市創新中心，了解區塊鏈、聊天機器人和大數據分析等領域的發展。該中心為研發專才、科技公司、初創企業和公共服務供應商提供平台，協助香港做好準備，邁向經濟科技轉型的新時代。

Freeman Ng, Principal Consultant of iSystems Security, spoke on cybersecurity issues affecting fintech, blockchain and cryptocurrencies at a Committee meeting on 27 March.

資訊系統保安有限公司首席顧問吳樹偉出席委員會3月27日的會議，講解影響金融科技、區塊鏈和加密貨幣的網絡安全問題。



Committee Chairmen 委員會主席



Americas Committee

美洲委員會

Mr Thomas Wa Sun Wong

黃華榮先生



Asia & Africa Committee

亞洲/非洲委員會

Mr Behzad Mirzaei

苗澤文先生



China Committee

中國委員會

Mr P C Yu

余鵬春先生



HKCSI – Executive Committee

香港服務業聯盟 — 執行委員會

Dr Mark C Michelson

麥高誠博士



Digital, Information & Telecommunications Committee

數碼、資訊及電訊委員會

Dr Eric Chin

錢樹楷博士



Economic Policy Committee

經濟政策委員會

Mr Peter Churchouse

卓百德先生



Environment & Sustainability Committee

環境及可持續發展委員會

Dr Jeanne Chi Yun Ng

吳芷茵博士



Europe Committee

歐洲委員會

Mr Stephen Weatherseed

韋大象先生



Financial & Treasury Services Committee

金融及財資服務委員會

Mr George S K Leung

梁兆基先生



Industry & Technology Committee

工業及科技委員會

Mr Emil Chen On Yu

于健安先生

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



In partnership with the HKSAR Government, Cyberport and other business associations, the Chamber co-organized the Internet Economy Summit on 12-13 April at the Hong Kong Convention and Exhibition Centre. The event attracted more than 1,000 local and overseas participants.

總商會聯同香港特區政府、數碼港及其他商業機構於4月12至13日假香港會議展覽中心合辦「互聯網經濟峰會」，吸引超過1,000名本地和海外參加者出席。

Europe Committee 歐洲委員會

Cynthia Chin, General Manager of Hong Kong Export Credit Insurance Corporation (HKECIC), joined the Europe Committee meeting on 26 April to introduce HKECIC and its services to members. HKECIC was established in 1966 to support the export trade by providing Hong Kong exporters with insurance protection against non-payment risks arising from commercial and political events.



香港出口信用保險局（信保局）總經理錢秀瑛出席4月26日的歐洲委員會會議，向委員介紹信保局及其服務。信保局於1966年成立，透過提供出口信用保險服務，保障出口商因商業和政治事故而未能收回款項的風險，從而支持香港出口貿易。

Stephen Weatherseed, Chairman of the Europe Committee, and Eberhard Brodhage, Vice Chairman of the Europe Committee, and other committee members, met on 29 March and 18 April to discuss the itinerary and plan visits to local companies during the Chamber's upcoming business mission to Austria and the Czech Republic.

歐洲委員會主席韋大象、副主席包凱歌與多位委員於3月29日及4月18日開會，就總商會即將舉行的奧地利及捷克共和國商務考察團，討論行程和計劃訪問當地企業。

Jasmine Kwong, Secretary of the Europe Committee, met with the Lufthansa Group on 17 April to discuss potential collaboration opportunities for the Europe Committee's activities.

歐洲委員會秘書鄭敏慧於4月17日與漢莎航空會面，討論與歐洲委員會的潛在合作機遇。

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

A submission on the consultation on a Proposed New Listing Regime for Emerging and Innovative Companies was made to the Hong Kong Exchanges and Clearing Limited on 23 March. In its response, the Chamber welcomed the proposal to broaden capital market access in Hong Kong and to enhance the competitiveness of its listing regime by allowing the listing of companies with weighted voting rights.

總商會於3月23日就《新興及創新產業公司上市制度諮詢文件》向香港交易及結算有限公司提交建議書。總商會歡迎有關建議，以拓寬香港資本市場准入渠道，並容許同股不同權架構的公司上市，從而提高上市制度的競爭力。

At the Financial & Treasury Services Committee meeting on 19 March, PC Chan, Chief Operating Officer at the Hong Kong Quality Assurance Agency, briefed members on third-party conformity assessments for green finance issuers under the new Green Finance Certification Scheme.

香港品質保證局營運總監陳沛昌於金融及財資服務委員會3月19日的會議上，向委員概述全新的「綠色金融認證計劃」，為綠色金融發行者提供第三方認證服務。



Committee Chairmen 委員會主席

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

Albert Wong, Chairman of the Chamber's Manpower Committee and Group Head – Labour & Community Affairs of Cathay Pacific Airways, briefed members on sustainable manpower retention and solutions to address labour shortage, as well as other relevant manpower issues at a committee meeting on 26 March.

總商會人力委員會主席兼國泰航空公司集團人力及社會事務總監王舜義於委員會3月26日的會議上，向委員簡介人才保留的可持續性、應對勞工短缺的方案，以及其他相關的人力議題。

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

At the HKCSI-Executive Committee meeting on 13 April, Wenda Ma, Assistant Principal Economist (Asian and Emerging Markets), Hong Kong Trade Development Council, briefed members on the latest trends in e-commerce in Hong Kong and related developments in the technology sector including blockchain and technology financing.



香港貿發局亞洲及新興市場助理首席經濟師馬穎德出席香港服務業聯盟—執行委員會4月13日的會議，向委員概述香港電子商貿的最新趨勢及科技界的相關發展，包括區塊鏈和科技融資。

Nicholas Talbot, CEO, International Valuation Standards Council, visited the Chamber on 19 April, where he was welcomed by Nicholas Brooke, General Committee member; Mark Michelson, Chairman, HKCSI-Executive Committee; and Peter Churchouse, Chairman, Economic Policy Committee. Talbot discussed with participants the global trends in business valuations and suggested ways of improving quality in the valuation profession in Hong Kong by reference to the widely accepted international standards.

國際評價準則委員會行政總裁Nicholas Talbot於4月19日到訪總商會，由總商會理事蒲祿祺、香港服務業聯盟—執行委員會主席麥高誠及經濟政策委員會主席卓百德接待。Talbot與眾人討論業務估值的全球趨勢，並提出如何參照廣泛認可的國際準則，以改善香港估價業的質素。



Legal Committee 法律委員會



Ms Fiona Loughrey
羅嘉莉女士

Manpower Committee 人力委員會



Mr Albert Wong
王舜義先生

Membership Committee 會員關係委員會



Dr Aron H Harilela
夏雅朗博士

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



Mr Douglas Woo
吳宗權先生

Retail & Tourism Committee 零售及旅遊委員會



Mr Frank Lee
李敬天先生

Shipping & Transport Committee 船務及運輸委員會



Mr John Anthony Miller
苗學禮先生

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



Mr Roy Ng
伍俊達先生

Taxation Committee 稅務委員會



Ms Grace Tang
鄧卓敏女士

Taiwan Interest Group 台灣小組



Mr Stanley Hui
許漢忠先生

Women Executives Club 卓妍社



Ms Jennifer Chan
陳佩君女士

Young Executives Club 卓青社



Mr Eric Fok
霍啟山先生

Industry & Technology Committee 工業及科技委員會



Twenty members visited the "Climate Change and My Smart City" Experience Centre at the Construction Industry Council's Zero Carbon Building in Kowloon Bay on 21 March. Through the Centre's interactive displays, participants gained a better understanding about the benefits that smart technology can bring in protecting the environment and promoting economic development. The Centre uses the latest technology including Virtual Reality and various games to entertain and educate the public on the benefits of smart city development.

20名會員於3月21日到訪位於九龍灣建造業議會零碳天地的「氣候變化與智慧城市」體驗館。通過體驗館的互動展示，參加者更深入了解智能科技在保護環境和促進經濟發展方面的效益。體驗館利用虛擬實境等最新技術和各種遊戲，讓公眾寓教育於娛樂，認識智慧城市發展的好處。

Manpower Committee 人力委員會



The Chamber organized a visit to the CLP Power Academy on 13 April to learn about the training facilities for professionals. More skilled staff are needed in the sector to meet the growing demand from infrastructure projects currently under construction and in the pipeline.

總商會於4月13日率團考察中電學院，了解專業人士的培訓設施。業界需要更多技術員工，以滿足現正施工和即將開展的基建項目與日俱增的需求。

At the Manpower Committee meeting held on 28 March, Hsieh Chih-Wei, Assistant Professor, Department of Public Policy at the City University of Hong Kong, shared with members the latest trends in workplace diversity and how it affects corporate performance.

