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下一站： 智慧城市

我和不少會員一樣，有很多出差外遊的機會。所以香港在過去數年智慧城市發展滯後的情況，也非我獨見。這對商界而言事關重大，因為我們最不願看到的是香港失去競爭優勢。

世界不少地方在早些年已經把智慧城市發展辦得頗有聲色。約在十年前，倫敦和台北的巴士站已為乘客提供實時資訊；首爾亦早已一卡通行，讓旅客只需一拍智能卡便可支付的士以至其他交通工具的車資；至於中國內地「一機在手，付賬無憂」的無鈔交易文化，更是眾所周知。

然而上述種種智慧方案均仍未在港普及，足見發展落人後塵。為何如此？又能否追趕得上？

可幸我們並未裹足不前，近期亦不乏進展。從今期的封面故事以至總商會智慧城市研討會的報告可見，不少專家都認同香港在智慧城市發展方面正漸入佳境。

政府在2017年12月公布的《香港智慧城市藍圖》，對推動本地智慧城市發展進程功不可沒。《藍圖》發布激起各界廣泛討論，到現在，不少實質倡議和項目正陸續出台。

這些進展實在令人鼓舞，唯一問題是仍未能深入人心。如一眾專家之見，成功的智慧城市發展必須以民為本；市民對倡議體驗愈深，才愈有使用的意欲。

以快速支付系統「轉數快」為例，它大大便利了香港銀行網絡的轉賬匯款，無疑值得歡迎，不過系統在商業和個人應用層面上仍有待普及。

要推動香港邁步向前，我們需要得到市民的踴躍支持。為此，我們冀見在觀塘等地試行成功的智慧城市先導計劃得以更廣泛推展。此舉將令市民更關注智慧城市發展，亦可望令他們更熱衷採用智慧城市方案。唯有從速而為，方能使我們儘早成為世界頂尖智慧城市，迎頭趕上對手。

Turning the Smart City Corner

Like many of our members, I have the opportunity to travel a lot – for work and for leisure. And I am not alone in noticing that in the past few years it seems that Hong Kong has been slipping behind when it comes to smart city development. This is a great concern to the local business community, as the last thing we need is for Hong Kong to lose its competitive edge.

Smart city developments have been pretty visible in cities around the world for some time. Around a decade ago, residents in London and Taipei already had live information displays at bus stops. Travellers in Seoul, meanwhile, have long been able to pay for taxis, as well as other transportation, with the tap of a smart card. In Mainland China, of course, we all know that you can use your mobile phone to arrange and pay for just about everything – no cash required.

And yet none of these scenarios are the norm in Hong Kong. It seems that we are already far behind. The question is why? And can we catch up?

Happily, there is good news to report on that front. In our cover story and report from our Smart City Seminar, you can read the views of a number of experts who are in agreement that Hong Kong has now turned the corner.

The Government's Smart City Blueprint, released in December 2017, is a major contributor to Hong Kong's recent progress. Since its release, a great deal of discussion has taken place. Now, concrete initiatives and projects are being rolled out.

This is all extremely heartening. But one problem, as I see it, is that these developments are not yet obvious to the man in the street. Experts agree that successful smart city development must be citizen-centric. And the more that citizens become familiar with new initiatives, the more likely they are to be positive about actually using them.

The Faster Payment System, for example, which facilitates money transfers across banking networks in Hong Kong, is a very welcome development. But the system could certainly be more widely used, by businesses as well as citizens.

To help Hong Kong move forward, we need more active support among citizens. To this end, we would like to see some of the successful pilot schemes in areas such as Kwun Tong being rolled out on a bigger scale. This would help citizens be more aware of the developments, and – hopefully – more enthusiastic about their adoption. The faster this happens, the faster we can catch up with our rivals in the ranks of truly world-class smart cities.

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Making Hong Kong Smarter
打造香港成為更智慧城市

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Translated By: Rachel Shum, Charles Chung,
Yannas Chung
Graphic Design: Andy Wong, Kayi Wong

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

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主席：夏雅朗
常務副主席：王冬勝
副主席：李澤鉅 史樂山 孫立勳
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 鍾卓亨 鍾曉欣
設計：黃惠強 黃嘉怡

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

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

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電話：2529 9229
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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

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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

High Time to Import Labour

Hong Kong's labour market has been close to full employment in recent years, with the unemployment rate standing at 2.8%. This is having an impact on Hong Kong companies, and many of my business friends have been telling me how difficult they are finding it to hire new staff.

To address the pressing manpower needs across various sectors and promote diversified economic development in Hong Kong, the Government should – on the premise of giving priority to local workers – take a flexible approach to importing foreign labour.

In fact, with the Government's plans for major infrastructure projects, including reclamation, land development and construction, coupled with a significant structural change in our workforce, jobs that require less skill or minimal educational are facing an acute shortage. Looking ahead, we can expect to see staffing shortages in sectors such as construction, retail and elderly care.

According to the latest figures released by the Labour and Welfare Bureau, 3,225 workers were imported under the Supplementary Labour Scheme last year, almost a 20% increase on the previous year.

Among them, care workers in elderly services formed the majority, accounting for 43% of the total, reflecting the huge demand for workers in this area. I hope the Government will continue to import foreign workers in response to the needs of various sectors, while continuing to safeguard the "rice bowls" of local workers and without affecting the quality and safety of our industries.

On the other hand, labour shortages can lead to lower productivity, increased errors and higher risk of accidents, which is a cause for concern. Local hospitals have been complaining about understaffing and urging for more well-trained healthcare staff.

But even if the Government increases the number of medical school places, the pressing manpower issue would still remain as it takes at least seven years to train a doctor. To address the scarcity of doctors as soon as possible, the Government should consider providing incentives to compete with other countries and regions to recruit overseas doctors.

Indeed, the political reality is that the issue of labour importation has always met with strong opposition from some political groups and labour organizations. In my opinion, stakeholders should strike a balance between the interests of the sectors concerned and the public, and should treasure talent with respect.

As a responsible Government, it is necessary to take an all-round approach to tackle the acute labour shortage in the city by importing overseas workers. Meanwhile, other stakeholders should look beyond their personal interests and give priority to the well-being of the community. Otherwise, the economic development of Hong Kong could be caught in the manpower bottleneck. ❀

輸入外勞 刻不容緩

近年香港勞工市場處於接近全民就業狀態，失業率更低至2.8%。這個情況正對香港企業造成影響，很多業界朋友均向我表示「請人難」。

政府應在確保本地人口優先就業的前提下，以靈活、彈性的方式全方位輸入外來勞動力，以解燃眉之急，促進香港多元經濟發展。

事實上，政府計劃推展多項大型基建工程，包括填海、土地開發及建築工程；加上本港勞工結構出現明顯變化，不少低學歷或低技術的工種，均有嚴重的人手短缺情況。我們可以預計，本港未來在建造、零售、護老等方面均有人力需求。

根據勞工及福利局的最新資料，去年經「補充勞工計劃」輸入的勞工達3,225人，較前年增加接近兩成。

當中以負責長者服務的護理員外勞最多，佔總數四成三，反映業界求才若渴。我期望，政府能繼續在保障本地工人飯碗及不影響行業質素和安全的前提下，按不同行業的實際需要輸入外地勞工。

另一方面，勞工短缺的另一後果是生產力下降、錯誤增多，以及意外風險增加，令人擔心。本地醫院一直投訴人手不足，需要更多訓練有素的醫護人員。

不過，即使政府增加醫科生學額，但培訓一名醫生至少需時七年，難解近憂。如果政府想盡快解決醫生荒的難題，就必須考慮提供誘因，與其他國家或地區爭聘海外醫生。

當然，政治現實是每當提到輸入外勞，部分政團及勞工團體均會大力反對。我認為，持份者應權衡業界利益和市民權益，尊重和珍惜人才。

作為負責任的政府，必須積極解決本地勞動力嚴重短缺的問題，全方位引入外勞；同時，其他持份者應超越一己利益，以社會福祉為優先考慮，以免香港的經濟發展受到人力瓶頸掣肘。❀

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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

Time to Dig Deeper into the GBA

Tickets for the Chamber's Greater Bay Area Forum last month went like hot cakes, highlighting the business community's keen interest in the opportunities that the initiative is creating.

As George Leung from HSBC pointed out in his speech at the event, we are all now pretty familiar with the GBA development, and how the 11 cities will leverage their strengths to create an efficient and tech-driven economic area. It is now time to dig deeper into the opportunities that the GBA is creating, particularly on a sectoral level.

Our Chamber missions to the various Mainland cities have been helpful in this regard. We have visited all of the cities at least once since the GBA plan was announced, including districts within the cities, which often have an industry specialization.

The Chamber also welcomes regular visitors from the GBA who are actively seeking cooperation with Hong Kong businesses. For example, we recently received a delegation from Henglan Town in Zhongshan, which is focused on the lighting industry. This sector is now undergoing an upgrading process, and could benefit from the expertise and experience of Hong Kong.

Our world-class healthcare is another area where there is great potential. Besides the demand from the Mainland's growing middle class, if Hong Kong standards of healthcare were available in GBA cities, it would surely help attract more young families to work across the border and elderly people to consider retiring there.

As the purchasing power of Mainland residents is only set to keep growing, this is creating huge potential for businesses across a wide range of sectors that can tap into their needs. From tourism to wealth management, Hong Kong has the know-how to develop these industries across the whole GBA.

We know that among our members we have a tremendous amount of expertise in the areas that will be critical as the GBA develops. The Chamber can act as a platform to connect you with Mainland businesspeople and officials to explore the opportunities.

For example, the entrepreneurs who spoke at our forum have many years of experience in doing business in the GBA, and they provided very insightful comments and tips on the reality of doing business across the border.

As the Outline Development Plan makes clear, the GBA is a long-term project. But we were impressed with the speed that the "Eight Measures" on specific areas such as tax were announced after the release of the plan. We understand that more policies will be announced soon, and we look forward to working with our members to take advantage of all the latest GBA developments as they emerge. 🌸

是時候深入 探索大灣區

總商會上月舉行「粵港澳大灣區論壇」，會員反應熱烈，全場座無虛席，凸顯了商界渴望了解倡議開創的機遇。

匯豐銀行的梁兆基為大會致辭時指出，我們已相當熟悉大灣區的發展，亦明瞭11個城市將如何發揮各自的長處，共建一個高效、科技主導的經濟區。因此，現在是時候深入探索大灣區創造的機遇，尤其是不同行業的商機。

本會組團考察了多個內地城市，可在這方面有所助益。自大灣區規劃公布以來，我們已造訪區內各個城市至少一次，深入市內不同地區，了解重點產業發展。

總商會還定期接待來自大灣區的訪客，他們都積極尋求與港企合作。例如，我們最近接待了中山市橫欄鎮的代表團，團員專門從事照明業。由於這個行業正進行升級，他們大可利用香港的專業知識和經驗，促進當中的過程。

我們的世界級醫療系統是另一極具潛力的領域；除了因為內地日益壯大的中產階級帶動需求，另外，假如把香港的高水準醫療服務擴展至大灣區城市，必可吸引更多年輕家庭跨境工作，同時鼓勵更多長者到當地享受退休生活。

內地居民購買力不斷上升，為廣泛行業帶來了巨大的商業潛力，滿足他們的需求。從旅遊以至財富管理，香港都具備知識和技術，能夠協助整個大灣區發展這些產業。

我們明白到，本會會員在未來大灣區發展至關重要的領域擁有豐富的專門知識。因此，總商會可為會員提供一個平台，建立與內地商家和官員的聯繫，從而探索商機。

例如，在論壇上致辭的企業家和官員都有多年在大灣區營商的經驗，各人就區內的營商實況提供了精闢見解和實用建議。

《粵港澳大灣區發展規劃綱要》闡明，大灣區是長遠項目。然而，綱要公布後不久，中央政府隨即公布涉及稅務等具體領域的「八項措施」，著實令人欣喜。我們了解到更多措施將陸續出台，故期望能與會員合作，把握大灣區湧現的種種機遇。 🌸



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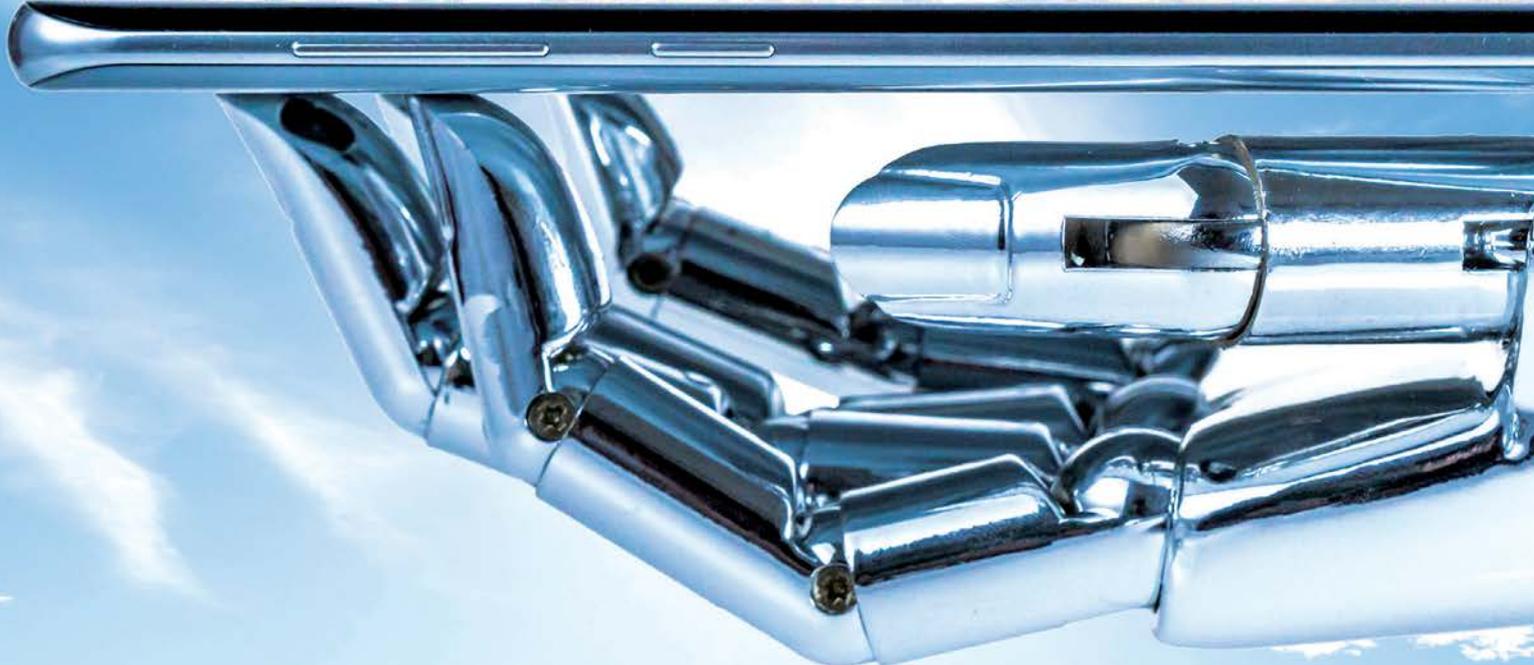


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Making Hong Kong 打造香港成為更智慧城市

Citizen involvement and an innovative culture are key factors for successful smart city development

公民參與和創新文化是
智慧城市發展的致勝關鍵



Smarter



Hong Kong was slow out of the gate on smart city development, but a panel of experts at a Chamber seminar on 2 April agreed that things are starting to move in the right direction.