香港城市大學公共政策學系助理教授謝智偉於人力委員會3月28日的會議上，向委員介紹工作場所多元化的最新趨勢及其對企業績效的影響。

Legal Committee 法律委員會

Professor CK Low of the Chinese University of Hong Kong spoke at a Chamber luncheon on 9 April on the notion of introducing a Business Judgment Rule to Hong Kong, akin to those in Australia and the United States. Such a rule would provide more protection to company directors.

香港中文大學劉強教授出席總商會4月9日的午餐會，講解在香港引入近似澳洲和美國的商業判斷規則之主張，為公司董事提供更大的保障。



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

Belinda Wong, Assistant Director-General (Industries Support) of the Trade and Industry Department, shared with members the proposed enhancement measures for SME funding schemes under the department and the application procedures for these new programmes at a seminar on 20 April.



工業貿易署助理署長（工商業支援部）王婉蓉出席4月20日的簡介會，與會員分享該署擬議的中小企業資助計劃優化措施，以及這些新計劃的申請程序。

Taiwan Interest Group 台灣小組

At a roundtable on 24 April, Hsieh Dar-Jen, Founder and CEO of ACRO Biomedical, discussed the latest developments in tissue engineering and regenerative medicine as well as his insights into the development of the biotechnology sector in Hong Kong.

亞果生醫股份有限公司創辦人兼執行長謝達仁於4月24日的午餐會上，討論組織工程學和再生醫學的最新發展，以及他對香港生物科技產業發展的見解。



Shipping & Transport Committee

船務及運輸委員會

At a Committee meeting held on 11 April, Jeanne Ng, Chairman of the Chamber's Environment and Sustainability Committee, briefed members on transportation and sustainability issues relating to the shipping, transport and logistics industries. She also spoke on the CLP-led Hong Kong Offshore Liquefied Natural Gas Terminal project, which is expected to receive approval later this year following an environmental study.

總商會環境及可持續發展委員會主席吳芷茵於委員會4月11日的會議上，向委員概述與航運、運輸和物流業相關的運輸和可持續發展議題。她亦提及中電牽頭的「香港海上液化天然氣接收站」項目，預計項目將於下半年進行環境研究後獲通過。

Joint Business Community Luncheon with the Honourable Paul MP Chan

商界聯席午餐會：財政司司長陳茂波

The Chamber organized the Joint Business Community Luncheon with the Financial Secretary Paul Chan on 28 March. It was a full house with students invited by the Chamber as well as members of Hong Kong's business community attending. *Read more on page 66.*

財政司司長陳茂波蒞臨總商會3月28日舉行的「商界聯席午餐會」。商界會員和獲邀出席的多位學生擠滿會場。詳情請參閱第66頁。



Retail & Tourism Committee 零售及旅遊委員會



The Committee and Cunard Line jointly organized an exclusive visit for members on 30 March to the Queen Mary 2. A group of 45 members participated in this Easter visit.

委員會與皇后郵輪於3月30日合辦瑪麗皇后II號獨家參觀活動。45位會員參加這個復活節考察活動。



Three Taiwan Legislators – Johnny Chiang, Hsu Shu-hua and Yang Cheng-wu – visited the Chamber to exchange views on fostering business relationships and the exchange of young professionals between Hong Kong and Taiwan. PC Yu, General Committee Member, and a number of members joined the meeting.

三位台灣立法委員包括江啟臣、許淑華及楊鎮浚到訪本會，就促進港台兩地的商業關係和年輕專業人士的交流互換意見。總商會理事余鵬春及多位會員出席會議。

Women Executives Club 卓妍社



WEC leaders met with representatives of the Taipei Economic and Cultural Office and China Airlines on 21 March to discuss a planned WEC trip to Taipei in September this year to explore the city's unique culture and to engage with businesswomen in the city.

卓妍社領導於3月21日與台北經濟文化辦事處和中華航空的代表會面，討論計劃於今年9月舉行的卓妍社台灣考察之旅，以探討該市的獨特文化，並與當地的女企業家互動交流。



WEC Vice Chairmen Carol Wing and Lydia Tsui represented WEC at a dinner hosted by Qiu Hung, Deputy Minister for the Liaison Office of the Central Government in the HKSAR, on 27 March.

卓妍社副主席榮明珠和徐影慈於3月27日代表卓妍社出席由中央政府駐香港特區聯絡辦公室副主任仇鴻主持的晚宴。

Sia Partners香港項目總監盧勁勤和高級經理徐煒益出席3月23日的研討會，全場座無虛席。會上，他們重點討論指定非金融人士應如何應對《2017年打擊洗錢及恐怖分子資金籌集（金融機構）（修訂）條例草案》新的監管要求。房地產經紀、律師和公司服務供應商的主要嘉賓講者也分享了他們對管理這一監管變化的經驗。



Talent Development 人才發展

Vikas Malik, Vice President, Operations, for India and the Middle East at Atradius Collections, spoke at a seminar on 9 April to provide an economic update on the Indian and Middle East markets, including adverse factors for exporters as well as tips on handling debt collections. He also gave some useful advice and examples on dealing with account receivables.

安卓賬務管理印度及中東區營運主管Vikas Malik於4月9日的研討會上，介紹印度和中東市場的經濟動向，包括出口商的不利因素以及處理債務的貼士。他還就處理應收賬款提供一些有用的建議和例子。



Helina Lo, Project Director, and Raymond Tsui, Senior Manager from Sia Partners Hong Kong, spoke at a full house seminar on 23 March, highlighting how Designated Non-Financial Businesses and Professions (DNFBPs) should manage compliance with the new requirements of the Anti-Money Laundering and Counter-Terrorist Financing (Financial Institutions) (Amendment) Bill 2017. A panel of key stakeholders – a real estate agent, a solicitor and a company service provider – also shared their experience in managing this regulatory change.

William Brown, Senior Consultant of the Chamber, spoke at a seminar on 28 March on competition law. He gave an overview of the law and provided some practical tips on how businesses can avoid trouble under this law, such as being mindful of what they say to competitors and to the media. Businesses should also consider what they say in any published material, even including internal communications.



總商會高級顧問William Brown出席3月28日的競爭法研討會，概述競爭法並就企業可如何在該法下避免麻煩提供一些實用的技巧，例如注意對競爭對手和媒體的言語。企業也應斟酌在任何已出版材料的言論，甚至包括內部溝通。

Others 其他

Bonnie Cheung, Venture Partner at 500 Startups, shed some light on the latest global trends in venture capital funding at a roundtable luncheon on 23 April. She discussed the differences between alternative funding sources, what venture capitalists look for, and the ways corporations can work with start-ups for their mutual benefit.

500 Startups合夥人章浩初出席4月23日的午餐會，介紹最新的全球創業投資基金趨勢，並討論其他資金來源的差異、吸引創投資本的條件，以及企業可如何與初創企業合作達致互惠互利。



Young Executives Club 卓青社



The YEC Tennis Team won the 1st Runner-up price at the HKTA 26th Dr Henry Fok Corporate Patron League 2018 on 20-22 April at the Victoria Park Tennis Stadium.

卓青社網球隊於4月20至22日參加香港網球總會「第26屆霍英東盃網球團體邀請賽2018」，並贏得亞軍，賽事假維多利亞公園網球場舉行。

Dr Joyce Samoutou-Wong, recipient of the Women of Hope Award in 2017, spoke at a YEC x WEC Network and Learn event on 18 April. Dr Samoutou-Wong and her husband Henri Samoutou set up the New Sight eye clinic in a remote region of Congo, Africa.

Read more on page 72.

2017「Women of Hope」得主宋黃凱欣醫生出席4月18日卓青社及卓妍社合辦的「Network & Learn」活動。她和丈夫宋安理在非洲剛果偏遠地區創立「目養計劃」眼科診所。詳情請參閱第72頁。



The YEC Football Team organized two practice sessions in April. The Head Coach of the Ronaldo Football Academy Hong Kong held a training session for the team at the Aberdeen Sports Ground on 13 April. On 16 April, the team played several matches against other local associations at the Southorn Playground in Wan Chai.



卓青社足球隊於4月舉行了兩場訓練活動。香港朗拿度足球學院的主教練於4月13日假香港仔運動場舉行了一場球隊訓練。4月16日，球隊與其他本地組織假灣仔修頓運動場進行多場比賽。



Hong Kong General Chamber of Commerce
香港總商會 1861

專業商貿文件簽發及 認證服務

兩個最大 The Largest in Town

七個簽證辦事處

Network of Seven Branches

全面的網上申請簽證平台

Comprehensive Online Application Platform

產地來源證

全港最多簽發量

Certificates of Origin

Issuing the most COs
in Hong Kong

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

金鐘 • 尖沙咀 • 旺角 • 荔枝角 • 觀塘 • 荃灣 • 火炭
Admiralty • Tsim Sha Tsui • Mongkok • Lai Chi Kok • Kwun Tong • Tsuen Wan • Fo Tan

Professional Trade Certification & Facilitation Services

商事證明

提高商貿文件的認受性

Certification of Documents

The key to document credibility & legitimacy

暫准進口證

免關稅臨時進口至76個國家

ATA Carnet

Duty free & tax free
for temporary imports to
76 countries

廣東省自駕遊

駕駛你的私家車
前往廣東經商或旅遊

Self-drive to Guangdong Province

Drive your private car
across the border for
business or recreation

更多服務

紙張轉換電子進出口報
關、道路貨品資料申報等

Many Others

Paper-to-electronic
trade declarations,
ROCARS, etc.

三個唯一

獨家簽發暫准進口證
唯一網上驗證服務
一站式專業代辦領事認證

The Only Services Provider In Town

Sole Guaranteeing & Issuing Body for Carnets
The Only Online Authentication Service
Unique One-stop-shop Consulate Endorsement Facilitation Services



網址 Website: cert.chamber.org.hk

熱線 Enquiry: (852) 2395 5515

電郵 Email: cert@chamber.org.hk





Investing in Hong Kong's Future 投資香港未來

Financial Secretary shares the guiding principles underpinning his Budget with business community

財政司司長與商界分享
其《財政預算案》背後理念

More than 600 Hong Kong businesspeople attended the Chamber's Joint Business Community Luncheon on 28 March to hear Financial Secretary Paul Chan give an exclusive insight into his recent Budget.

He explained that the Budget was focused on three themes: diversifying the economy; investing for the future, and being caring and sharing.

"This year, 2018, the economy is expected to grow between 3% and 4% in real terms," he said. "Last year, the growth was impressive, about 3.8%, and the growth momentum is carrying on into this year."

Despite the city's robust economy, the Financial Secretary said we must

take stock of outside events. "Anything happening outside in the world will unavoidably affect us."

He pointed to three main trends that will affect Hong Kong: "The first mega trend is the unstoppable wave of innovation and technology, which not just changes business models but also affects the lives of many."

The second trend is the shift from the West to the East, he said, noting that in the past decade, developing Asia has accounted for about two-thirds of global economic growth.

"And the third trend we observe is that protectionism is on the rise," Chan said, pointing to the trade tensions between the United States and Mainland China.

But in terms of opportunities for the city, he said, “first and foremost is the development of China and the opportunities that will bring for Hong Kong.”

Under the 13th Five-Year Plan, which runs until 2020, the Central Government has pledged to support Hong Kong not just as a premier financial, trading and shipping centre, but also to develop innovation and technology.

“Two other major initiatives, the Belt and Road and the Guangdong-Hong Kong-Macao Bay Area, also present unprecedented opportunities for Hong Kong,” he added.

On the downside, the Financial Secretary admitted that land supply and manpower shortages were two key constraints, and that maintaining consensus among the community in Hong Kong was another challenge.

Enabling Innovation

Chan then moved on to the role of the HKSAR Government.

“The way we see it is that the Government is not just a public services provider, not just a regulator, but in the context of economic development we need to play the role of facilitator and promoter.”

This is why it has set aside over \$50 billion to support the innovation and technology sectors.

“Even in sectors where we are perceived to have a competitive advantage, for example financial services, there are areas where we can do better,” he added. “That’s why I set aside \$500 million to sustain growth and to help us develop areas in financial services that are not yet at an advanced stage, for example the bond market.”

Chan said that the Government would not hesitate to allocate resources to areas that are perceived to have potential. “This also includes tax policies, and the Government is contemplating draft amendment bills





超過600名香港商界人士出席總商會3月28日的「商界聯席午餐會」，細聽財政司司長陳茂波闡釋其最新一份《財政預算案》。

他解釋《財政預算案》聚焦三大主題：經濟多元化、投資未來，以及關愛與分享。

他說：「預料2018年的實質經濟增長介乎3%至4%。自去年錄得約3.8%的驕人增幅以來，增長勢頭一直延續至今年。」

儘管本港經濟穩健，惟財政司司長表示我們必須留意外圍發展。「外面世界發生的任何事件，都難免會影響我們。」

他指出三個影響香港的主要趨勢：「第一大趨勢是銳不可當的創新科技浪潮，除了改變營商模式，還影響了許多人的生活。」

第二個趨勢是全球經濟重心西向東移。他說過去十年，發展中亞洲佔全球經濟增長比例約達三分二。

陳司長續道：「我們觀察到的第三個

趨勢，是保護主義升溫。」這可見於美國與中國內地的貿易關係緊張。

但就香港的機遇而言，他認為：「首要是中國的發展，以及其為香港帶來的機遇。」

在「十三五」規劃（至2020年止）下，中央政府承諾支持香港作為主要的金融、貿易和航運中心之餘，還鼓勵發展創新科技。

他補充：「另外兩大倡議——『一帶一路』和粵港澳大灣區，亦為香港創造前所未有的機遇。」

負面因素方面，財政司司長坦承土地供應和人力短缺是兩個主要限制，而維持社會共識亦是另一挑戰。

促進創新

陳茂波繼而談論香港特區政府的角色。

「在我們看來，政府不僅是公共服務供應者、規管者，也在經濟發展方面擔當促成者和推動者的角色。」

這正好解釋當局撥款500億元支持創新科技業的發展。

他補充：「即使在我們被視為具有競爭優勢的行業，如金融服務業，總有空間我們可做得更好。」他又說：「因此，我預留了5億元推動發展，並協助開發有待完善的金融服務領域，如債券市場。」

陳茂波又稱，政府會毫不猶豫把資源分配予具潛力的範疇。「這亦包括稅務政策，而當局正仔細考慮草擬修訂條例草案，以容許研發支出超級扣減。」

他強調，在500億元的創新科技撥款

to enable us to allow super deduction for R&D expenditure.”

He highlighted that, out of the \$50 billion for innovation and technology, \$10 billion is intended to develop two research clusters, in healthcare and artificial intelligence. This will help attract overseas and Mainland research institutions, universities and technology companies to come to Hong Kong, and to bring along their talent.

“The core competitive factor to ensure the success of innovation and technology is human capital,” he said.

Public Spending

Moving on to the topic of public expenditure, Chan said that the Government had removed the previous cap of 20% of GDP.

“For the coming five years, this percentage will be about 21%. That will give us about \$24 billion additional resources to use in terms of recurrent and capital expenditure. That is quite something.”

This is a “prudent move” due to Hong Kong’s fiscal reserves, he said. The extra funds will be invested in areas such as healthcare, including

hospital development and training medical professionals.

Chan concluded his address by making the point that the government was increasing expenditure and not sitting on its huge reserves.

“We will make good use of that money to invest, no matter if it is in healthcare or education, or to invest to foster the development of our economy.”

The Financial Secretary also tackled a number of questions from the audience, including on the topic of outdated regulation. He said that

中，有100億元將用於建設醫療和人工智能科技創新平台。這將有助吸引海外和內地研究所、大學和科技公司帶同相關人才來港。

他說：「要確保創新科技取得成功，核心競爭因素是人力資本。」

公共開支

談到公共開支，陳司長說政府已取消公共開支不能超過本地生產總值兩成的限制。

他續稱：「未來五年，這個百分比約為21%，相當於大概240億元的額外可用資源，作為經常和資本支出。這個數目十分可觀。」

他又說，由於本港擁有龐大的財政儲備，政府遂邁出這「審慎的一步」。額外資金將被投放於醫療等領域，包括發展醫院和培訓專業醫護人員。

陳茂波總結時申明一點，就是政府已增加開支，而非只守住巨額儲備。

「我們會善用該筆款項進行投資，無論是醫療或教育範疇，還是用於促進經濟發展。」

財政司司長亦回應了與會者的多個提問，包括取締過時法規的議題。他表示，行政長官在去年的《施政報告》中建議設立的政策統籌辦事處已經成立，並已於4月1日投入運作。

陳茂波說：「這個辦事處專門與不同政策局和公營部門合作檢討法例，透過檢視哪些程序可被簡化、哪些法例需要修訂，令法例變得更合時宜、更有利於發展新經濟。」

the policy coordination office proposed by the Chief Executive in her Policy Address last year had been set up and would be operational from 1 April.

“This particular office is in charge of working with the different bureaux and departments to review our legislation,” Chan said. “It will see what can be simplified in terms of process, and what legislation needs to be amended, in order to make it more up-to-date and more conducive to the new economy.”



Students' Views

The Chamber regularly invites students from high schools and universities to its major events so they can get an insight into the business world. Below are some of their impressions of the event and of the Financial Secretary's plans for Hong Kong.

“Such a valuable experience for us to gain experience and broaden our horizons. It also provided us with an authentic experience of interacting with Government officials.”