“We have a long way to go to catch up with the leading tech cities in the region,” said Julian Vella. “But the journey has started.”

Vella, who is ASPAC Regional Head – Global Infrastructure Advisory of KPMG China, noted that since the Smart City Blueprint was released by the Hong Kong Government in December 2017, a number of initiatives have been launched including the Faster Payments System.

“Another good thing is the announcement of increased funding for innovation and technology,” he added.

For example, Chief Executive Carrie Lam has said that she wants to double Hong Kong’s spending on R&D to 1.5% of GDP. This is welcome news, Vella said, but it still leaves us far behind other jurisdictions such as South Korea, where the figure is around 4%.

Vella also shared the results of a recent KPMG survey of citizens in five cities – Hong Kong, Melbourne, Seoul, Shanghai and Singapore – on smart city development. They chose to gather the views of residents, Vella explained, because smart cities should focus on the needs of citizens.

“Smart cities are not just about high-tech for the sake of it,” he said. “It has to enhance lives as well.”

Looking at some of the specific results, Vella said it was interesting that Hong Kong residents are concerned with transportation issues. This is despite the fact that the city is already “one of the best jurisdictions in the world in terms of the quality of its transport infrastructure.” Local residents are concerned about increasing congestion and they want more rail and MTR lines.

To ensure continuing smart city development, we also need to create a “future-focused workforce.” This means more STEM graduates, but also the need to move away from a risk-averse mindset so innovation can flourish.

“It is not just about technology, it is about creating the culture for people to be innovative,” Vella said. “We need to encourage a culture of innovation where it is OK to try and not succeed the first time.”

There is some good news on this front, as the number of start-ups in Hong Kong is growing, although access to capital remains a sticking point.

Smart cities need to benefit residents, and citizens also need to be at the heart of smart city development. Vella explained that the more citizens use smart technology, the more positive they are about using it.

“This enhances the smartness of a city, and how smoothly it operates,” he said. For example, drivers that



use an app to avoid a traffic jam also help to ease the congestion by not contributing to it.

“A smart city is a city where citizens have been part of the solutions,” Vella said.

Mark Lunt, Group Managing Director of JOS, a Jardine Matheson company, noted that cities like Melbourne, and some in Mainland China and Europe, are already far along the smart city path. But Hong Kong does not have to start from scratch.

“Most of the technology challenges have been overcome,” he said. “The technology exists. The key to the success of smart city progress is going to be people.”

Lunt is optimistic about Hong Kong’s smart city development. “The trend is hugely positive in Hong Kong,” he said, pointing to the increase in the number of start-ups and growing activity in Cyberport and the Science Park.

He noted that there had been some cynicism about these projects, and admitted that when he had first arrived to Hong Kong eight years ago, Cyberport was “tumbleweed.”

“That is no longer the case,” he said. “Just in the past few years it has become very busy.”

He said that cooperation between the Government and private companies was crucial to success, adding that JOS had been working with the Hong Kong Government.

As part of its smart city push, Hong Kong has launched a number of pilot programmes, such as the smart lampposts and waste bins in Kwun Tong. But many Hong Kong residents will be unaware of such

schemes, unless they live or work in the area, something that Clube Ng, Founding Co-Chairman of the Connected City Alliance, pointed out at the seminar.

“Some citizens have said that the scale of these schemes is too small,” he said, adding that bigger projects would have more of an impact.

“In the past, government pilots were only for one or two streets. In the future, perhaps they should be whole districts.”

He said that smart city development is now moving from 2.0, which was government-led, to 3.0, which will be from the citizen angle. He also agreed that public-private partnerships are the best approach.

Ng raised two questions about ensuring Hong Kong can successfully improve its smart city operations: “How to get the Government to allocate more resources to smart city development? And how should they allocate resources for I&T?”

While there is already considerable funding going into The Loop and Cyberport, for example, he said, the Government should invest more in upgrading the wider smart city infrastructure.

Keith Cheng, Head of the Hong Kong Digitalization Hub at Siemens, also remarked that he had seen solid advances since the Smart City Blueprint was released.

“Last year there was a lot of talking. This year, I see a lot of doing,” he said. For example, there is now a track at the Science Park that is being used to test autonomous vehicles.

He explained that Siemens is a big global company, but it had set up Siemens MindSphere as a creative arm

... continued on P14

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Patrick Lee,
Convenor,
HKGCC Smart City
Working Group
李世賢
總商會智慧城市
工作小組召集人

Expert View: Focus to Find Smart Solutions 專家之見：專注尋找智慧方案

Although Hong Kong tends to underperform in smart city surveys, this is partly a problem of awareness. For example, how many residents know that the Hong Kong Airport Authority uses AI to manage trolleys in the baggage claim area?

However, Hong Kong's geography gives us an advantage as we work to catch up. Since we are so small, we can use the whole city as a "Living Lab." To achieve this, we need to take action in a number of areas. This includes identifying early adopters and innovators, and encouraging them to be promoters of Hong Kong's smart city development.

We also need to involve district councils, to ensure that the adoption of smart solutions to solve real problems is welcomed by residents. Breaking down the challenge into 18 "Smart Districts" will also help focus innovators to develop solutions that will really make a difference in each district.

We should also publicize the progress (or lack of) of the various smart initiatives. For example, more than 70 initiatives have been announced, but we have not yet seen

a report on their progress.

The Government should play the role of leader and enabler. As a leader, it should help citizens to visualize Hong Kong's smart city future, which is key to the success of this type of project. If you search for "Singapore Smart City" videos online, you will find plenty of examples demonstrating the city's plans.

As an enabler, the Government should identify and prioritize the pain points and bottlenecks that are slowing the speed of innovation. It also needs to ensure that our education system is preparing workers for the future. The recent emphasis on science, technology, engineering, and mathematics (STEM) is a step in the right direction, but the Government also needs to set standards to ensure quality control.

The business community can play super-connector and investor roles. Hong Kong is an important world trade hub, and we have already connections with international businesses. Take 5G as an example: the business community should broadcast our ambition to be among the "First English Speaking 5G Ready" cities, and invite

Smart cities need to benefit residents, and citizens also need to be at the heart of smart city development. Julian Vella explained that the more citizens use smart technology, the more positive they are about using it.

智慧城市需要惠及市民，因為市民是智慧城市發展的核心。Vella解釋，使用智能技術的市民愈多，市民就會愈積極採用這些科技。



global companies to introduce their latest products and services to Hong Kong.

As investors, there are opportunities for all. Established businesses should embrace smart city-related innovation as they move to the “new economy.” SMEs can take advantage of Government funding to develop new products and services. This would also be a fantastic launching pad for them to enter Mainland Chinese and international markets, as they will have the successful example of helping Hong Kong become smarter as their testimonial.

香港在智慧城市調查中表現未如理想，部分原因在於意識不足。例如，有多少市民知道香港機場管理局使用人工智能來管理行李認領區的手推車？

然而，我們正急起直追，而香港的地理為我們提供了優勢。由於本港面積有限，我們整個城市正好充當「生活實驗室」。為此，我們需要在多個領域採取行動，包括發掘於早期已然應用或研發智慧科技者，鼓勵他們成為香港智慧城市發展的推動力。

我們還需要區議會的參與，確保市民樂於採用智慧方案來解

決實際問題。把全港細分成18個「智慧區」，亦有助創新者集中開發能夠令各區煥然一新的方案。

我們還應公布各項智慧措施的進展（或不足）。例如，目前已推出了70多項措施，但仍未見相關的進度報告。

政府應擔當領導和促成者的角色。作為領導，當局應讓市民對香港的智慧城市未來有所憧憬，因為這正是這類項目成功的關鍵。如果你上網搜尋「新加坡智慧城市」的影片，就會發現大量例子詳述獅城的計劃。

而作為促成者，政府應辨明和優先處理窒礙創新的痛點和瓶頸，並確保我們的教育制度能夠培育未來所需的人才。政府近年著重推行科學、科技、工程和數學（STEM）教育，是朝正確方向邁出的一步，惟政府也得訂立標準，以確保質素。

商界則可充當超級聯繫人和投資者的角色。香港是重要的世界貿易樞紐，我們已經與國際商企建立起聯繫。以5G為例：商界應宣揚我們的雄心，力求成為「首個5G就緒的英語城市」之一，並邀請環球企業為香港引進最新的產品和服務。

作為投資者，人人皆有機遇。隨著發展成熟的企業邁向「新經濟」，他們應勇於懷抱智慧城市相關的創新。中小企業可利用政府資金開發新產品和服務；對他們來說，協助香港推進智慧城市發展的成功經驗，亦大大有助他們進軍中國內地和國際市場。

to encourage and enable innovation. “Our CEO in Germany said that instead of just having one large boat, he wants to have speedboats.”

Siemens MindSphere does not invest in R&D, but rather uses the technology that is already available to develop solutions. To do this, it needs to collect and analyze data.

Hong Kong has been criticized because there has been a lack of big data available for technology companies and innovators to use. But Cheng said that the situation is changing and more information is now being made available.

Patrick Lee, Convenor of the Chamber’s Smart City Working Group and moderator of the seminar, noted that Hong Kong is now waking up to technology investment, including by family investors and private offices.

Such shifts in mindset recently, added to the Government’s renewed I&T drive, suggest that the ingredients are now coming together for Hong Kong to become a smarter city. 🌸



Albert Wong, Director,
Public Sector Consulting, PricewaterhouseCoopers
羅兵咸永道有限公司公共事務諮詢服務總監王君弼

Moving Forward on Our Smart City Journey

With new pilot schemes and initiatives, and the increasing availability of big data, Hong Kong is entering the next stage of smarter development, reports **Albert Wong**

Globally, governments, businesses, academics and citizens are increasingly recognising the role of innovation and technology (I&T) in enhancing all areas of urban life and addressing urban challenges. Hong Kong is no exception to this.

The journey of Hong Kong formally commenced in 2016 when the then Chief Executive shared an ambitious

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plan to transform Hong Kong into a Smart City during his policy address. This was followed by a strategic consultancy study. The Smart City Blueprint, based on the findings and recommendations of the consultancy study, was issued by the Government in December 2017.

Hong Kong's progress

The Smart City Blueprint has more than 70 initiatives covering six themes – Smart Mobility, Smart Living, Smart Environment, Smart People, Smart Government and Smart Economy. By far, Smart Mobility has the most initiatives at 23 in total. This is in alignment with international experience that mobility is one of the key urban challenges that most cities have to deal with.

Some key initiatives supporting the implementation of Smart City include:

- Launching the Common Spatial Data Infrastructure into full operation by the end of 2022 and releasing the high-quality 3D digital maps of the whole territory in phases, which facilitate sharing of geo-spatial data for organizations in the public and private sectors;
- Establishing a Smart Government Innovation Lab to facilitate collaboration between the industry and the public sector on I&T applications, and to complement the E&M InnoPortal led by the Electrical and Mechanical Services Department; and
- Formulating and publishing the Government's annual open data plans.

Citizens can expect to see some of these initiatives implemented within the next few years. In addition, the Government is preparing for three smart city infrastructure projects, including:

- Undertaking a pilot scheme on the Multi-functional Smart Lampposts, with an initial rollout of some 50 smart lampposts in Kowloon East for use before mid-2019;
- Providing an electronic identity (eID) for all Hong Kong residents, to facilitate them to use a single digital identity and authentication to conduct government and commercial transactions online; and
- Enhancing government cloud services and building a big data analytics platform.

Lessons learnt from overseas experience

Hong Kong is not alone in its journey to becoming a Smart City. Some lessons from overseas jurisdictions, which have gone through a similar development process, can be drawn as reference for Hong Kong:

- All leading cities will have to set their visions with a particular focus on being citizen-centric rather than technology-centric. It is the combination of an inno-

vative application of technology and service models and an ability to create an innovation ecosystem that will make a city smart (and innovative).

- An authoritative figure will act as a champion signifying the importance attached to the commitment to realisation of the desired future state for the city. A high-level agency will be set up to coordinate Smart City initiatives across a wide spectrum of stakeholders.
- There is no “one-size-fits-all” approach for Smart City development. This highlights the need for each city to cater to local circumstances. The local context drives the types (and mix) and implementation schedule of smart city initiatives.
- An appropriate regulatory framework facilitating Smart City development has to be in place. Examples include regulations related to data and privacy protection, cybersecurity, electronic transactions, e-procurement, open data and disclosure of public sector information.
- Digital infrastructure is a critical component and forms the “infrastructure backbone” of Smart City development.
- Open data should be made available to the public to foster innovation and drive economic growth.
- Cross-sector collaboration – the public sector, private sector, academic institutions and the general public – covering conceptualisation of ideas, R&D, feasibility analysis as well as construction, operations and maintenance of Smart City projects and services, is key for successful Smart City development.

In addition, there is a very important cultural factor underpinning effective Smart City implementation – which is the extent to which stakeholders can embrace failure and learn from it. A culture that seeks to condemn failure and avoid risks at all costs is unlikely to be innovative.

Trends and implementation considerations

Going forward, governments and stakeholders should take the following factors into account when charting the journey and milestones of their Smart City implementation:

- Accelerated pace – Governments have to keep pace with global Smart City development and trends in order to remain competitive for FDI and talent;
- Business case – Governments and businesses are looking for promising use cases and business models that present a clear path to financial sustainability;
- Coordination – Vision is just the start, delivery is the hard part. At present, Governments are facing challenges like too much choice and too many cooks. Cities need to have an effective mechanism to coordinate



Policy Objectives and Strategy

政策目標和策略

A smart city vision, strategies and initiatives, and relevant KPIs for assessing progress and improvements over time.