“I have consolidated my understanding of the fiscal report after listening to Mr Paul Chan point out the highlights of the Budget. I also learnt more about the concerns and opinions from different business sectors.”

“The Government mentioned it will focus on innovation and technology. I would like to hear more practical and concrete policies regarding the IT and business sectors.”

“I am a student from the Mainland. From this activity, I have a new and further understanding of Hong Kong's economy and the latest Budget.”

學生評價

總商會定期邀請中學生和大學生出席其舉辦的大型活動，讓他們認識商業世界。以下是他們對是次活動和財政司司長就制訂香港發展大計之見解。

「這是一次很寶貴的體驗，讓我們吸取經驗，擴闊視野。是次活動亦為我們提供難得的機會，與政府官員互動交流。」

「聽畢陳茂波先生闡釋《財政預算案》的重點，加深了我對其財政報告的認識。我亦進一步了解到不同行業的關注和意見。」

「政府談及會集中發展創新科技。我希望了解更多有關資訊科技界和商界的具體政策。」

「我來自內地。透過這次活動，我對香港經濟和最新一份《財政預算案》有更深入的理解和新的理解。」



A Warm Welcome

Almost 80 members gathered at the Chamber New Members Welcoming Reception on 26 March to enjoy an evening of networking and to learn more about the benefits of membership. Chamber CEO Shirley Yuen extended the warmest welcome to the attending new members, who represented a wide range of business backgrounds and industries in Hong Kong. She presented an introduction to the Chamber and some of the many services that members and their colleagues can enjoy. Led by General Committee member Jennifer Chan, over 10 committee leaders also attended the event to mingle with the new members over canapes and wine. 🌸





熱烈 歡迎新會員

近 80位會員於總商會3月26日舉行的「會員迎新酒會」上聚首一堂，一同聯誼交流，了解會員享有的優惠。總商會總裁袁莎妮熱烈歡迎各行各業的新會員加入，並介紹總商會的工作，以及會員及其員工享有的眾多服務。本會理事會理事陳佩君聯同10多名委員會領導出席當晚活動，與新會員一邊品嚐醇酒美食，一邊暢談交流。✿





Banishing Blindness in Congo

讓剛果失明人士重見光明

Hong Kong doctor gives up her life of comfort to help impoverished people with eye problems

香港醫生放棄安穩的生活，致力協助患有眼疾的貧窮人口

The story of how a self-confessed “spoilt brat” from Hong Kong ended up dedicating her life to saving the eyesight of people in a remote corner of Africa captivated members at a WEC-YEC Network and Learn event on 18 April.

Dr Joyce Samoutou-Wong and her husband Henri Samotou, a nurse specialising in eye treatment, set up the New Sight clinic in Impfondo, a small town in Congo’s northeastern jungle, where they settled with their three children. The couple are currently in Hong Kong fundraising to establish a new eye hospital in the country.

Samoutou-Wong studied medicine in Edinburgh, then went to a missionary hospital in Gabon for what was intended to be a short trip to Africa. An only child, her plan was to return to Hong Kong to live, work and find a nice Chinese boy to marry, she said.

She confessed that she did not enjoy this introduction to Africa.

She described the missionary doctors from the United States that she met when she arrived.

“They were superheroes doing super feats in the middle of nowhere. But I was miserable,” she said. “I was a spoilt brat from Hong Kong. I like lists; I like people being on time. I like a nice room and air conditioning. And I want everything fast.”

But despite all this, she made the decision – aided by meeting her now husband – that she would return to Africa. “I’m passionate about helping people see,” she said. “Because when people can see, their lives change.”

After a spell in the U.K., the couple returned to Gabon where they developed a non-profit eye centre that is now self-running. They then decided to go to the Republic of Congo.

Why Congo? “The reason is very simple. Until I went there, there had never been any non-profit eye care. So eye care is something that is inaccessible to most of the population.”

Samoutou-Wong explained that 80% of blindness and visual impair-

ment is avoidable. So providing eye-care services is a cost-effective way to help the whole community, as people can return to work or school. They also train nurses to carry out treatment and surgeries. “Empowering the local community is at the heart of everything we do,” she said.

According to the United Nations’ definition, 54% of Congolese people live in absolute poverty. Samoutou-Wong gave some stark examples of what this means in practice. At the markets in Impfondo, salt is sold by the teaspoon and pasta by the handful, because the local people cannot afford any more.

Another example was when they treated a village that had conjunctivitis. She was reciting the standard advice on avoiding the spread of this contagious disease – don’t share towels, wash your hands often – when suddenly she realised that these people have no soap or towels, or even clean water.

Life in Congo also means contending with snakes, spiders and



disease outbreaks. The family made the difficult decision to stay during an Ebola outbreak nearby.

"We realised afterwards that the community trusted us more because we stayed. One of the things that make us different is we are here for the long term."

But she denied that she is brave and said she worries about her children. "I'm a tiger mum in the jungle," she said. They are home-schooled, but their experience gives them depth beyond academic comprehension. For example: "They know that they need to do science so the generator works."

New Sight has chosen Ouessou for its new eye hospital. This town is relatively well connected, so they will be able to treat more people, and it will be easier to attract medical professionals.

The most emotional moment during the talk for Samoutou-Wong came when the event host, Chamber CEO Shirley Yuen, asked what her parents thought of her decision. Through tears, she said that her parents had made the biggest sacrifice of all – as had her husband's parents while they were still alive.

But it is hard to imagine any daughter giving her parents more reason to be proud than Samoutou-Wong, whose selfless actions and passion to serve are having such a tremendous impact on a community in need. 🌸

For more information, see www.newsightcongo.com

在卓妍社與卓青社於4月18日合辦的「Network and Learn」活動上，一名來自香港、自認「嬌生慣養的女孩」最後奉獻自己的一切，全力救助非洲偏遠角落的視障人士的故事，深深打動一眾會員。

宋黃凱欣醫生及其眼科護士丈夫宋安理於剛果東北部熱帶雨林小鎮因普豐多設立「目養計劃」眼科診所，並帶同三名子女移居當地。夫婦二人現正在港籌款，打算在剛果開辦全新的眼科醫院。

宋黃凱欣醫生在愛丁堡修畢醫學課程後，前赴非洲加蓬的宣教醫院進行短期實習。她表示作為家中獨女，原本打算回港生活、工作，再找個合適的中國人結婚。

她坦承首次踏足非洲的經驗並不太好。她憶述到步時遇到來自美國的宣教醫生。

她形容：「他們都是超級英雄，在世上的偏遠角落作出超級壯舉。但我感到很痛苦。」她解釋：「在香港，我是嬌生慣養的女孩。我做事有條不紊，喜歡守時，事事講求效率。我希望有一個舒適的冷氣辦公室。」

儘管如此，她卻因邂逅其丈夫而決定再赴非洲。她說：「我熱衷於助人恢復視力。因為看得見，生命就可改變。」

宋氏夫婦在英國工作了一段日子後回到加蓬，並在當地創立非牟利眼科中心。由於該中心現已能夠自給自足，他們遂決定前往剛果共和國。

「為何選擇剛果？理由很簡單。我到那裡之前，當地從不曾有任何非牟利的眼部護理服務。因

此，眼部護理是大多數人口無法獲得的服務。」

宋黃凱欣解釋，有八成失明和視障皆可預防。因此，提供眼部護理服務是一個具成本效益的方式，能夠幫助整個社區，因為患者可重返職場或校園。他們亦訓練護士進行治療和手術工作。她說：「提升本地社區的能力是我們的核心工作。」

根據聯合國的定義，剛果有54%人口活在絕對貧窮的境況中。宋黃凱欣舉出一些具體事例，說明當地的實際情況。在因普豐多的市集，鹽以茶匙的份量出售，意大利麵則以一小撮的形式售賣，原因是當地人想多買一些也負擔不起。

另一例子是他們為一個村落治療結膜炎的體驗。當她向村民講解一些防止這種傳染病蔓延的標準忠告，如切勿共用毛巾、勤洗手等，卻驀地想起這些人根本沒有肥皂或毛巾，甚至清潔的水源。

在剛果生活也意味要應對蛇、蜘蛛和疾病爆發等問題。面對伊波拉病毒在鄰近地區爆發，宋氏一家作出了艱難的決定，就是繼續留在當地。

宋黃凱欣說：「我們後來發現這個決定令當地人更信任我們。我們有別於其他機構的其中一個原因，是我們長駐當地。」

不過，她否認自己勇敢，坦言亦有擔心自己的子女。她說：「我是森林裡的虎媽。」她的子女在家自學，但他們的經歷絕對能給予他們學術知識以外的更大得著。例如，「他們知道要學科學、做實驗，發電機方能運作。」

目養計劃已選址韋索，興建全新的眼科醫院。這個城鎮的交通相對便利，讓他們可醫治更多病人之餘，也更容易吸引醫護專業人員。

對宋黃凱欣來說，全場最感動的一刻是當活動主持人總裁袁莎妮問起她的父母對其決定有何看法。她隨即感觸落淚，表示她的雙親在世時作出了最大的犧牲，其丈夫的父母亦然。

然而，很難想像世上還有誰家的女兒比宋黃凱欣醫生更能令父母引以為榮，她的無私奉獻和服務人群的熱誠，實在為有需要的社區帶來了巨大影響。🌸

詳情請瀏覽 www.newsightcongo.com





Sparking Talent to Secure Electricity Supply 培育人才確保可靠供電

As a densely populated city with high rises, mass transit railways and ongoing major construction works, Hong Kong is dependent on a secure supply of electricity. The reliability of the city's electricity supply exceeds 99.999%, putting it among the best in the world.