智慧城市願景、策略和措施，以及評估不同時期進度 and 改進情況的相關關鍵績效指標。



Development Plans

發展計劃

Initiatives/projects that underpin the smart city strategies and facilitate the achievement of policy objectives.

支持智慧城市策略和促進實現政策目標的措施/項目。

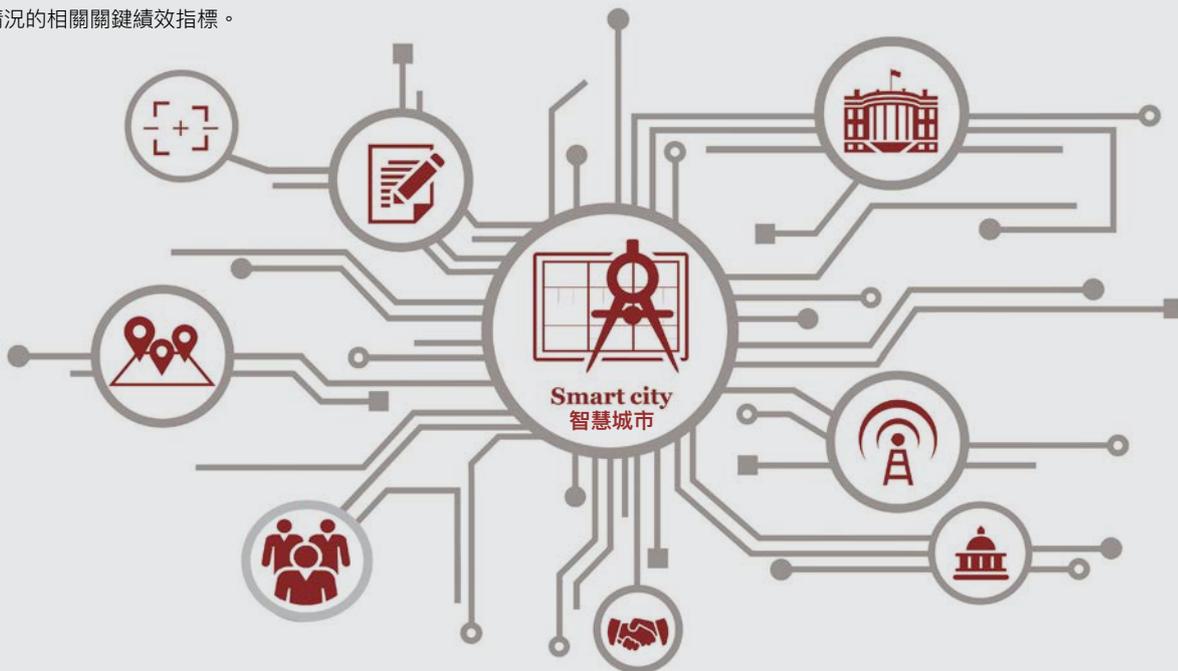


Continuous Innovation

持續創新

Adoption of an innovation framework that facilitates continuous innovations in a city to achieve economic growth and improve quality of living.

採用創新框架，促進城市持續創新，以實現經濟增長和改善生活質素。



Smart City Pilots

智慧城市試點

Pilot projects that can be used to demonstrate potential benefits of smart city implementation and feasibility of a city as a “living-lab”.

可用於展示智慧城市潛在優勢以及城市作為「生活實驗室」可行性的試點項目。



Public-Private Collaboration

公私營合作

A collaboration model for public sector, business, academic and citizens on smart city related areas.

制定公營部門、企業、學術界和市民在智慧城市相關領域的合作模式。

and govern the approach to and contents of Smart City implementation;

- Differentiation – Technologies are increasingly affordable (and commoditised) and cities can no longer compete on “hardware” alone. Cities have to look for ways to differentiate themselves and stand out from the crowd, implying a need for a holistic view of what a city can offer and its branding;
- Ecosystem – A vibrant and complete ecosystem is key to the development of I&T and, in particular, development and retention of talent; and
- Financing – Governments are finding ways to effectively leverage the financing capabilities of the private sector that help accelerate the implementation of multiple smart initiatives concurrently.

Opportunities for Hong Kong

The upsides for Hong Kong in becoming a Smart City are obvious. Benefits include the ability to address urban challenges, effective measures to ensure sustainable economic development, a platform to inspire continuous city innovation and the means to enhance Hong Kong’s attractiveness to FDI and talent.

There are two specific opportunities worth further discussion – Artificial Intelligence and being a Living Lab for the Greater Bay Area (GBA):

- AI – Benefitting from the advancement of computing power, storage capacity and data availability, AI is making inroads into our urban life – from customer acquisition, healthcare services, manufacturing, banking services and autonomous driving to public

3

Governance Arrangements**治理安排**

A robust governance structure and processes that facilitate effective collaboration and decision making with appropriate implementation agility for smart city initiatives/projects.

健全的治理結構和流程，促進有效合作和決策，並適當靈活地落實智慧城市措施/項目。

4

Digital Infrastructure**數碼基礎設施**

A digital framework including standards, interfaces (and cross-border protocols) and mechanisms to ensure information security and privacy and effective incident management.

數碼框架，涵蓋標準、界面（和跨境協議）及機制，確保資訊安全和私隱，以及有效的事故管理。

5

Legal Framework**法律框架**

An adaptive and agile legal framework and ecosystem that facilitate the implementation of a smart city.

靈活彈性的法律框架和生態系統，促進智慧城市的實踐。

services. In her 2018-19 Policy Address, Chief Executive Carrie Lam earmarked \$10 billion to support the establishment of two research clusters. This is a key initiative that will drive I&T competitiveness and underpin Smart City implementation.

According to research conducted by PwC, AI is a game changer that can transform the productivity and GDP potential of the global economy – a prize of US\$15.7 trillion of potential contribution to the global economy by 2030 from AI. This is predicated on having sufficient strategic investment in different types of AI technology as well as a conducive regulatory environment and (re) training programmes that help maximise the benefits from AI and mitigate the risks in terms of accountability and impacts on jobs and income inequality.

In addition to being one of the leading centres for AI research, Hong Kong could also leverage its reputation of high professional standards to assume an instrumental role in AI standard setting, testing and certification.

■ Living Lab – A city can leverage its city environment as a testing ground for new technologies. Hong Kong is well placed to serve as a “living lab” for showcasing use cases (and relevant data) of the application of I&T solutions to address urban challenges in the GBA (to extend the concept from a Smart City to a Smart GBA Region).

As a highly urbanised city, Hong Kong’s experience would be very relevant to start-ups and companies who are interested in developing algorithms and innovative services and products to serve urban cities. Through being a Living Lab, Hong Kong can demonstrate a variety of smart initiatives that:

- Aim to be citizen-centric and solve problems facing residents;
- Connect existing platforms and infrastructure to maximise value;
- Promote collaboration among the public sector, private sector and citizens;
- Ensure data is easily accessible for innovation and operation purposes, accounting for appropriate security and privacy measures; and
- Embed the spirit of innovative thinking into the design and operation of the city.

Conclusion

Smart City promises great opportunities for all relevant parties to co-create solutions that address urban challenges and improve the quality of life. The competition between global cities to become a leading Smart City will only become more intense. As innovative technology becomes a commodity, every city will likely have a similar set of “smart city hardware.” Therefore, Hong Kong will need to demonstrate its innovative capabilities through its ability to integrate I&T with urban life, a high quality of life for citizens and the completeness of the innovation ecosystem. This will also help position Hong Kong as the Living Lab for the GBA.

In order to materialise the full potential of Hong Kong as a Smart City, it is necessary to ensure all basic elements exist and are functioning smoothly together. These include an environment that grows, attracts and retains talent; an effective governance arrangement that monitors and reviews progress; an interoperable digital infrastructure to facilitate secured information sharing; a robust legal framework that strikes a balance between the need for innovation and interests of stakeholders; and a framework that enables continuous innovation and development of the ecosystem in Hong Kong. 🌸



香

港在智慧城市發展方面起步較慢，但在總商會4月2日的研討會上，一眾專家均認為發展工作已開始步入正軌。

畢馬威中國全球基礎設施建設業務亞太區主管Julian Vella說：「要趕上區內領先的科技城市，我們仍有漫長的路要走，但總算有所起步。」

Vella表示，香港政府自2017年12月公布《香港智慧城市藍圖》以來，已先後推出多項措施，包括快速支付系統（即「轉數快」）。

他補充：「另一個好消息是政府增加創新科技的撥款。」

譬如說，行政長官林鄭月娥表示希望把本地研發開支所佔的GDP比率倍升至1.5%。Vella認為這是可喜的消息，但與其他國家相比——例如南韓的相關比率約為4%，我們仍遠遠落後。

最近，畢馬威就智慧城市發展向香港、墨爾本、首爾、上海和新加坡這五個城市的市民進行了調查。Vella分享結果時解釋，智慧城市應著重市民的需要，故是次研究以居民為訪問對象。

他說：「智慧城市之旨不是一味追求高科技，而在於提升生活水平。」

具體結果方面，Vella指出香港「完善的交通基建在全球數一數二」，但有趣的是本港市民仍然十分關注交通議題。本地居民憂慮交通日益擠塞的問題，希望增建鐵路和港鐵路線。

為確保智慧城市持續發展，我們亦要培育「未來導向的勞動力」——也就是培訓更多STEM（科學、科技、工程和數學）畢業生，還要擺脫不願冒險的心態，讓創新意念得以蓬勃發展。

Vella續道：「應用科技之外，也要建立和推動創新文化，鼓勵人們勇於嘗試，不怕失敗。」

從本港初創企業持續上升可見，這方面的發展令人鼓舞，然而獲取資金依然是營商的一大障礙。

智慧城市需要惠及市民，因為市民是智慧城市發展的核心。Vella解釋，使用智能技術的市民愈多，市民就會愈積極採用這些科技。

他說：「這有助提升城市的『智慧』和運作暢順度。」例如，駕駛人士利用應用程式避開塞車同時，也是在舒緩擠塞情況。

Vella認為：「在智慧城市中，市民自身便是問題的解決方案。」

怡和旗下JOS集團董事總經理Mark Lunt表示，墨爾本及一些中國內地和歐洲城市在智慧城市之路上遙遙領先，但香港無需由零開始。

他說：「大部分的技術挑戰已然克服，所需的技術亦已準備就緒。要成功發展智慧城市，關鍵就在於人民。」

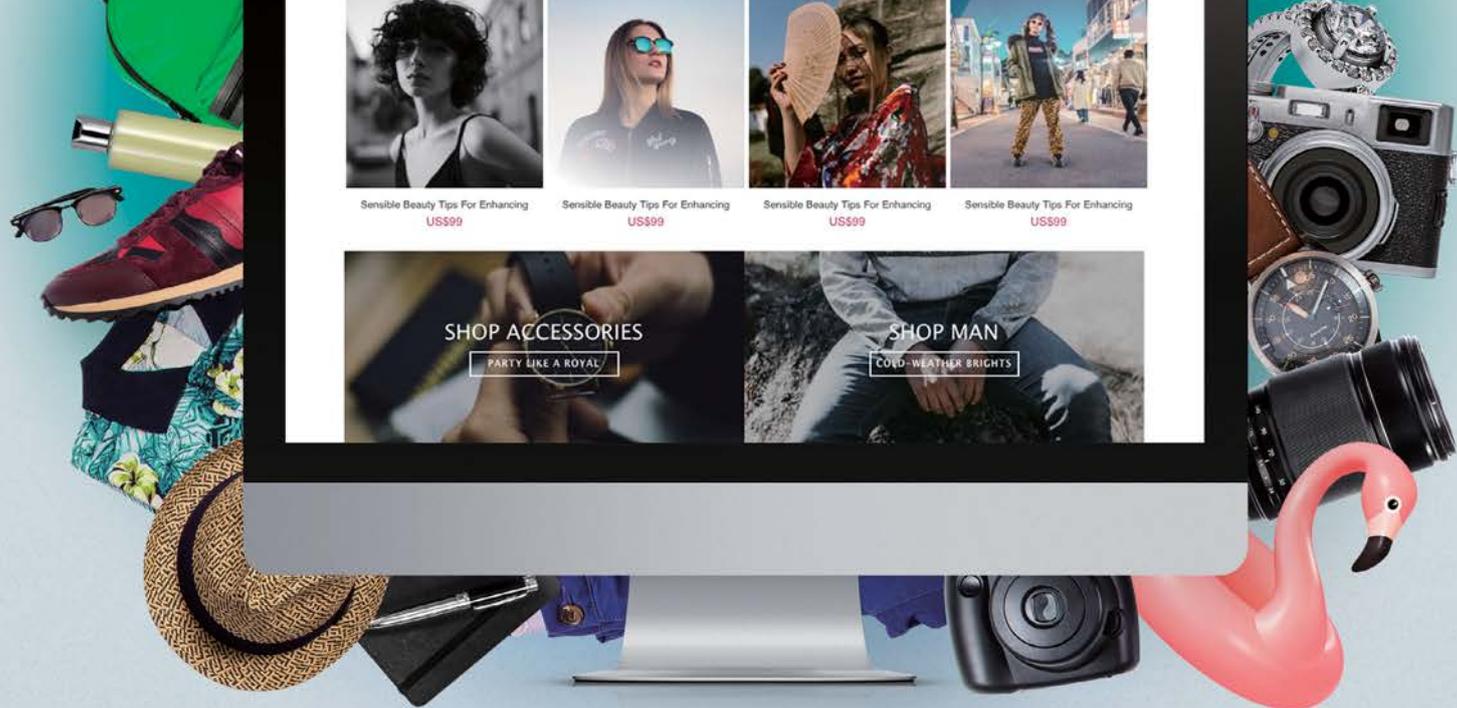
Lunt看好本港的智慧城市發展。觀乎初創企業的數目不斷增長，以及數碼港和科學園的活動日趨活躍，他說：「香港的發展趨勢非常樂觀。」

他憶述，這些項目最初備受質疑，並直言他八年前初到香港時，數碼港一片冷清。

他說：「今非昔比，過去短短數年間，園區變得好不熱鬧。」

他表示，政府與私營企業合作是成功的關鍵，亦指出JOS一直與港府維持合作關係。

為促進智慧城市發展，香港已推出一系列的先導計劃，如在觀塘裝設智慧燈柱和垃圾箱。不過，Connected City Alliance聯合創會主席吳國強在會上指出，除非在該區居住和上班，否則很多香港市民都對這些計劃一無所知。