A crucial part of protecting this stable supply is ensuring that Hong Kong has sufficient engineers, electrical and mechanical technicians, and other professionals for the power industry.

On 13 April, the Chamber visited the CLP Power Academy in Shatin to

香港作為人口稠密的城市，到處高樓林立，加上鐵路系統和大型建設工程，這些都依賴可靠的電力供應。本港供電可靠度超越99.999%，在全球首屈一指。

維持穩定供電的關鍵，是確保香港的電力業具備足夠的工程師、機電工程技術人員及其他專業人士。

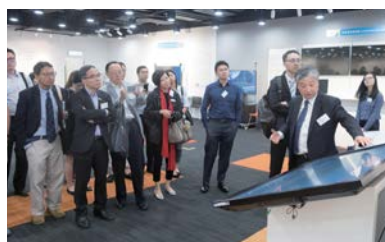
總商會於4月13日考察位於沙田的中電學院，了解學院提供的課程，並參觀各項培訓設施。中電於1966年自設訓練學校，為公司培育人才。為滿足市場對

learn about the programmes on offer, and tour the training facilities. CLP Power established its own training school in 1966 to nurture company talent. In response to the increasing demand for qualified professionals, it launched the CLP Power Academy in 2017, providing high quality and recognized training programmes. Partnering with local institutions and universities, the Academy offers qualifications including a degree in

electrical engineering and a diploma in power engineering.

The Academy's Vice Chancellor Paul Poon said they hope to introduce courses covering procurement, asset management and gas engineering.

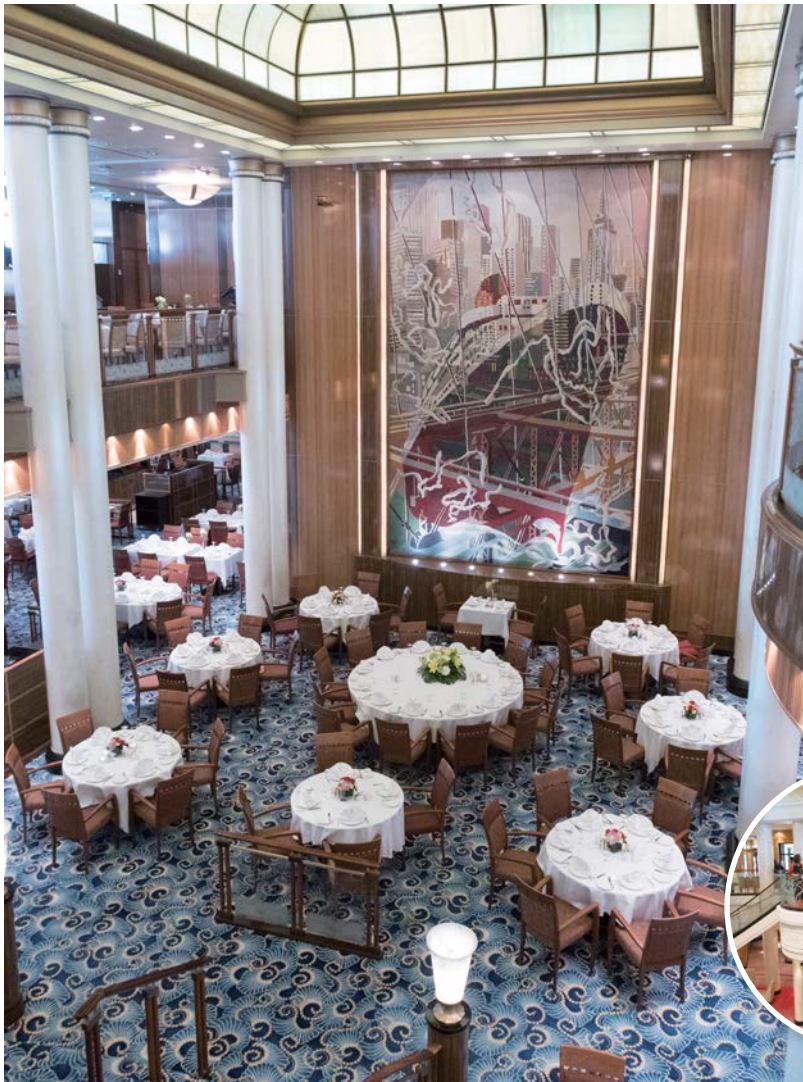
During the visit, members explored the InnoPower Hall, where they viewed demonstrations of virtual reality and augmented reality training tools. The delegation also took a close look at the cable jointing workshop and operations training centre, and visited the overhead line training centre at the top of the building. ❀



合資格專業人士與日俱增的需求，該公司於2017年成立中電學院，提供優質、具認可性的培訓課程。該學院與本地多間院校和大學合作，提供電機工程學學位和電力工程專業文憑等資歷。

中電學院校長潘偉賢表示，他們希望開辦採購、資產管理和天然氣工程等課程。

訪問期間，會員參觀了創新電力館，觀摩各種虛擬及擴增實境培訓工具示範。代表團亦考察電纜接駁工場、操作訓練中心及頂層的架空線培訓中心。❀



會員登上豪華郵輪瑪麗皇后II號，共渡悠閒寫意的下午

豪華郵輪瑪麗皇后II號近日到訪香港，總商會率領會員一同登船，為悠閒的復活節假期揭開序幕。

是次獨家參觀活動由總商會零售及旅遊委員會與皇后郵輪於3月30日合辦，45位會員有機會登上瑪麗皇后II號參觀。該郵輪於2016年以1.32億美元完成翻新。

皇后郵輪是英國的郵輪公司，自1840年起營運橫渡北大西洋的客輪。現時，該公司經營環球郵輪巡航，其舉辦的跨大西洋時裝周和國家交響樂團演奏等主題活動，更是享負盛名。

當天下午，會員除了可登船體驗部分供乘客享用的設施，如全方位海上天文館、香檳酒吧和皇家劇院，還有機會深入了解啟德郵輪碼頭的運作。✿



Visiting a Queen of the Ocean

Members enjoy an exclusive afternoon on board the luxury liner Queen Mary II

Easter got off to a relaxing start for members who joined the Chamber's visit to the Queen Mary II during a Hong Kong stop-off for the luxury liner.

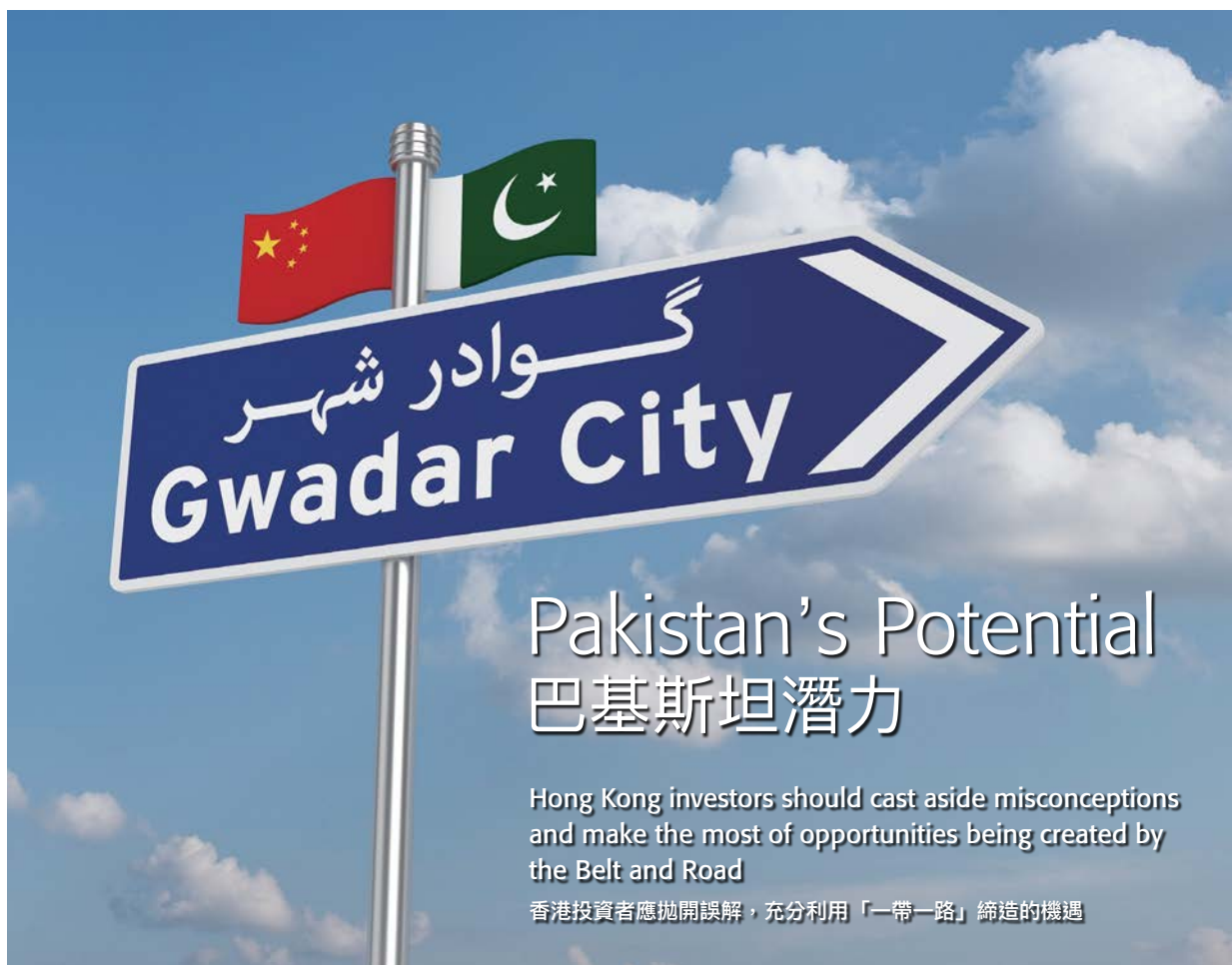
The Chamber's Retail & Tourism Committee and Cunard Line jointly organised this exclusive visit on 30 March for 45 members to the vessel, which completed a US\$132 million refurbishment in 2016.

Cunard is a British cruise line that has been operating passenger ships on the North Atlantic since 1840.

Today, the company runs cruises around the world and is also known for its themed events that include Transatlantic Fashion Week and the National Symphony Orchestra.

During the afternoon on board the Queen Mary II, members were able to enjoy some of the facilities available to the ship's guests, including a full-scale planetarium, a champagne bar and the Royal Court theatre. They also welcomed the opportunity to get an insight into the operation of the Kai Tak Cruise Terminal. ✿





Huge Belt and Road infrastructure projects are helping to transform Pakistan, but Hong Kong investors have so far been notable by their absence in the country.

At a Chamber roundtable on 26 March, Abdul Qadir Memon, Pakistan's Consul General in Hong Kong, and Horace Hui, CEO of Karachi International Container Terminal, discussed the opportunities available and addressed some of the concerns and misconceptions.

Pakistan was among the first countries to recognise the People's Republic of China, Memon explained, and the relationship remains strong. Its GDP growth in 2017 was 5.3%, and is expected to be 5.8% this year.

The Belt and Road Initiative is "one of history's most ambitious

infrastructure plans," Memon said, and Pakistan is one of the chief beneficiaries. In fact, cooperation between the two countries predates the initiative, and includes developments such as the China-Pakistan Economic Corridor (CPEC). The road element of this transit corridor between Kashgar in Western China and Pakistan's Gwadar Port is already completed, and the rail section is in progress.

"Pakistan has given the rights to China to use its territory to access the port of Gwadar," Memon said. No fees are involved, but in return the Mainland is helping Pakistan build infrastructure and overcome its energy crisis. "All projects are based on consensus on both sides," he added.

The Mainland also plans to build 49 industrial zones, but Memon

said that Hong Kong companies can play a role in these projects.

"Hong Kong has some of the world's best infrastructure companies," he said. "They can explore the possibility of investing and bidding for those projects, and the money is already there."

He added that there were opportunities for the city's financial sector. "Hong Kong has the potential to raise bonds, funds and develop innovative instruments to finance some of the projects from the private sector."

Hui provided a first-hand insight into the operation of an overseas private company in Pakistan. He said that he had become accustomed to people expressing surprise at his choice to work in Karachi, adding that media reports tend to give a distorted picture.

Karachi International Container Terminal is part of the global operator Hutchison Ports. Hui explained that the company had invested US\$230 million into upgrading the terminal since 2001.

Hutchison Ports has also invested US\$600 million in a deepwater terminal project in Karachi.

“The new terminal is equipped with the latest technologies,” Hui said. “It is the only terminal in Pakistan that can handle the ultra large container ships.”

This ability to accommodate larger vessels, plus commercial activities stimulated by the CPEC, are driving an increase in Pakistan’s container throughput volume, Hui said.

Questions from the audience focused on the challenges of doing business in the country. Both Memon and Hui said that the security situation had improved in recent years.

“We believe there is a big perception gap between what is being reported in the media and the reality,” Memon said.

Hui addressed the perception that the opportunities are restricted to very large private companies and SOEs. He explained that a second wave of smaller investors – such as in the manufacturing, restaurant and tourism sectors – has followed the major Chinese firms into the country to take advantage of the booming economy.

Memon acknowledged that there had been a lack of information available, which they were trying to address through reaching out to the private sector. He encouraged HKGCC members to visit the country, and said that the Consul General would lend its support if a Chamber delegation were to visit Pakistan. 🌸

「一帶一路」大型基建項目正帶動巴基斯坦轉型，但迄今在當地的香港投資者仍寥寥可數。

在總商會3月26日的午餐會上，巴基斯坦駐港總領事卡迪爾·梅蒙與和記港口卡拉奇國際貨櫃碼頭首席執行官許建基討論巴基斯坦的機遇，並釋除了部分常見的憂慮和誤解。

梅蒙解釋，巴基斯坦是首批承認中華人民共和國的國家之一，兩國關係保持穩固。該國2017年的GDP增長率為5.3%，今年預計為5.8%。

梅蒙表示，「一帶一路」倡議是「史上最宏大的基建計劃之一」，而巴基斯坦是其中一個主要受惠國。事實上，中巴合作比該倡議還要早，包括兩國訂立的中巴經濟走廊等發展。這條位於中國西部喀什與巴基斯坦瓜達爾港之間的運輸走廊之公路段已建成，而鐵路段亦正在建設中。

梅蒙說：「巴基斯坦已授權中國經其領土進入瓜達爾港。」當中不涉及任何費用，但交換條件是內地要協助巴國建設基建和應對能源危機。他補充：「所有項目皆以雙方的共識為基礎。」

內地還計劃建設49個工業區，但梅蒙表示香港公司可在這些項目中發揮作用。

他說：「香港擁有全球頂尖的基建公司。他們可探討投資和投標這些項目的可能性，而資金已準備就緒。」

他續稱，香港金融業也可把握商機。

他說：「香港有潛力籌集債券和資金，並開發創新工具，為商界的部分項目提供資金。」

許建基分享海外公司在巴基斯坦的經營情況。他表示，人們對於他選擇在卡拉奇工作大表驚訝，而他對此已習以為常，並指出媒體報導傾向扭曲事實。

卡拉奇國際貨櫃碼頭是國際經營商和記港口的業務之一。許建基解釋，自2001年起，該公司已投資2.3億元升級碼頭。和記港口亦在卡拉奇一個深水碼頭項目投資了6億美元。

他說：「新碼頭配備了最新技術。這是巴基斯坦唯一可處理超大型貨櫃船的碼頭。」

許建基表示，這種容納大型船隻的能力，加上中巴經濟走廊帶動的商業活動，令巴基斯坦的貨櫃吞吐量不斷增長。

與會者的提問集中於在當地營商的挑戰。梅蒙和許建基均表示，近年治安情況已有所改善。

梅蒙說：「我們認為，媒體報導與現實之間相距甚遠。」

許建基解釋，有看法認為只有大型公司和國有企業才能享有商機。事實上，製造、餐飲和旅遊等行業規模較小的投資者已展開第二輪投資，跟隨大型中國企業進駐巴國，以利用當地發展蓬勃的經濟。

梅蒙承認，市場所掌握的資訊不多，而他們正嘗試接觸商界，解決資訊不足的問題。他鼓勵總商會會員到訪該國，更表示倘總商會舉辦巴基斯坦考察團，總領事館將提供支持。🌸



Pakistan has given the rights to China to use its territory to access the port of Gwadar ... All projects are based on consensus on both sides.