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「有市民認為這些計劃的規模過小。」他認同較大型的項目可望發揮更大的影響力。

他補充：「以往，政府的先導計劃只集中於一兩條街道，日後應擴大到整個區域。」

他表示，智慧城市發展正由政府主導的2.0時代邁向以民為本的3.0時代。他亦認同，公私營合作是最好的發展模式。

要提升香港的智慧城市運作，吳國強提出了兩個問題：「如何令政府投放更多資源推動智慧城市發展？怎樣分配資源發展創新科技？」

儘管政府已在河套地區和數碼港等項目投入大量資金，但他認為當局還應在提升更廣泛的智慧城市基建方面多作投資。

西門子有限公司香港數碼中心主管鄭慶舒亦談到，自政府發表《香港智慧城市藍圖》以來，此項目已取得實質進展。

他說：「去年多是空談，今年則坐言起行。」例如，科學園已劃出專用車道，供無人駕駛車輛試行。

他解釋，西門子雖為一家龐大的跨國企業，但也開發了雲端操作系統MindSphere，專門鼓勵和推動創新。「我們德國的行政總裁說，與其只有一條大船，倒不如擁有多艘快艇。」

西門子MindSphere未有在研發方面進行投資，而是利用現有的科技來研發方案。為此，該公司需要收集和分析數據。

香港一直被批評缺乏大數據以供科技公司和創新企業使用，但鄭慶舒認為情況正在轉變，現在已有更多資料可供使用。

總商會智慧城市工作小組召集人及研討會主持李世賢指出，香港——包括家族投資者和私人企業——已醒覺到科技投資的重要性。

近年這種心態上的轉變，加上政府加強推進創科發展，都顯示我們已具備所需的元素，打造香港成為更智慧的城市。✿

邁向智慧城市 新里程

隨著新先導計劃和措施陸續推出，加上大數據日漸普及，香港正邁向更智慧發展的新階段 王君弼

世界各地的政府、企業、學術界和公眾都逐漸認識到創新科技（創科）在改善城市生活各個領域及應對城市挑戰方面的作用。香港也不例外。

香港的智慧城市旅程於2016年正式展開。當時的行政長官在《施政報告》中分享了一項宏圖大計，銳意把香港轉型為智慧城市。隨後，香港進行了戰略顧問研究。政府於2017年12月根據顧問研究的結果和建議，發表了《香港智慧城市藍圖》。

香港的進展

智慧城市藍圖有70多項智慧城市計劃，涵蓋六個主題——智慧出行、智慧生活、智慧環境、智慧市民、智慧政府及智慧經濟。到目前為止，以智慧出行的措施最多，共23項。這符合國際經驗，即出行是大多數城市必須應對的主要挑戰之一。

其中，支持智慧城市的一些關鍵措施包括：

- 2022年年底前推出功能齊全的「空間數據共用平台」，並分階段推出高質素的全港三維數碼地圖，為公私營機構提供更多的共用地理空間資料；



Clube Ng,
Founding
Co-Chairman,
Connected City
Alliance
吳國強
Connected City
Alliance
聯合創會主席

Expert View: Developing a Clear Vision 專家之見：制定清晰願景

If we look at the various smart city rankings, we have to admit that Hong Kong is a little bit behind its main rivals. In the Cities in Motion Index, for example, Hong Kong was ranked ninth, behind Singapore's sixth place. However, different surveys have their own dimensions, and Hong Kong ranks highly in certain areas such the number of wireless access points, social media users and mobile phones per capita.

Hong Kong is an international finance and trading centre and has quickly adopted advanced technology in the past. However, in the era of 5G and the new economy, many global cities are focusing on how they can better incorporate innovative technology – including Internet of Things, big data, cloud computing, AI and blockchain – to enhance the quality and performance of urban services.

No-one can deny that technology such as smartphones and social media sites like Facebook have changed how we live. These are also a fundamental part of city development

as a means to make urban living more efficient. For example, online check in and facilities to remotely track baggage when flying not only saves time, but makes travellers less concerned about losing their baggage.

Hong Kong has well established digital infrastructure and I believe we can catch up to become a leading global smart city. However, the competition from nearby cities is high. We need to use a more innovative mindset to develop a clear vision of what type of smart city Hong Kong wants to become, and how we can achieve this goal.

The Smart City Blueprint includes over 70 initiatives, some of which have already been put into practice. As the pilot district for Hong Kong's smart city development, Energizing Kowloon East Office completed eight initiatives.

Looking to the future, Hong Kong needs to think more creatively about how to streamline the road map for smart city development. While looking at the top-ranked smart cities globally – such as Copenhagen, Helsinki and New

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- 建立「智慧政府創新實驗室」，以促進行業與公營部門在創科應用方面的合作，並補充機電工程署主導的網上創科協作平台「E&M InnoPortal」；以及
- 制定和公布政府的年度開放數據計劃。預計市民可在未來數年看到部分措施得到實施。另外，政府正在準備三個智慧城市基礎設施專案，包括：
 - 推行多功能智慧燈柱試驗計劃，在2019年年中前，在東九龍初步安裝約50支智慧燈柱；
 - 為所有香港居民提供數碼個人身分（eID），方便市民以單一數碼身分在網上進行政府和商業交易；以及
 - 加強政府雲端服務，並建立大數據分析平台。

借鑒海外經驗

在成為智慧城市的征程中，香港並不孤單。香港可參考一些曾經歷類似發展過程的海外國家的經驗：

- 所有領先的城市都必須訂立自己的願景，以民為本，而非以技術為本。當技術和服務模式的創新應用與創新生態系統結合，城市就會變得更智慧（和創新）。
- 一位權威人士將擔當擁護者的角色，表明對實現城市未來理想狀態的承諾之重視。城市也要設立一個高級別機構，協調廣泛持份者的智慧城市行動。
- 智慧城市發展沒有一個通用的方案。這凸顯每個城市都要配合自身發展的需要，從而推動適當類型（和組合）的智慧城市措施和實施時間表。
- 必須建立適當的規管框架，促進智慧城市的發展。這方面的例子包括與資料和私隱保護、網絡安全、電子交易、電子採購、開放數據和公共部門資訊披露有關的條例。

- 數碼基礎設施是重要的組成部分，亦是智慧城市發展的「基礎設施支柱」。
- 應向公眾提供開放數據，以促進創新和推動經濟增長。
- 跨部門合作——包括公營部門、私人界別、學術機構和社會大眾在內的持份者——涵蓋構想概念化、研發、可行性分析及智慧城市項目和服務的建設、運營和維修，是智慧城市成功發展的關鍵。

此外，還有一個非常重要的文化因素支撐著智慧城市的發展，也就是持份者能夠在多大程度上接受失敗並從中學習。害怕失敗、不敢冒險的文化，都難以成功創新。

趨勢和實施方面的考慮

展望未來，政府和持份者在規劃智慧城市發展的征程和里程碑時，應考慮以下因素：



York – we also need to look at our weak spots. For instance, our scores in programmes to encourage private sector involvement, and people-first design, are low.

The Government should have a more open mindset to encourage more cooperation with the private sector and strengthen partnerships with overseas countries. This would facilitate more co-design, co-development and co-implementation, and help nourish a real smart city ecosystem for Hong Kong.

從智慧城市的排名來看，我們不得不承認，香港的確稍為落後於其主要競爭對手。以「全球城市運轉指數」為例，香港排名第九，落後於新加坡的第六位。然而，不同調查各有著眼點，而香港則在某些領域的排名甚高，例如無線上網點的數目、社交媒體用戶人數和流動電話人均擁有率。

香港作為國際金融和貿易中心，過去已迅速採用先進科技。不過，在5G和新經濟時代，許多全球城市正集中探索如何好好結合創新科技，包括物聯網、大數據、雲端運算、人工智能和區塊鏈，以提高城市服務的質素和表現。

無人可以否認，智能手機和社交媒體網站如Facebook等科技改變了我們的生活方式。這些轉變也是城市發展的根本部分，令城市生活變得更有效率。例如，網上辦理登機手續及在飛行時遙距追蹤行李的設施不僅省時，還可令旅客倍感放心，無需擔心遺失行李。

香港擁有完善的數碼基礎設施，我相信我們可迎頭趕上，成為領先的全球智慧城市。不過，鄰近城市的競爭十分激烈。我們要以更創新的思維方式，為香港制定清晰的智慧城市願景，並探討如何實現這一目標。

《香港智慧城市藍圖》包括70多項措施，其中部分已付諸實踐。起動九龍東辦事處作為香港智慧城市發展的試驗區，已推出八項措施。

展望未來，香港需加倍發揮創意，思考如何簡化智慧城市發展的路線圖。向全球名列前茅的智慧城市如哥本哈根、赫爾辛基和紐約借鏡的同時，我們也得審視自身的弱點。例如，在鼓勵商界參與和以人為本的設計方面，我們的得分較低。

政府應以更開放的態度，鼓勵與私營機構加強合作，並促進與海外國家的夥伴關係。這將推動更多共同設計、共同開發和共同實施，並有助香港建立真正的智慧城市生態系統。



香港的機遇

成為智慧城市的好處顯而易見，包括令香港具備應對城市挑戰的能力、有效確保經濟可持續發展的措施、激勵城市持續創新的平台，以及提高香港對外來直接投資和人才吸引力的手段。

當中有兩個具體的機會值得進一步討論——人工智能和作為大灣區的生活實驗室：

■ 人工智能——受惠於計算能力、存儲容量和資料可用性的提升，人工智能正進入我們的城市生活：從獲取客戶、醫療服務、產品製造、銀行服務、自動駕駛以至公共服務。行政長官林鄭月娥在其2018–19年度的《施政報告》中，預留100億元建設兩個科技創新平台，為推動創科競爭力和支持智慧城市實踐的關鍵舉措之一。

根據羅兵咸永道進行的研究，人工智能將可改變全球經濟生產力和國內生產總值潛力。到2030年，預計人工智能對全球經濟的潛在貢獻為15.7萬億美元。這取決於對不同類型的人工智能技術進行充分的戰略投資，以及一個有利的規管環境和（再）培訓方案，從而發揮人工智能的最大效益，降低問責方面的風險，以及減輕對就業和收入不平等的影響。

香港除了是領先的人工智能研究中心之一，還可以憑藉其高專業標準的聲譽，在人工智能標準制定、測試和認證方面發揮重要作用。

■ 生活實驗室——城市可利用其城市環境作為新技術的試驗場。香港完全有能力作為一個「生活實驗室」，通過展示創科方案的應用案例（和相關資料），協助應對粵港澳大灣區（大灣區）的城市挑戰，從而把智慧城市的概念擴大到智慧大灣區。

作為一個高度城市化的城市，香港的經驗將對有意開發演算法和創新服務 / 產品來服務城市的初創公司和企業大有帮助。作為一個生活實驗室，香港可展示以下多種智慧措施：

- 以民為本，解決市民面臨的問題；
- 連接現有平台和基礎設施，實現最大價值；
- 促進公營部門、私人界別與民間的合作；
- 確保能夠方便地獲取資料，支援創新和運營的目標，並考慮適當的安全和私隱措施；以及
- 把創新思維的精神融入城市的設計和運營。

結論

智慧城市為各方提供了重大的機會，共同創造應對城市挑戰和提高生活質素的方案。全球城市角逐成為領先智慧城市的競爭只會更趨激烈。隨著創新技術商品化，每個城市都可能有一套類似的「智慧城市硬件」。因此，香港要通過把創科與城市生活融合的能力、市民的高生活質素和創新生態系統的完整性，展示其創新能力。這也將有助把香港定位為大灣區的生活實驗室。

香港要充分發揮作為智慧城市的潛力，就必須具備所有的基本要素，並確保它們配合得當、運作暢順。這些要素包括培養、吸引和留住人才的環境；有效的治理安排，以監測和審視進展；可交互操作的數碼基礎設施，以促進安全的資訊共用；健全的法律框架，以平衡創新需求與持份者利益；以及一個能夠推動香港生態系統持續創新和發展的架構。✿

- 加快步伐——各國政府必須跟上全球在發展智慧城市方面的步伐和趨勢，以保持對外來直接投資和人才的競爭力；
- 商業案例——政府和企業正在尋找可行的案例和商業模式，為實現財務可持續性提供一條明確的道路；
- 協調——願景只是起點，實踐才是最艱難的部分。目前，各國政府面臨選擇太多、意見太多等挑戰。城市要有一個有效的機制來協調和管理智慧城市的實施方法和內容；
- 區別——技術日趨普及（而且商品化），城市不能再單靠「硬件」競爭。城市必須尋找區別自己的方法，突圍而出。這意味著要對一個城市所提供的體驗及其品牌有一個整全的看法；
- 生態系統——一個充滿活力和完整的生態系統，是發展創科——特別是培育和留住人才——的關鍵；以及
- 融資——政府正尋找有效利用私人界別融資的方法，希望有助加快實施多項智慧措施。



Wilson Chong is the Chamber's Senior Economist.
He can be reached at wilson@chamber.org.hk
總商會高級經濟師莊仕杰，電郵：wilson@chamber.org.hk

Trapped in Low Inflation?

Many advanced economies are struggling to meet their targets amid economic structural changes

Last month, when U.S. President Donald Trump urged the Federal Reserve to cut interest rates, he said “there’s no inflation.” We don’t need a fact-checker to tell us that inflation in the U.S. isn’t non-existent. However, it is true that the current tepid level of inflation does not meet many economists’ expectations, against the backdrop that the U.S. economy is growing continuously with a tight labour market.

The Fed’s preferred measure of inflation, the Personal Consumption Expenditure (PCE) Price Index rose 1.5% in March 2019 from a year earlier; the closely followed “core” inflation rate, which strips out volatile food and energy prices, fell to 1.6% in March from 1.7% in February.

As for the eurozone, core inflation fell to 0.8% in March, its lowest level in two years, from 1% in February.

Right after the global financial crisis in 2008, major central banks such as the Fed and the European Central Bank (ECB) reduced interest rates to ultra-low levels, and even to negative territory for the Bank of Japan (BOJ). As interest rates were already so low, they did something unconventional – printing money to buy assets in the financial market directly on a massive scale, in an attempt to lower borrowing costs and eventually boost economic growth by encouraging more consumption and business investment. The stimulus was expected to bring inflation from negative or very low levels back to “targets.”

The Fed considers a 2% inflation most consistent over the longer run with its statutory mandate, while the ECB aims to maintain inflation rates below, but close to, 2% over the medium term. The BOJ set the “price stability target” at 2% in January 2013, and has made a commitment to achieving this target at the earliest possible time. Meanwhile, China set its consumer inflation target at “around 3%” during the annual parliamentary session in March this year.

In any case, a stable, not too high and not too low inflation seems to be considered essential to healthy eco-



omic growth by most policymakers, as it incentivizes people to buy sooner, thereby stimulating the economy as a whole. Employees should love it too – when inflation increases, wage growth tends to follow.

Inflation is also welcomed and desperately wanted by many debt-ridden governments and borrowers following the financial crisis, because it has an effect of reducing the real value of the debts that need to be repaid. On the other hand, if prices are falling, consumers will delay making major purchases as long as possible. That means less economic activity.

Very low inflation is not desirable and is typically associated with weakness in the economy. It generally leads to low settings of interest rates by central banks, thereby providing less room to ease monetary policies to cope with the next economic downturn.

In the aftermath of the financial crisis, the Fed reduced the Federal Funds Rate from 5.25% in September 2007 to almost zero in December 2008. With the current target rates set at 2.25-2.5%, the Fed has less room to manoeuvre, if the lower bound is zero.



In this context, it is worrisome to see that many advanced economies are apparently being trapped in a low-inflation environment and struggling to meet their inflation targets on a consistent basis, despite the trillions of dollars pumped into the financial market by their central banks over the past decade.

Central banks may easily lose their credibility built over the years if people are not convinced that the price levels can reach the target. In a press conference on 20 March, Fed Chairman Jerome Powell stated that low inflation is “one of the major challenges of our time.”

Take the U.S. as an example. Tight labour markets and low unemployment rates have historically translated into higher inflation. This is what the Phillips Curve tells us – inflation and unemployment have an inverse relationship. However, this relationship may now have broken, or at least weakened. With the U.S. unemployment rate hovering near a 50-year low at 3.8% in March 2019, inflation remains relatively modest.

Fifty years ago when the unemployment rate was as low as the current level, PCE inflation was around 4.5%.

The recent inversion of the yield curve, albeit temporary, suggests that markets are anticipating subdued inflation in the years ahead.

I suspect one important explanation for the low inflation observed in many advanced economies is the structural shift in the economy. A more connected world and a globalized market have given consumers more choice and transparency on prices than decades ago.

The rise of e-commerce and online shopping are likely to have a disinflationary effect as shops, both bricks-and-mortar and online, need to lower margins in order to compete with both domestic and foreign market players. Online retailers are also able to lower prices more readily as they can save costs by not running physical stores.

Back to the case of the U.S., the “Amazon effect” cannot explain the full picture of the persistently low inflation. Other possible reasons are the emergence of the “sharing economy” which utilizes goods and services that are otherwise idle, and that the labour market might not be as strong as it appears to be.

Should inflation in the U.S. remains below target consistently, the Fed would maintain interest rates at the current level for a longer time. It has already signalled that there would be no rate hikes for the rest of 2019 and decided to stop the unwinding of its balance sheet in September. The Fed is not alone, as the ECB is likely to delay its interest rate hikes as well.

This inevitably limits room for many advanced economies to ease monetary policies to fight the next downturn, and their governments would instead need to rely more on fiscal stimulus. However, this will not be easy due to the accumulation of public debts in many countries (*Figure 1*).

Hong Kong’s policymakers should spend and use its fiscal reserves more wisely to prepare for the rainy days. Technological changes and structural shifts in the global economy may have altered some economic relationships that were empirically proven in the past. There are more views that the traditional measures of GDP and inflation are no longer sufficient to reflect the true state of the economy. Accordingly, officials in Tamar may need to revise their old recipe to deal with economic and social problems in the future. ❀

低通脹困局？

隨著經濟出現結構性轉變，如何達到通脹目標是許多先進經濟體的難題

上月，美國總統特朗普敦促聯儲局減息，並指現時已「沒有通脹」。當然，我們不需細查也知道美國並非沒有通脹；只是在當地經濟持續增長，且勞動市場緊絀的背景下，現時不愠不火的通脹幅度確實未達至許多經濟學家的預期。

聯儲局衡量通脹的常用指標——個人消費支出價格指數——在2019年3月按年上升1.5%；而受密切關注、剔除價格波動較大的食品及能源項目後的「核心」通脹率，則由2月的1.7%降至3月的1.6%。

歐元區方面，核心通脹率由2月的1%下跌至3月的0.8%，創兩年新低。

2008年全球金融危機爆發後，主要央行如聯儲局和歐洲中央銀行（歐洲央行）隨即把利率降至超低水平，而日本央行甚至推出負利率政策。由於利率早已被降至極低，故各大

渴望通脹，以求減低需償還債項的實際價值。反之，如果物價下跌，消費者會盡量延遲重要採購，導致經濟活動減少。

過低的通脹既不可取，也是經濟疲弱的典型跡象。一般而言，它會促使央行調低利率，變相縮減了放寬貨幣政策以應對經濟下行的空間。

金融危機爆發之後，聯儲局把聯邦基金利率由2007年9月的5.25%，下調至2008年12月的近乎零水平。觀乎當前目標利率定於2.25%至2.5%，倘利率下限為零，聯儲局的操作空間將較小。

有見及此，看到很多先進經濟體的央行即使在過去十年把數以萬億的資金投進金融市場，卻依舊被困於低通脹環境，且仍不斷苦苦掙扎，力求達到通脹目標，情況確實令人擔憂。

假如民眾不相信物價可達目標水平，央行多年來建立的信譽隨時失諸一卒。在3月20日的記者會中，聯儲局主席鮑威爾表示低通脹是「這個時代其中一項重大挑戰」。

以美國為例，緊絀的勞動市場和低失業率過往會轉化為較高通脹。正如菲利普斯曲線（Phillips curve）所示——通脹與失業率呈逆向關係。然而，這種關係如今或已失效，或至少已經減弱。當美國失業率在2019年3月徘徊於近50年低位的3.8%，通脹仍相對溫和。

50年前，當失業率低如現今水平，個人消費支出通脹率在4.5%左右。再者，近期收益率曲線出現倒掛，儘管為時短暫，亦可見市場預期未來數年通脹低迷。

我認為許多先進經濟體陷入低通脹困局的一個重要原因，是經濟結構轉變。隨著世界各地聯繫加深，市場全球化，消費者相對數十年前有更多選擇，貨品價格也更加透明。

電子商貿與網上購物的興起，或造成反通脹效應，因為不論實體還是網上商店也需降低利潤率，以保持競爭力，應對海內外市場對手的挑戰。網上零售商因無需經營實體店而得以節省成本，也就能更易調低商品價格。

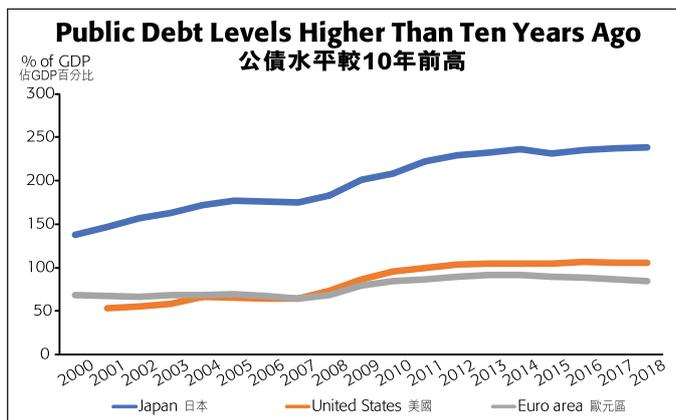
就美國而言，「亞馬遜效應」未能完全解釋持續低通脹的情況。其他原因可能關乎「共享經濟」冒起，令原先閒置的商品及服務能夠重新利用，又或是勞動市場強勁只是虛有其表。

若然美國通脹持續低於目標，聯儲局將維持目前利率水平一段較長時間。局方早前已暗示在2019年內都不會加息，並決定於9月停止縮表。不止聯儲局，歐洲央行亦可能延遲加息。

如此一來，難免局限了很多先進經濟體在應對經濟下行時運用寬鬆貨幣政策的空間，使當地政府需要更依賴財政措施刺激經濟。然而，鑒於多個國家都面對公債累積的問題，此舉也殊不容易（圖一）。

香港的政策制定者應更精明善用財政儲備，未雨綢繆。科技發展和全球經濟的結構轉變，或已改變了過往經實證的經濟關係定律。愈來愈多意見認為，衡量GDP及通脹的傳統指標，已不足以反映經濟實況。制宜需因時，本港官員也許亦要改良政策藥方，以應對未來的經濟和社會挑戰。✿

Figure 1 圖一



Source: IMF 資料來源：國際貨幣基金組織

央行紛紛採取非常手段——印鈔並直接從金融市場大手購入資產，以圖降低借貸成本，從而鼓勵消費及商業投資，振興經濟。該刺激措施被視為可令通脹率從負或極低水平重返「目標」水平的藥方。

聯儲局認為把長遠目標通脹率定為2%，最能符合其法定職責；歐洲央行的中期目標通脹率則維持在略低於2%的水平。日本央行亦在2013年1月把「物價穩定目標」定為2%，並承諾儘早達成。與此同時，中國在本年3月的全國人大會議上公布其居民消費通脹目標為「3%左右」。

無論如何，對大多數政策制定者而言，穩定適度的通脹是經濟健康增長的關鍵，這是因為它能鼓勵民眾提前消費，繼而刺激整體經濟。通脹也理應甚得僱員歡心：因為通脹上升，工資亦傾向跟隨升勢。

金融危機過後，不少債台高築的國家和借款人都歡迎甚至

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Time to Cool Off on Regulation?

Proposal to introduce a cooling-off period for beauty and fitness centre contracts is unnecessary and could unfairly damage honest businesses

It's a fundamental legal principle that contracts which are freely entered into are legally binding and enforceable – the so-called sanctity of contract. The commercial world – and the world generally – could not operate without this principle.

Can you imagine the consequences if businesses and individuals could walk away from the contracts they had entered into, without any adverse consequences? The result would be chaos.

However, in a recent consultation paper (CP), the Government is proposing to break from the principle of sanctity of contract in the case of contracts with beauty and fitness centres. It proposes to give customers a statutory right to cancel their contracts with these centres (in form of a mandatory “cooling-off” period), without needing to give any reasons or having suffered any adverse consequences.

And this proposal is not just relevant to beauty and fitness centres. The Government is suggesting that a “relatively simple arrangement” could be included in the legislation to extend the compulsory cooling-off period to other sectors.

Cooling-off periods are not a new concept in Hong Kong – they apply to certain insurance and telecommunications contracts, for example. But these exist under industry-specific, non-binding codes of practice. In other words, they are essentially recommendations, not legal obligations.

The difference this time is that they would be imposed as a matter of law. That is, they would be compulsory. And with the “relatively simple arrangement” the Government is suggesting, this could easily be extended to other sectors.

The Government's main justification for this proposal is the high proportion of customer complaints received by the authorities that relate to beauty and fitness services, in particular concerning unscrupulous sales tactics. But it was precisely to counter such tactics – by businesses generally, not just in certain sectors – that the Trade Descriptions Ordinance (TDO) was strengthened back in 2012.

One of the new criminal offences that was introduced is “aggressive commercial practices,” the definition of which is more than wide enough to catch the practices that Government appears to be concerned about.



The Government argues that compulsory cooling-off periods would provide an added deterrent to engaging in such practices. But it is difficult to see what could be a greater deterrent than serving jail time or paying a substantial financial penalty for treating customers badly, which the current legislation currently provides for.

Another Government argument is that many consumers who encounter aggressive commercial practices just want to get their money back, and do not wish to get involved in criminal investigation procedures. But there seems to be nothing in the TDO to stop the Customs and Excise Department (C&ED) – the main enforcer of the TDO – from requiring a trader which is suspected of having broken the law to reimburse the customer and cancel the contract, as an alternative (or in addition) to prosecution.

This is a fair balance between the interests of the consumer and trader respectively. In contrast, a statutory right for the customer to “walk away” from the contract, *without any need to show that the business has done anything wrong*, seems to tilt the balance unfairly in favour of customers who have simply changed their mind, made the wrong decision, or haven't read the contract properly, through no fault of the business concerned.

冷靜期立法建議宜再「冷靜」審視？

為美容和健身中心合約設立冷靜期的建議並沒必要，而且會對殷實的商戶造成不公平的損害



While it is difficult to see the benefits of this proposal, it is easier to see the costs and other downsides. Some of these are recognised by the Government itself, in the CP:

- It makes business planning very difficult if businesses cannot estimate their prospective cash flows because they cannot predict how many customers are going to cancel their contracts. This is a particular concern for SMEs, which form the vast majority of businesses in Hong Kong. As the CP itself states “it may affect the operational efficiency of businesses or hinder their reasonable business operations.”
- It may encourage consumers to sign contracts without reading them properly. As the CP itself states “consumers may be less cautious than in making purchasing decisions.”
- It infringes the essential principle of “sanctity [or freedom] of contract.” As the CP itself states: “A requirement on cooling-off period cuts into the substance of contracts. Based on the fundamental principle of the freedom of contract, both contracting parties should enjoy the freedom to determine the terms and conditions of a contract. Providing consumers with a statutory right to cancel contracts unilaterally is, to an extent, an interference into the terms of contracts.”

- It would affect innocent businesses as well as those engaging in unscrupulous behavior, and is therefore unfair, and too blunt as an instrument to deal with such conduct.
- It would lead to arbitrary and unfair treatment, and stunt business growth to the detriment of consumers. For example, a ballet school with no exercise equipment would fall outside the definition of a “fitness centre.” But if it wished to invest in an exercise bike to help students, it would be caught by the mandatory cooling-off requirement. Equally, a business providing massage services would not be caught by the legislation, but if it wished to extend its services to nail treatment or hair removal services, it would be caught. The disincentives to business growth and market competition, and the consequent harm to consumers, are clear.

Instead of proceeding with this proposal, and imposing these harms for no apparent reward, the Government could achieve its objectives of tackling unscrupulous sales tactics in a number of other ways:

- Continued enforcement of the TDO. Successful prosecutions of offenders, with the publicity that this would generate, would act as a natural deterrent to engaging in unscrupulous practices. If, as the Government states in the CP, beauty and fitness services are its primary current concern, we note for example that, only very recently, C&ED announced that 14 persons had been arrested on suspicion of having engaged in aggressive commercial practices in the course of selling fitness services.
- As noted above, giving businesses suspected of having engaged in aggressive commercial practices the opportunity, in appropriate cases, of reimbursing the customer and cancelling the contract.
- Continuing outreach efforts by C&ED to businesses, in the form of education and training, to promote the importance of compliance.