— Abdul Qadir Memon,
Pakistan’s Consul General in Hong Kong

巴基斯坦已授權中國經其領土進入瓜達爾港……

所有項目皆以雙方的共識為基礎。

— 巴基斯坦駐港總領事卡迪爾·梅蒙





Glimpse Into Smart City Future 透視智慧城市未來

Identity management using the veins in a person's palm is one of the advanced technologies Chamber members learned about on a visit to the Smart City Innovation Centre (SCIC) on 26 March.

The “Palm Fusion Biometric Sensing Device” uses a combination of palm print and palm vein technologies to authenticate the identity of a living person. Although palm print contains a wealth of details, it is possible for this to be faked. Since veins lie beneath the skin, attempts to forge an identity become much more difficult and a higher level of security can be achieved.

Developed jointly by Hong Kong Applied Science and Technology Research Institute (ASTRI) and Hong Kong Science and Technology Parks Corporation, SCIC was launched in July 2017. It provides a platform for professionals, technology companies, and public service providers to develop smart city solutions.

More than 30 members took part in the visit to learn about the

infrastructure and technologies – such as blockchain, chatbot, intelligent character recognition and big data analytics – being developed to transform Hong Kong into a smart city. Some of these are already in action – for example, in banks that use artificial intelligence chatbots to provide customer services in Chinese and English.

Members also viewed a smart vending machine. By monitoring the sales performance and inventory status remotely through an app, retailers can check sales and adjust stock at any time. The machine provides cashless payment through Octopus, TNG wallet, Alipay Pay and WeChat Pay. 🌸



總商會會員於3月26日到訪智慧城市創新中心，了解運用手掌靜脈進行身分管理等先進技術。

「掌紋 / 掌靜脈混合生物識別裝置」把掌紋和手掌靜脈特徵技術結合一起，用作生物認證。雖然掌紋含有大量的生物特徵，但也有偽造身分的可能。由於靜脈處於皮膚下面，大大增加了偽造身分的難度，故可達至更高的安全水平。

智慧城市創新中心由香港應用科技研究院與香港科技園公司於2017年7月共同創辦，為專業人士、科技公司及公共服務供應商提供平台，開發智慧城市方案。

逾30名會員參加這次考察活動，了解該中心開發的基建和技術，如區塊鏈、聊天機器人、智能字元識別和大數據分析，協助香港發展為智慧城市。當中部分技術已獲採用，例如銀行利用人工智能聊天機器人提供中英雙語顧客服務。

會員還一睹智能售賣機的運作。零售商通過應用程式，遙距監察銷售表現和庫存狀況，便可隨時檢查銷量，繼而調整庫存。該機器以八達通、TNG電子錢包、支付寶和微信支付進行交易，不設現金付款。 🌸

SPEED THROUGH CUSTOMS

WITH YOUR **PASSPORT** FOR GOODS



TEMPORARY IMPORTS



DUTY FREE & TAX FREE



**Exhibits &
Commercial
Samples**

**Professional
Equipment &
Articles**



HKGCC

Hong Kong General Chamber of Commerce
香港總商會 1861

The Hong Kong General Chamber of Commerce is the sole guaranteeing and issuing body for ATA Carnets in Hong Kong, which permit Carnet holders to import goods to 76 countries and districts temporarily without the need to pay customs duties or taxes.

Enquiry: (852) 2823 1276

Email: carnet@chamber.org.hk

Website: cert.chamber.org.hk/atacarnet



ATA
webcarnet.hk

Business-School Partnership Programme

Exploring an Electric Career Path 探索電子業就業出路

More than 130 students from Tsuen Wan Government Secondary School attended a talk given by staff members from HK Electric on 2 March. Staff from the engineering and customer services departments shared their work experience and career aspirations, and also advised the students on how to prepare for job interviews.

During a second visit to the company, a group of 35 students



visited the Electric Centre on 5 March. They were briefed on the different training programmes available, followed by a tour of the Commercial Kitchen and Electric Domestic Kitchen Centre, where the students learnt about the eco-friendly aspects of electric cooking.

荃灣官立中學逾130名學生於3月2日到訪香港電燈出席講座。來自工程和客戶服務部的員工分享各自的工作經驗和事業抱負，並指導學生如何為求職面試做好準備。

35名學生其後於3月5日再次到訪該公司的電燈中心，了解公司提供的不同培訓課程，然後參觀商用及家用電廚具中心，認識電能煮食的環保效益。

Visit to Karrie International 參觀嘉利國際

Karrie International manufactures metal and plastic products, but may be more familiar to Hong Kong residents for its Fullhouse Kitchen brand of retail stores and restaurants. A group of 30 students from Carmel Divine Grace Foundation Secondary School visited the company on 21 March. After an introduction to the business, students were divided into groups to learn about the various departments including design, finance and catering, and had the opportunity to talk to staff members. Nigel Yip,

Senior Manager, Human Resources and Sustainability at Karrie International Holdings Limited, told the students that it was important that they do their research to find a job that suits their personality as well as their abilities.

Students then visited the family-themed Fullhouse Kitchen cafe and retail store at the D Park mall in Tseun Wan. After seeing how the company's theme is used across its various product ranges, the students enjoyed a taste of their signature "egglet" treat.

嘉利國際生產金屬和塑膠產品，但港人可能對該公司旗下的滿屋廚房零售和餐飲品牌更加熟悉。迦密主恩中學30名學生於3月21日到訪該公司。學生細聽業務簡介後，再分成小組，參觀設計、財政和餐飲等不同部門，並有機會與員工暢談交流。嘉利國際控股有限公司人力資源及可持續發展高級經理葉志成向學生表示，要尋找適合個人性格和能力的工作，必須事先搜集充足的資料。

學生其後參觀滿屋廚房位於荃灣愉景新城的親子主題餐廳及零售店，了解公司如何利用該主題貫穿旗下的各種產品，並享用餐廳的招牌小吃「雞蛋仔」。



The Art of Paper Craft 紙品藝術

Twelve students from Holy Family Canossian College visited the head office of Max Fortune Industrial Limited in Wong Chuk Hang on 27 March. Movie Lau, Sales and Marketing Director, introduced the paper products company and explained some of the different jobs including marketing, public relations and human resources. The students also took part in a workshop where they learnt how to make personalised paper bags. At the end of the visit, they were given a task to create a business proposal, to compete for the opportunity to have lunch with the company's CEO and other senior management.

嘉諾撒聖家書院12名學生於3月27日考察喜運來實業有限公司位於黃竹坑的總部。該公司銷售及市場事務總監劉雅欣介紹該紙品公司的業務，並講解市場營銷、公共關係和人力資源等不同工種。學生亦參加了一個工作坊，學習製作個人化紙袋。最後，他們需制訂一份業務建議書，以爭取機會與該公司的總裁和其他高管共進午餐。



Student Ambassadors Programme 學生大使計劃

Sixty students from eleven local secondary schools will serve as Chamber Student Ambassadors this year. They will take part in various events throughout the year to enhance their understanding of the topical issues faced by companies in Hong Kong and the region.

Eight student ambassadors from three high schools under the Business School Partnership Programme attended the Joint Business Community Luncheon on 28 March with

Financial Secretary Paul Chan, Chamber Chairman Stephen Ng, Deputy Chairman Aron Harilela and CEO Shirley Yuen chatted with the students after the event to hear their views.

Forty student ambassadors from seven high schools took part in the HeForShe forum, jointly organized by the HKGCC and the French Chamber of Commerce and Industry in Hong Kong on 6 March.

來自11間本地中學的60名學生將於本年度擔任總商會學生大使，參與年內的不同活動，從而了解香港和區內企業面對的重要議題。

在「商校交流計劃」下，來自三間中學的八名學生大使出席3月28日的「商界聯席午餐會」，細聽財政司司長陳茂波闡釋其《財政預算案》。會後，總商會主席吳天海、常務副主席夏雅朗和總裁袁莎妮與學生閒談，聽取他們的看法。

來自七間中學的40名學生於3月6日參與由總商會與香港法國工商總會合辦的「他為她」論壇。



Mark Your Diary



Download our app
HKGCC Mobile

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, 18 May 2018, at the Hong Kong Convention and Exhibition Centre, Meeting Room N201. A cocktail reception and registration of members will start at 5:00 p.m. All members are cordially invited to attend this meeting.