These measures would promote the Government’s objective of curbing unscrupulous sales tactics more effectively than a statutory cooling-off period, which would unfairly apply to honest traders, not just guilty ones. ✿

根據基本的法律原則，經雙方自由協議而訂立的合約具有法律約束力，並可強制執行——所謂的合約神聖本質。商業世界以至普遍社會若不嚴守這個原則，便無法運作。

假如企業和個人可退出他們所訂立的合約，而無須承擔任何不良後果，結果會是怎樣？答案是一片混亂。

然而，政府最近發表了一份諮詢文件（文件），提出美容和健身服務合約可獲豁免遵守合約神聖本質的原則，並建議於法例賦權顧客取消與這些商戶訂立的合約（以法定「冷靜」期的形式），而無須提供任何原因或承擔任何不良後果。

這項建議不僅涉及美容和健身中心。政府提出在法例中可以引入一個「比較簡易的方法」，以擴大強制冷靜期的適用範圍至其他行業。

冷靜期在香港不是嶄新概念——例如某些保險和電訊合約已引入冷靜期。然而，冷靜期實為特定行業實務守則下的措施，並不具約束力。換言之，它們本質上只是建議，而非法律義務。

這次的分別在於冷靜期將會寫入法律，必須強制執行。政府建議採用的「比較簡易的方法」一旦落實，冷靜期的適用範圍便可輕易延伸至其他行業。

政府提出這項建議的主要理由，是有關當局收到頗多與美容和健身服務相關的顧客投訴，尤其涉及不良營商手法。事實上，《商品說明條例》（條例）於2012年經過修訂，正是為了打擊這類手法，而當時對象是普遍商戶，而非只針對若干行業。

其中一項新增的刑事罪行是「具威嚇性的營業行為」，其定義之廣早已足夠涵蓋政府著力打擊的營商手法有餘。

政府辯稱，強制冷靜期可加強阻嚇力，減少商戶採用這類營銷手法。不過根據現行法例，待客不周已經可被判處入獄或巨額罰款，故不見得有甚麼比這些刑罰更具阻嚇作用。

政府提出的另一論點是，大部分遭遇具威嚇性營業行為的消費者只一心希望獲得退款，而不願參與刑事調查程序。然而，條例似乎沒有任何規定，阻礙香港海關（海關）——條例的主要執法機關——要求涉嫌觸犯法例的商戶向顧客退款和取消合約，以取代檢控（或與檢控雙管齊下）。

這是消費者與商戶權益之間的適當平衡。反之，立法賦權顧客退出合約，而無需證明商戶曾作不當行為，似乎會令天秤不正地傾向有利顧客的一方，而顧客取消合約可能純粹是因為改變主意、決定錯誤，或未有細閱合約內容，並非出於商戶的過失。

這項建議的好處著實難以看出，其成本和其他弊端卻顯而易見。政府本身亦在文件中承認建議：

■ 會令企業難以作出商業規劃，因為它們無法預測將有多少顧客取消合約，故未能估計未來的現金流。這是中小企——本港絕大多數企業——尤其關注的問題。正如文件所述：「（此舉）或會影響企業營運效率或窒礙它們以合情合理的方法營運。」

■ 或會鼓勵消費者在未有詳閱合約內容的情況下簽約。文件指出：「消費者可能於作交易決定時有欠謹慎。」

■ 違反了「合約神聖本質」[或自由締結合約]的基本原則。正如文件訂明：「冷靜期的規定涉及合約的內容。根據自由締結合約的基本原則，合約雙方享有決定合約內容的自由。於法例賦權消費者單方面取消合約，某程度上是干預合約條款。」

■ 會影響作出不良行為的企業之餘，還會殃及無辜的商戶，做法並不公平，而作為打擊這類行為的手段，也過於笨拙。

■ 會導致任意和不公平的待遇，並窒礙業務增長，不利消費者。例如，一間沒有配置任何健身器材的芭蕾舞學校，並不屬「健身中心」的定義範圍；但假如學校希望為學生添置一部健身單車以供訓練之用，則將落入法定冷靜期的限制範圍。同樣，一家提供按摩服務的公司無須受法例規管，但倘若其擴展服務至涵蓋修甲或脫毛服務，則須履行規定。顯然，此舉會妨礙業務增長和市場競爭，最終對消費者造成損害。

要達到打擊不良營商手法的目標，政府與其為了未見的好處而推進這項建議，對市場產生不良影響，倒不如採取以下方式：

■ 繼續執行條例。成功檢控罪犯可起宣傳作用，自然有助阻嚇商戶作出不當行為。倘若政府在文件所言，美容和健身服務乃當前的主要關注所在，我們可見最近海關便成功拘捕了14名涉嫌以具威嚇性營業行為銷售健身服務的人士。

■ 如上所述，在適當的情況下，給予涉嫌作出具威嚇性營業行為的商戶向顧客退款和取消合約的機會。

■ 海關應持續透過教育和培訓工作，向企業推廣遵法守規的重要性。

此等措施將可更有效地促成政府達到遏止不良營商手法的目標，反之，設立法定冷靜期並不止於針對違規的營業行為，更會對殷實商戶造成負面影響，有欠公平。✿

勞工處 Labour Department

強制 投保勞保屬 勞資受益勿違例

Employers must take out Employees' Compensation Insurance for their employees

勞保

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

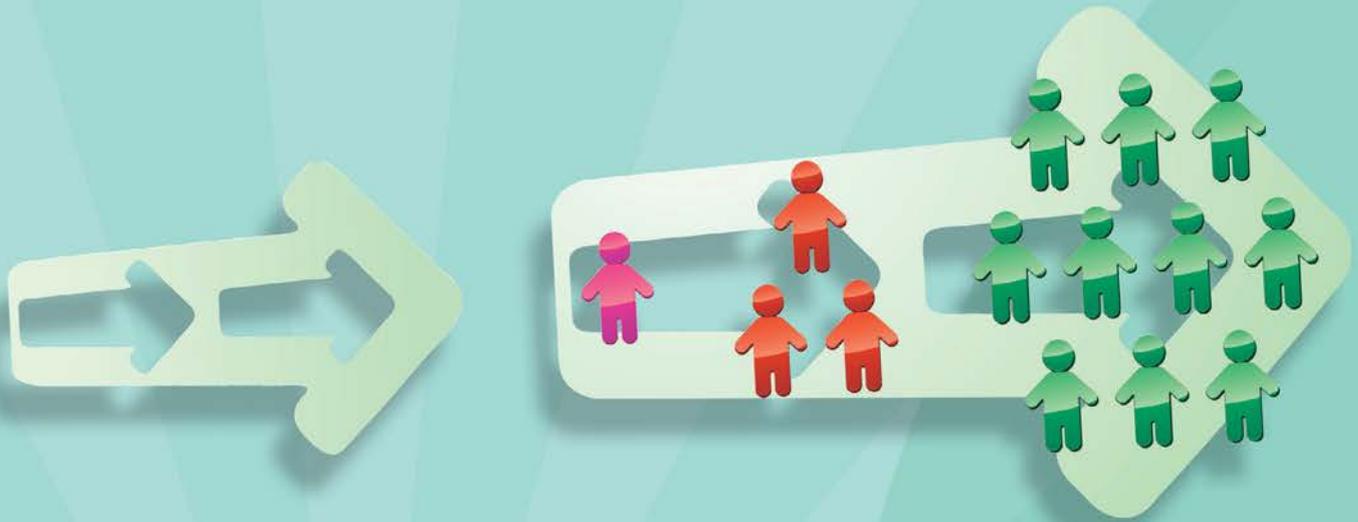
僱員如懷疑僱主未有投購工傷保險，可向勞工處舉報，電話：2815 2200

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

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

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📞 Enquiries 查詢：2823-1236

✉ Email 電郵：membership@chamber.org.hk

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

Korean and Green

From major cardboard sculptures to toys that encourage recycling, sustainability is at the heart of Korean Corner, reports Chamber staff writer **Kari Yu**

A few years ago, Dr Kelvin Chan went on a business trip to South Korea. He was so inspired that he called his wife and told her that he wanted to start a B2B company focusing on Korean consumer products. Things moved quickly, and Chan founded the brand Korean Corner and GREEN Project in 2015.

“I did not have any capital or connections when I decide to do imports and exports of Korean products as a B2B business,” Chan said. Despite this lack of resources, the company has grown rapidly. It sells mostly to businesses and organizations, including schools and overseas government departments, and also has branches in locations including South Korea, Japan, Taiwan, Australia and the United States.

Korean Corner focuses on seven key product areas – or “worlds,” as the company describes them: kitchen, living, kids, outdoor, paper, stationery, and food and beverage.

“These worlds each have their own wholesale markets,” Chan explained. “We select quality and creative Korean products for each of them.”

Being eco-friendly is an essential part of Korean Corner’s ethos. This can be seen in the company’s GREEN Project, which focuses on sustainability. It uses 100% recyclable paper for all its events and activities, including sculptures that have been used in public displays around the world. GREEN stands for Glamorous, Recreational, Environmental sustainable, Enjoyable and Noticeable.

“We built the largest cardboard sculpture for an exhibition in a Hong Kong mall in 2016,” Chan explained. Members of the public also had the opportunity to draw on the sculpture, and to play a part in creating the final artwork.

Besides such large-scale public events, Korean Corner’s sculptures have also been used in museums, galleries and as government promotional tools. This GREEN Project has led to collaborations with governments in Korea and Vietnam as well as Hong Kong, and with international companies including agnes b. and Sotheby’s.

Smaller-scale sculptures such as slides can be created for children’s birthday parties. There is no age limit to these products, Chan explained, as they are not only durable and compatible with high safety standards, but also anti-paper-cut and mildew-proof – so safe and fun for all to use.

Chan added that these projects also serve the purpose of helping consumers learn more about sustainable and eco-friendly products. In fact, Korean Corner has worked with the United Nations on its Sustainable Development Goals (SDGs), and was the first SME to be invited to present its SDGs projects in UN headquarters.

The company has collected several awards over the years. Most recently, Korean Corner and GREEN Project scooped the Hong

Kong Awards for Environmental Excellence, Outstanding HKAEE Promotional Partner and were recognized as a Green Organization.

But the company is not just about large-scale exhibitions and sculptures. It also has a huge range of practical everyday items.

“One of my most popular products is a small Mushroom Stool,” Chan explained. It is light and sturdy, has a loading of a maximum of 300 kilograms, and does not use any glue or screws in its construction.

Chan believes that we are now at a turning point in terms of reusing items and materials. People are increasingly aware of the importance of recycling, rather than simply throwing everything in the trash.

“I feel satisfied because I can extend the life of paper products by reusing them,” Chan said. “Giving back to society is another focus in my company, along with the importance of GREEN Project.”

Besides the paper world, toys are another key sector for Korean Corner. Among its big sellers are its wooden building-block toys, which are made from natural hardwoods and treated with plant oil. The patented locking system means they can be safely used by small children to create toys including dinosaurs and racing cars.

Another popular product sold by Korean Corner is VATOOL, an educational and upcycling toy that enables children and students to use recycled plastic bottles to create toys, artworks and sculptures. The VATOOL pieces



韓國產品 環保同行

從大型紙板雕塑到可回收的玩具，可持續發展是Korean Corner的核心價值 本刊記者余沛欣

數年前，陳德安博士赴南韓公幹，期間深受啟發，於是致電妻子，表示希望創辦一家商業對商業 (B2B) 公司，專門從事韓國消費品業務。他隨即把想法付諸實行，於2015年創立了Korean Corner和GREEN Project。

他說：「我決定成立這家B2B公司從事韓國產品進出口時，並沒有任何資金或人脈。」面對資源不足，該公司仍能迅速發展。其銷售對象主要為商企和機構，包括學校和海外政府部門，並在南韓、日本、台灣、澳洲和美國等地設有分部。

Korean Corner的業務集中於七大產品領域——又或是公司所稱的「世界」：「廚房世界」、「嘆！世界」、「童真世界」、「戶外世界」、「紙品世界」、「文儀世界」及「飲食世界」。

陳德安解釋：「這些『世界』各有批發市場。我們為每個『世界』悉心挑選優質而又富創意的韓國產品。」

環保是Korean Corner的核心價值之一，從公司強調可持續發展的GREEN Project可見一斑。該項目下的所有活動，包括在世界各地公開展出的雕塑，皆使用百分百可回收紙品。GREEN代表

act as links to enable the users to connect plastic bottles in different ways. This encourages children to think creatively, and some schools have started using the VATOOL collection in their art lessons.

“We are planning to focus on cooperating with schools,” Chan said. “If we could explore more possibilities with other organizations, we can introduce more people to this meaningful invention.”

Chan believes that being environmentally friendly as a company is only the start, and he hopes that Korean Corner can help to spread its eco-friendly message to the wider community. 🌸

Glamorous (魅力十足)、Recreational (娛樂)、Environmental sustainable (環境可持續發展)、Enjoyable (愉快)和Noticeable (值得注意)。

陳德安解釋：「2016年，我們為本港一個商場的展覽創造了全球最大的紙品雕塑。」市民大眾亦有機會在雕塑上繪畫，一起參與創作。

除了大型公眾活動，Korean Corner的雕塑亦在博物館和美術館展出，還有政府將之用作宣傳工具。GREEN Project的合作夥伴包括韓國、越南和香港政府，以至國際企業如agnes b.和蘇富比等。

陳德安解釋，滑梯等小型雕塑可用於兒童生日派對。這些產品沒有年齡限制，耐用之餘更防割手和防霉，符合高安全標準，確保每人用得安心，玩得開心。

他補充，這些項目亦有助消費者進一步了解可持續的環保產品。事實上，Korean Corner現正與聯合國合作，致力實踐「可持續發展目標」，更是首家中小企業應邀為聯合國總部推出可持續發展項目。

該公司自創立以來屢獲殊榮。最近，Korean Corner和GREEN Project便勇奪「香港環境卓越大獎」，更成為「傑出香港環境卓越大獎推廣夥伴」，並獲認證為「綠色機構」。

然而，該公司不僅製作大型展覽品和雕塑，還提供各式各樣的實用日常家具。

陳德安解釋：「其中一項最受歡迎的產品是小蘑菇凳。」小蘑菇凳輕巧而堅固，即使沒有膠水或螺絲鞏固，也可負載高達300千克。

陳德安認為，我們正處於物品和物料回收發展的轉捩點。人們日漸意識到回收的重要性，不再將於己無用的物品通通當廢物棄掉。

他說：「令我滿足的是能透過重用，延長紙製產品的壽命。回饋社會與GREEN Project一樣，是公司的重點工作。」

紙製產品以外，玩具是Korean Corner的另一重要業務。要數最暢銷玩意，定然少不了由天然硬木製造、植物油加工的積木玩具。積木加裝了專利設計的鎖固系統，讓幼童也能安全耍玩，發揮創意，疊砌出如恐龍、跑車等不同模型。

Korean Corner另一項熱賣產品是VATOOL——一款經升級再造的教育玩具，供兒童和學生利用回收膠樽創作玩具、藝術品和雕塑。VATOOL組件讓兒童能夠以不同形式把膠樽連接起來，從中培養創意思維。有學校已經在美術課堂引進這款玩具作教材。

陳德安說：「我們計劃專注與學校合作。若然我們能與不同機構攜手探索新門道，定能向更多人推廣這項有意義的發明。」

他認為，公司自身實踐環保只是個開端，他期望Korean Corner往後能身體力行，向社會大眾傳揚環保訊息。 🌸



Company 公司名稱：Korean Corner
 HKGCC Membership No. 總商會會員編號：HKK0487
 Established 創辦年份：2015
 Website 網站：<http://www.koreancorner.co.kr/>

Delectable Dining

Scarlett Cafe and Wine Bar serves classic French cuisine with a delightfully approachable style, reports the Chamber's writer **Anthony Cheng**

French cuisine is renowned for its pursuit of elegance and flair, not only on the dining table, but also in the ambience of its restaurants. However, this can be overwhelming to those unfamiliar with French customs. Happily for Hong Kong diners, amid the hustle and bustle of Tsim Sha Tsui is an eatery that is determined to subvert the cliché of intimidating French restaurants.

Scarlett Cafe and Wine Bar delivers authentic French cuisine in a relaxed environment. The ground floor is a wine bar, while the first floor has an open kitchen that allows interaction between the chefs and customers.

"The atmosphere is one of our attractions," said Quentin Le Borgne, Operations Manager at Scarlett. "We want our guests to feel comfortable. We treat our guests the way that we want to be treated in restaurants – attentive service with a smile, and of course, delicious food."

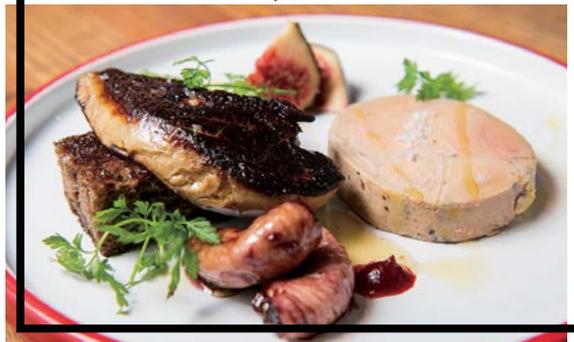
L'os a Moelle / Bone Marrow 香烤牛骨髓



Looking something interesting to start with? Bone marrow with beef cheek and mixed salad is a signature appetiser at Scarlett. A scoop of spongy marrow on crisp toast presents a flavour-rich first impression to all meat lovers.

想嚐點新意思開開胃？Scarlett的特色頭盤便是香烤牛骨髓伴牛頰肉和時蔬沙律。一勺綿軟骨髓配上香脆多士，口感豐富，味道濃郁，絕對能為喜好茹葷的食客留下深刻印象。

Duck Foie Gras 2 Ways 鴛鴦鴨肝



What's better than having a quintessential French delicacy on the table? Having one more! This dish features duck foie gras, both pan-seared and terrine. A taste of warm and smooth, a rich and buttery bite – together they create a luxurious "best of both worlds."

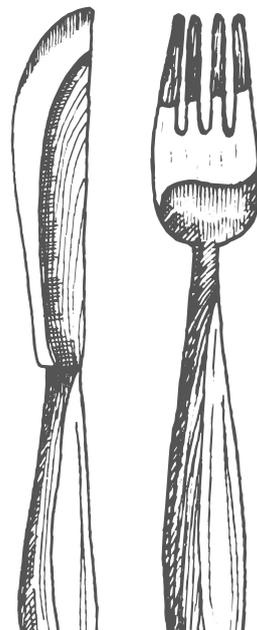
談起法國經典菜八九不離鴨肝。有甚麼比「一嚐」滋味更好？當然是梅開二度！這道鴛鴦鴨肝分別以燒灼和醬糜兩種烹調方法炮製而成。東一口溫軟膩滑，西一口香濃油酥，可謂兩全其美。

Scarlett Board Scarlett拼盤



Another signature dish, this metre-long board grabs your attention as it arrives at the table. It features five cheese and five cold-cut selections, with each providing a unique and dynamic taste that demonstrates the versatility of the flavours on offer.

Scarlett另一道招牌菜以一米長的木板奉到桌上，引人注目。多色拼盤配搭了五款芝士和五款冷切醃肉，讓食客一次過飽嚐香濃惹味，卻又各具特色的冷盤。



Scarlett Cafe & Wine Bar
G/F, 2 Austin Ave, Tsim Sha Tsui
尖沙咀柯士甸路2號地下
3565 6513

「法」現美味

Scarlett Cafe and Wine Bar為食客展現經典法國菜「平易近人」的一面 本刊記者鄭健誠

法國菜以優雅細膩見稱——說的不止食物，還有法式餐廳的獨有情調；然而格調高，難免令法國文化的「外行人」望而卻步。不過，香港食客口福不淺，在熙來攘往的尖沙咀，正有一家誓要打破「只可遠觀」形象的法式餐廳。

Duck Leg Confit 油封鴨腿



A traditional southern French delight, the duck leg confit is first salted down for two hours, then marinated and tenderized, followed by an overnight slow cook at a gentle temperature to deliver a tender texture. A mushroom and red wine sauce enhances the rich meat flavours.

傳統的南法名菜：鴨腿先鹽醃兩小時，再以香草醬料浸泡，軟化肉質，最後通宵慢火熬煮，確保鴨腿出爐時仍然嫩滑；伴以蘑菇紅酒汁，倍添鴨肉鮮味。

Le Fondant 心太軟



This classic caramelized French dessert, accompanied by a scoop of coconut ice cream, appeals not only to your eyes – as chocolate sauce slowly runs down the cake – but also to your taste buds, delivering a velvety sweetness to conclude this French dining experience.

經典的法式焦糖甜品，配上一球椰子雪糕，不僅令人目不轉睛——看著流心巧克力慢慢溢出——更令人垂涎三尺。法式美食之旅以輕軟柔滑的甜膩享受作結，甚是合襯。

Scarlett Cafe and Wine Bar讓食客在舒適愜意的環境享用地道法國菜。餐廳地面是酒吧，一樓則設有開放式廚房，方便廚師與客人互動。

Scarlett的營運經理Quentin Le Borgne表示：「餐廳氛圍正是我們賣點之一。我們希望客人舒適自在，所以待客如己——貼心服務、親切笑容、美味菜餚，無有遺漏。」

Le Chateaubriand 夏多布里昂牛排



This dish features Australian Black Angus beef, and the tenderloin – among the leanest of meat cuts – is selected for its texture. You can choose to accompany the juicy tenderloin with bearnaise or black pepper sauce, alongside a dish of garlic-infused spinach.

牛排選用澳洲安格斯黑牛最精瘦的部分——腰內肉，取其肉質嫩滑多汁；佐以法式伯那西醬或黑椒汁，任君選擇，還有小碟蒜香菠菜。

Chef's Profile 大廚小檔

Executive Chef Danny Grimshaw began his kitchen journey working as a dishwasher to help fund his studies. He was not from a foodie background, but found himself enjoying the noise, heat and excitement of the kitchen environment.

“Seeing all the chefs at work made me want to go further,” he said. Grimshaw started by filling in for his colleagues, which helped develop his passion for cooking as well as his culinary skills. “Eventually I went to school, getting the techniques and training to be a chef.”

Born and raised in Australia, Grimshaw understands the importance of fresh ingredients.

“Cooking is always about the seasonal produce,” he said. “You have to know what is available, what is being grown close by, and more importantly, what you can do with it.”

行政主廚Danny Grimshaw的入廚之路要由他為了賺取學費，擔當洗碗小伙說起。他不是來自餐飲世家，但發現自己異常享受廚房的聲色喧鬧。

「親見廚師展露廚藝，使得我也想深造此道。」Grimshaw於是開始充當同事的替工，慢慢培養起烹飪的熱誠和技巧。「最終我報讀了廚藝學校，接受正規訓練，學習廚師需要具備的種種技藝。」

作為土生土長的澳洲人，Grimshaw深諳食材新鮮的重要性。

他說：「烹飪離不開選用時令食材。廚師需要知道甚麼材料當造、鄰近一帶種植何種蔬果，而最重要是如何將它們入饌。」





The Chamber's Greater Bay Area Forum and Cocktail Reception was held on 10 April, with more than 200 members from a wide variety of sectors attending the event. Distinguished speakers from Guangdong CPPCC and successful enterprises in the province shared their insights and expectations on the GBA development. Discussions continued at the networking cocktail reception held after the forum.

總商會於4月10日舉行「粵港澳大灣區論壇暨交流酒會」，吸引200多位來自各行各業的會員出席。來自廣東政協委員及省內成功企業的講者分享對大灣區發展的見解和期望。與會者於會後特設的交流酒會上繼續熱烈討論。

Simon Fung, Permanent Honorary President, and Ian Soi Kun, President, of the Jiangmen Association of Enterprises with Foreign Investment, led a delegation to visit the Chamber on 19 March. They were received by Petrina Tam, Chairman of the China Committee. Most of the visitors were experienced entrepreneurs who have been active in Jiangmen for many years. The delegation introduced a new Jiangmen initiative, whereby Macao citizens can now register a Jiangmen enterprise at a Macao chamber without the need to travel to Jiangmen in person. HKGCC members at the meeting expressed their interest in this initiative. They suggested that a similar practice could be introduced in Hong Kong to help Chamber members develop their businesses in the Greater Bay Area.

江門外商投資企業協會永遠名譽會長馮廣源及會長甄瑞權於3月19日率團到訪總商會，由中國委員會主席譚唐毓麗接待。訪客主要是活躍於江門商界多年的企業家，營商經驗豐富。代表團介紹該市的新政策——澳門市民如今無需親赴江門，便可在澳門的商會註冊成立江門企業。會上，總商會會員對此政策深表興趣，並建議把類似的做法引入香港，協助會員在大灣區拓展業務。



Nature Yang, Vice Chairman, Industry and Technology Committee, attended the Hong Kong Chamber Leaders Meeting and Luncheon organized by the Hong Kong Economic and Trade Office in Guangdong, (GDETO) in Shenzhen on 20 March. The purpose of the meeting was to strengthen the connection among Hong Kong Chambers, GDETO and the Guangdong Government, and to update Hong Kong enterprises on the latest economic developments in Guangdong. Participants also had the opportunity to exchange opinions on the current situation of Hong Kong companies in the province.

工業及科技委員會副主席楊自然於3月20日赴深圳出席香港駐粵經濟貿易辦事處舉辦的「香港商會會長交流會暨午餐會」。交流會旨在加強香港商會、駐粵經貿辦與廣東省政府的聯繫，並向香港企業介紹廣東的最新經濟發展。與會者還有機會就港企在省內的現況交換意見。

Petrina Tam, Chairman of the China Committee, represented the Chamber at a Spring Dinner hosted by the Guangdong Chamber of Foreign Investors on 18 March.

中國委員會主席譚唐毓麗於3月18日代表總商會出席廣東外商公會舉行的「2019新春聯歡晚會」。



Chamber Chairman Aron Harilela joined Chief Executive Carrie Lam on a high-level delegation to the Belt and Road Forum for International Cooperation in Beijing on 26 April. You can read more in our June issue.

總商會主席夏雅朗於4月26日隨行政長官林鄭月娥出席在北京舉行的「一帶一路」國際合作高峰論壇。詳情請參閱《工商月刊》6月號。



Shortly after the closing of the Two Sessions meetings in Beijing, Anthony Wu, member of the Standing Committee of the CPPCC National Committee; Jeffrey Lam, member of the CPPCC National Committee and Chamber LegCo Representative; and Stanley Hui, member of the CPPCC National Committee, shared their insights from the meetings at a roundtable luncheon on 21 March. A strong message delivered at this year's event was that Mainland China will continue to open up and reform peacefully, to respect globalization and multilateral trade, and to maintain a good relationship with business.

兩會於北京閉幕後不久，有份參會的全國政協常委胡定旭、全國政協委員兼總商會立法會代表林健鋒議員，以及全國政協委員許漢忠出席3月21日的午餐會，分享他們此行的得著。今年會議帶出的重要訊息，是中國內地將繼續走改革開放的和平道路，尊重全球化及多邊貿易，並與企業保持良好關係。

Zhang Shuofu, Secretary of the Guangzhou Municipal Party Committee, was the guest of honour at the Spring Dinner organized by the Hong Kong Federation of Guangzhou Associations on 23 March. Edmond Yew, China Committee Vice Chairman, attended the dinner.

廣州市委書記張碩輔擔任香港廣州社團總會於3月23日舉辦的春茗晚宴主禮嘉賓。中國委員會副主席姚逸明亦有赴會。

The Guangdong Provincial Spring Dinner organized by the Council for the Promotion of Guangdong-Hong Kong-Macao Cooperation was held in Hong Kong on 25 March. Ye Zhenqin, Standing Committee Member of the Guangdong Provincial Party Committee, and senior officials from Guangdong attended the dinner to foster ties with the Hong Kong business community. Chamber Chairman Aron Harilela, CEO Shirley Yuen and 10 Committee leaders joined the dinner.

廣東省粵港澳合作促進會於3月25日在港舉行「廣東省2019年迎春宴會」。廣東省委常委葉貞琴和廣東省高級官員赴會，與香港商界加強聯繫。總商會主席夏雅朗、總裁袁莎妮和10位委員會領導一同出席晚宴。



Duncan Chiu, Chief Representative of the Hengqin Economic & Trade Representative Office (Hong Kong) and President of the Hong Kong Information Technology Joint Council, attended the China Committee Meeting on 26 March. He briefed members on the latest developments in Hengqin as well as the trend of innovation and technology cooperation between Hong Kong and Guangdong enterprises, particularly under the GBA Development Plan.