What's On Listings

(Our events in May–June)

MAY

May

8

Top Tips on How to Become an Effective Charity in Hong Kong

Roundtable: Taiwan Business Environment – Challenges Ahead

Visit to the Construction Innovation and Technology Application Centre

9

Joint Campaign between FCCIHK and HKGCC in support of “HeForShe”: Workshop 1 – A family-friendly Workplace to Advance Gender Equality

Roundtable: Trade Tariffs and Protectionism

Workshop: Startups Venture – from Innovation and Entrepreneurship to Investor

Economic Policy Committee Meeting

Seminar: The Sharing Economy in Hong Kong – New Opportunities, New Questions

10

Workshop: Uncover the Behaviours that Impact and Retain a Motivated Team

11

Forum: Flying Start - In the Words of Entrepreneurs

14

Roundtable: Esports in Hong Kong: Opportunities and Challenges in an Emerging Industry

Town Hall Forum Series: Brent Snyder

15

Seminar: Leading with Conversational Intelligence® – Build Trust and Drive Performance

Seminar: Connecting Hong Kong – Perspectives on Our Future as a Smart City

16

YEC Field Trip to Toyko, Japan

Workshop: O2O Experience Journey

17

Training: How to be more strategic?

18

HKGCC Annual General Meeting

11 June

Guide to WeChat Digital Marketing



HKGCC MOBILE |



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2018年5月18日（星期五）下午6時

假香港會議展覽中心N201號會議室舉行。

酒會和會員入座登記將於下午5時開始。

誠邀全體會員出席會議。

14 May

Town Hall
Forum Series:
Brent Snyder



29 May

Workshop:
Gamification



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



MAY-JUNE

24

HKGCC Delegation to Greater Bay Area –
Zhaoqing and Zengcheng (Guangzhou)

Workshop: Data Driven Social Content Marketing

Seminar on Creativity, Design & Service Innovation
in Business and Introduction to the Selection
Criteria of The 2018 Hong Kong Awards for
Industries: Innovation and Creativity

Real Estate & Infrastructure Committee Meeting

Workshop: Between the Lines: How well do you
communicate change?

28

Roundtable: Review of Private Recreational Lease
Policy

Workshop: Managing Conflicts Using TKI™
Assessment

29

Workshop: Gamification

30

Workshop: Handling Import L/C Smartly

Meeting with Mayor of the Sunshine Coast,
Queensland, Australia

31

Training: Collaboration – How to break down
barriers and improve cross-functional teamwork

Visit to T · Park

June

3-9

HKGCC Business Mission to Vienna & Prague

6

Environment & Sustainability Committee Meeting

11

Roundtable: Guide to WeChat Digital Marketing

15

Roundtable: An Ex-Google's Guide to Search
Engine Marketing

Americas Committee Presents

U.S. Tech Driving Mobility, Big Data and AI in Smart Cities

1 June



Organizers:



Supporting Organization:



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



Pay by
BOC-HKGCC
Visa Card

and get
30% OFF
course fees



Gamification

遊戲化思維

This workshop is designed to give you a basic understanding of gamification: the mechanisms of gamification, why it has such tremendous potential, and how to use it effectively.

Outline

1. Definition of gamification and game
2. Deconstructing games
3. Game objectives design and rules set up
4. How to apply gamification to business
5. How to apply gamification to customer experience
6. How to apply gamification to employee experience

本工作坊可讓學員對「遊戲化」有基本的認識，了解何謂遊戲機制、其龐大潛力和有效應用。

大綱

1. 遊戲化與遊戲的定義
2. 解構遊戲化思維
3. 遊戲目標及規則設置
4. 如何把遊戲化應用於業務中？
5. 如何把遊戲化應用於客戶體驗中？
6. 如何把遊戲化應用於員工體驗中？

Trainer : Daryl Choy
導師：蔡伯偉
Date : 29 May 2018
日期：2018年5月29日
Time : 2:30 – 5:15 p.m.
時間：下午2時30分至5時15分
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : Cantonese
語言：廣東話
Fees : Member \$750 / Non-member \$950
(includes tea/coffee refreshments)
費用：會員\$750 / 非會員\$950 (包茶點)



Daryl Choy,
Director, Wisdomboom Ltd

蔡伯偉
智衍有限公司 負責人

Managing Issues for Part-time and Fixed-term Contract Staff Lawfully

聘用兼職及定期合約僱員須知

Through this workshop, participants will learn about the following employment issues:

1. Contract of Employment
2. Dismissal or variation on employment terms
3. Termination payments, severance payment and long service payment
4. Liabilities on Compensations
5. Legal Case Studies

透過是次工作坊，學員將探討以下僱傭議題：

1. 僱傭合約
2. 解僱或變更僱傭條款
3. 終止付款、遣散費和長期服務金
4. 賠償責任
5. 法律案例研究

Trainer : Albert So
導師：蘇文傑
Date : 5 June 2018
日期：2018年6月5日
Time : 9:30 a.m. – 5:00 p.m.
時間：上午9時30分至下午5時
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : Cantonese
語言：廣東話
Fees : Member \$1,550 / Non-member \$2,050
(lunch not included)
費用：會員\$1,550 / 非會員\$2,050 (不包午膳)



Albert So,
Practising Solicitor

蘇文傑
執業律師

The Art of Having Meaningful Conversations

說話的藝術

You talk to people every day, but do you really feel like you're communicating?

Through this workshop, you will learn how to:

- Resolve issues in ways that build trust and commitment
- Feel comfortable in striking up a conversation with a stranger and yet make it meaningful
- Manage your Emotional Intelligence and have gravitas and presence in conversations
- Put a cap on small talk and transition into meaningful conversation

你每天都會與人交談，但你真的覺得自己與對方正在交流嗎？

透過是次工作坊，學員將可學習：

- 以建立信任和承諾的方式解決問題
- 與陌生人打交道時感覺自在，並使談話變得有意義
- 管理你的情緒商數，並在談話中表現莊重和風度
- 限制過多的寒暄，並將之轉化為有意義的交談

Trainer : Lalita Raman
導師：Lalita Raman
Date : 6 June 2018
日期：2018年6月6日
Time : 9:15 a.m. – 12:15 p.m.
時間：上午9時15分至下午12時15分
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : English
語言：英語
Fees : Member \$800 / Non-member \$1,000
(includes tea/coffee refreshments)
費用：會員\$800 / 非會員\$1,000 (包茶點)



Lalita Raman,
CEO of Transitions International Ltd

Lalita Raman
Transitions International Ltd 總裁

40% for members
of HKGCC
discount with code
HKGCC40

FINANCE DISRUPTED

Ten years on June 22nd 2018
Hong Kong

Featured speakers:



JING ULRICH

Managing director and vice
chairman, Asia-Pacific
JPMorgan Chase



HENRY MA

Vice-president and
chief information officer
WeBank



CORY JOHNSON

Chief market strategist
Ripple



RANA KAPOOR

Managing director and
chief executive officer
YES BANK

What will the next ten years have in store for Asia's financial institutions?
How has the shape of the financial-services sector changed in the
past decade? Can regulators and conventional companies keep pace?
How will new technologies, from artificial intelligence to blockchains,
alter the financial ecosystem further?

The summit will bring together regulators, banking leaders, technologists,
entrepreneurs and economists to discuss the future of banking in Asia and
whether the sector is prepared to identify and prevent future crises.

Register to attend:
+852 2585 3312
asiaevents@economist.com

financedisruptedasia.economist.com

    @EconomistEvents
#FinanceDisrupted

Silver sponsor



Academic sponsor

INSEAD
The Business School
for the World®

INNOVATION LEADERSHIP

免費
研討會

Executive Study Group

Sharing Idea and Experiences

無限領導力

身為領導人，你確定員工都全力為公司前途打拚嗎？

- 職場上有一項讓人悲哀的事實：只有30%的員工，會積極投入，交出優異的工作成果。
- 廣大員工工作不投入的原因是什麼？關鍵就在差勁的領導力。
- 問題就在於經理人沒能清楚掌握要做出哪些改變，才能讓大家作出最好的表現，並產生最大的影響力。
- 透過「無限領導力」的方法，領導人可以清楚知道要做出哪些改變，釋放組織內尚未開發的才能和能量藍海。

登記

- 電郵您的首選場次 到cs@ExecutiveStudyGroup.org
- 並附上您的名片的圖像
- 熱線：3970 1839

Dr. Mark Lee



亞太策略研究所
Asia Pacific Institute for Strategy



	廣東話 1	廣東話 2	廣東話 3	廣東話 4	廣東話 5	英語	普通話
日期:	6月25日 星期一	6月25日 星期一	6月25日 星期一	6月29日 星期五	7月10日 星期二	7月5日 星期四	7月26日 星期四
時間:	10:00am- 12:30pm	3:00pm- 5:30pm	7:00pm- 9:30pm	3:00pm- 5:30pm	3:00pm- 5:30pm	10:00am- 12:30pm	10:00am- 12:30pm
會場:	灣仔會展	灣仔會展	灣仔會展	沙田科學園	荃灣數碼港	灣仔會展	灣仔會展