橫琴駐港經貿代表處首席代表兼香港信息科技聯會會長邱達根於3月26日出席中國委員會會議，向委員概述橫琴的最新發展，以及粵港兩地企業在大灣區發展規劃綱要下的創新科技合作趨勢。

A CEPA Forum on the Agreement on Trade in Goods jointly organized by the Ministry of Commerce of the PRC and the Government of HKSAR was held on 25 March, aiming to brief the Hong Kong business community on the implementation details of the agreement, which was signed in December. Some 20 Chamber members attended the forum.

國家商務部及香港特區政府於3月25日合辦《內地與香港關於建立更緊密經貿關係的安排》(CEPA)《貨物貿易協議》宣講會，旨在向香港商界介紹於12月簽訂之協議的實施細節。約20位總商會會員出席。

Petrina Tam, Chairman of the China Committee, represented the Chamber at the Jiangmen-Hong Kong Seminar hosted by Liu Yi, Mayor of Jiangmen City, on 28 March. Xu Xiaoxiong, Vice Mayor of Jiangmen, provided members with an economic update on the city.

中國委員會主席譚唐毓麗於3月28日代表總商會出席由江門市市長劉毅主持的「江門香港研討會」。江門常務副市長許曉雄向會員講解該市的最新經濟動向。

Edmond Yew, Vice Chairman of the China Committee, attended the 2019 Zhongshan Investment Seminar and Zhongshan Target Week on 28 March in Zhongshan. He met Party Secretary of Zhongshan Chen Xudong during the seminar, who encouraged Hong Kong and foreign investors to explore the opportunities in Zhongshan.

中國委員會副主席姚逸明於3月28日赴中山出席「2019年中山投資經貿洽談會暨中山人才節」，席間會見了中山市委書記陳旭東。陳書記鼓勵香港和外國投資者探索中山市的機遇。

At a roundtable on 2 April, Susan Ning, Senior Partner at King & Wood Mallesons, introduced the Mainland's Cybersecurity Law and the Emergency Response System, as well as a number of other regulations on personal data, cross-border data transfer, security review of network products and services, and critical information infrastructure operation. Ning also shared some compliance advice to help members avoid risk when they expand or launch businesses in the Mainland.

金杜律師事務所高級合夥人寧宣鳳於4月2日的午餐會上，介紹內地的《網絡安全法》和《國家網路安全事件應急預案》，並且講解多項有關處理個人資料、數據跨境流通、網絡產品及服務安全審查，以及關鍵信息基礎設施運營的法規。她還分享了一些合規建議，讓會員在內地擴充或開設業務時能夠避免風險。



Xu Xuejia, Vice Director of the China Council for the Promotion of International Trade Zhongshan Committee, visited the Chamber on 8 April to promote cooperation between Hong Kong's service industries and Henglan Town. Xu explained that Henglan Town in Zhongshan is supported by the lighting industry, which accounts for 80% of the town's enterprises, and is keen to upgrade the sector. Edmond Yew, Vice Chairman of the China Committee, received the delegation.

中國國際貿易促進委員會中山市委員會副會長許學家於4月8日到訪總商會，推廣香港服務業與橫欄鎮的合作。許副會長解釋，中山市橫欄鎮以照明業為支柱，鎮內有八成企業從事照明業務，而該鎮亦渴望為行業進行升級。代表團由中國委員會副主席姚逸明接待。

China Merchants Group has overseas assets in more than 40 countries, worth around 720 billion RMB, including major investments in nations along the routes of the Belt and Road Initiative. At a roundtable luncheon on 28 March, Li Zhonghan, General Manager of the company's Department for Overseas Business and International Cooperation, discussed some of the projects – including a port in Djibouti and the China-Belarus Industrial Park – and shared his insights into the advantages and challenges of Belt and Road investment.

招商局集團的海外資產遍及40多個國家，約值7,200億人民幣，主要集中在「一帶一路」國家。招商局集團海外部/國際合作部部長李鐘漢於3月28日的午餐會上，介紹了吉布提港口、中國-白俄羅斯工業園等項目，並剖析「一帶一路」投資的機遇與挑戰。



Zhao Xianyang, Section Chief, Ningxia Sub-Council of the China Council for the Promotion of International Trade, visited the Chamber on 11 April. He discussed the latest industry developments in Ningxia with China Committee Chairman Petrina Tam.

中國國際貿易促進委員會寧夏分會處長趙向陽於4月11日到訪總商會，與中國委員會主席譚唐毓麗討論寧夏的最新產業發展。

Du Jiahao, Secretary of the Hunan Provincial Party Committee, hosted the Symposium on Hunan-Guangdong-Hong Kong-Macao Greater Bay Area Cooperation on 15 April in Hong Kong. Leland Sun, Chamber Vice Chairman, represented the Chamber at the symposium.

湖南省書記杜家毫於4月15日在港主持「湖南—粵港澳大灣區懇談會」，由總商會副主席孫立勳代表總商會出席。

Eric Chin, Chairman of the Digital, Information & Telecommunications Committee, represented the Chamber at the Hebei Investment Promotion Seminar hosted by Xu Qin, Governor of Hebei Province, on 10 April. HKGCC was one of the co-organizers of the seminar.

數碼、資訊及電訊委員會主席錢樹楷於4月10日代表總商會出席由河北省省長許勤主持的「河北省赴港招商活動主題推介會」。總商會是推介會的協辦機構之一。

PC Yu, Convenor of the GBA Working Group, met with Huang Wei Ting, Director, Department of Economic Affairs, Liaison Office of The Central People's Government in the Hong Kong SAR, on 11 April. The five major chambers in Hong Kong were invited to the meeting to discuss Greater Bay Area projects.

大灣區工作小組召集人余鵬春於4月11日與中央人民政府駐香港特別行政區聯絡辦公室經濟部處長黃衛挺會晤。香港五大商會獲邀出席會議，討論大灣區項目。

The Ningxia-Hong Kong Economic and Trade Cooperation Seminar took place on 11 April in Hong Kong. China Committee Vice Chairman SH Chan met with Vice Chairman of Ningxia Liu He at the seminar and exchanged views on further cooperation between businesses in Hong Kong and Ningxia.

「寧夏·香港經貿合作主題推介會」於4月11日在港舉行。會上，中國委員會副主席陳紹雄與寧夏回族自治區副主席劉可會面，就寧港兩地企業的進一步合作交換意見。

China Committee Chairman Petrina Tam attended the first Joint Meeting of The 23rd Beijing-Hong Kong Symposium on 11 April. Zhang Tong, Assistant Counsel of the Beijing Investment Promotion Bureau, led a delegation to Hong Kong to discuss the arrangements for the symposium with the Hong Kong organizers, which include HKGCC.

中國委員會主席譚唐毓麗於4月11日出席「第二十三屆北京·香港經濟合作研討洽談會」第一次會議。北京市投資促進局副巡視員張彤率團訪港，與包括總商會在內的香港主辦機構討論研討會的安排。



On 17 April, Petrina Tam, Chairman of the China Committee, attended the Hunan (Hong Kong) Modern Services Promotion Conference in Hong Kong, which aimed to deepen cooperation between the Greater Bay Area and Hunan province. Hong Kong is Hunan's largest source of foreign direct investment, with more than 5,300 Hong Kong enterprises investing in the province. At the event, He Baoxiang, Vice-Governor of Hunan Province, spoke on Hunan's economic performance, history and cultural heritage.

中國委員會主席譚唐毓麗於4月17日出席在港舉行的「湖南（香港）現代服務業合作推介會」。會議旨在加強湖南與大灣區的合作。香港是湖南最大的外資來源地，在省內投資的香港企業超過5,300家。會上，湖南省副市長何報翔介紹了該省的經濟狀況、歷史和文化傳統。

The different types of social media popular in Mainland China all have their own characteristics. Wyman Au Yeung, China Market Specialist at Madcradle Online Limited, introduced the Mainland's current popular culture and internet trends at a Chamber luncheon on 16 April. He suggested that Hong Kong enterprises could conduct marketing research to expand their businesses through social media such as TikTok, WeChat and Tencent. Au Yeung also shared some practical tips on choosing internet KOLs and social media content.

在中國內地盛行的社交媒體各具特色。在4月16日的午餐會上，廣域度數位行銷資深內地市場推廣顧問歐陽偉文介紹內地最新的流行文化和網絡趨勢。他建議香港企業可利用抖音、微信和騰訊等社交媒體進行市場研究，繼而擴充業務。他還分享了選擇網紅和社交媒體內容的實用技巧。



Fan Zhongjie, Mayor of Zhaoqing, led a delegation to visit the Chamber on 16 April, which was received by China Committee Chairman Petrina Tam and several China Committee members. Fan updated members on the latest developments in Zhaoqing.

肇慶市市長范中傑於4月16日率團到訪總商會，由中國委員會主席譚唐毓麗及委員接待。范市長向委員介紹肇慶的最新發展。





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Longgang's Role in Innovative

Changes in this district are helping to propel Shenzhen from a national centre for technology to

Shenzhen has been renowned for its role as a national innovation and technology city for many years. But its innovation journey is far from over. The Outline Development Plan for the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) published in February highlighted that Shenzhen should expedite its transformation into a modern and international city, and strive to become a capital of innovation and creativity with global influence.

Longgang district – an important base for high technology and high-end manufacturing in Shenzhen – has been awarded as the National Science and Technology Progress Advanced District, the National Science and Technology Progress Demonstration Zone as well as the National Science Popularization Demonstration Zone. The district is considered to be a future independent innovation zone in Shenzhen.

With its GDP reaching 385 billion RMB in 2017, ranking second in Shenzhen city, it is evident that the district is growing rapidly. To understand first-hand the local opportunities that abound under the latest round of development, China Committee Chairman Petrina

Tam led a 40-member delegation to Longgang, Shenzhen on April 12 to visit several newly completed commercial complexes and innovative industrial parks.

The delegation first stopped by the project Longcheng Vanke, which opened at the end of 2017. With a total area of 100,000 square meters – and adjacent to Vanke Mall, Longcheng Plaza, Book City Longgang Store as well as a youth centre, a science museum and an art gallery – it is committed to shaping itself into a new icon for leisure in the area. The project has integrated greening and environmental protection with business elements by using a dome skylight to bring in natural light. This ecological roof of the mall helps provide a comfortable public space for residents.

Delegates next visited Longgang Public Art Gallery and City Planning Pavilion. Not only is the pavilion a key public cultural project with a focus on public education, but it is also a major contributor to Shenzhen's growing role as a city of culture. It showcases the achievement of Longgang district in economic development, urban construction, livelihood, and reform and innovation.



Development

a global innovation hub, and an increasingly cultural city

The art gallery, on the other hand, displays interesting artworks from all over the world including creative Chinese art designs. In one of the exhibition halls, exhibits are categorized based on their material types, such as wood, bamboo, paper, soil, gold and plastics. There are also collections of daily use items such as bicycles, chairs, earbuds and lighting fittings, which give full expression to the integration of life with art.

Representatives from Shenzhen Hazens Real Estate Group Co Ltd had lunch with the delegates to introduce the latest progress of the development of Longgang district. To release more public and urban space, the district has been undergoing a project of urban renewal since 2004. It has launched more than 200 policies so far, with projects placing emphasis on providing better living facilities and safeguarding public interest.

By the end of December in 2018, Longgang district had completed 14 urban renewal projects in total, which freed land of 810,000 square metres for supply. Hazens Group is one of the first real estate enterprises that engaged in development in this area. In the beginning, the purpose of the project was “old cities transforma-

tion” while today it has developed into an example of Shenzhen’s successful transformation and renewal.

While urban renewal can help enhance land use and industrial structure, technological application can help build a smart city to improve living standards of citizens.

In the afternoon, the delegation visited Smart Longgang Exhibition and Experience Centre to explore how the centre applies Internet, Internet of Things and artificial intelligence to everyday life for greater convenience. The Smart Centre is regarded as the “smart city brain in Longgang,” and is a mix of city operation and management, video conferencing, smart city experiences, and administrative data computer rooms.

Delegates also visited the national-grade technology business incubator, Software Town of Shenzhen University. It is committed to promoting the transformation and upgrade of industries by encouraging enterprises to cooperate with higher education institutions to provide a platform for innovation and entrepreneurship. Other major enterprises members visited in the district include Shenzhen Longer 3D Technology Co Ltd and Landing Med Lab. 🌸

龍崗在創新發展中的角色

區內轉變有助推動深圳從國家科技中心，搖身變成全球創新樞紐和文化氣息日益濃厚的城市

深圳多年來一直以國家創新科技之都的角色聞名於世。然而，其創新之路仍然十分漫長。2月出台的《粵港澳大灣區發展規劃綱要》重點提出深圳加快轉型成現代化國際城市，銳意成為具世界影響力的創新創意之都。

龍崗是深圳高技術、高端製造的重要基地，一直獲評為全國科技進步先進城區、全國科技進步示範區和全國科普示範區，被視為深圳未來自主創新引領區。

2017年，龍崗本地生產總值達3,850億元，位列深圳市第二位，發展相當迅速。為了解當地新一輪發展下的種種商機，總商會中國委員會主席譚唐毓麗於4月12日率領40人考察團到訪深圳龍崗，參觀了多個新落成的綜合商業及創新產業園區。

考察團第一站來到龍城萬科里項目參觀。項目於2017年年底開業，總建築面積約10萬平方米，毗鄰萬科廣場、龍城廣場、龍崗書城、青少年館、科技館和藝術館，致力打造成區內休閒新地標。項目結合綠化環保與商業元素，利用天然穹頂採光，為居民提供舒適的公共空間。

隨後，考察團造訪龍崗區公共藝術與城市規劃館。規劃館是該區的重點公共文化專案，以公共教育為主線，也是深圳「文化強市」、「文化惠民」的重點工程，展示了龍崗建區以來在經濟發展、城市建設、社會民生和改革創新方面的成就。

公共藝術館匯集了世界各地的有趣設計，包括中國創新的藝術設計。其中在天工展廳中，展品按照不同材質劃分成木、竹、紙、泥、金、塑等不同展區，各種日常用品如自行車、椅子、耳機和燈具等都被納入其中，充分體現了生活與藝術的融合。

深圳市合正房地產集團有限公司的代表與團員共晉午餐，並介紹龍崗區的發展進度。為釋放更多公共及城市空間，該區自2004年開始進行城市更新項目，至今已推出200多項政策，均以提供更好生活配套和保障公共利益為前提。

截至去年12月底，龍崗區共完成14個城市更新項目，釋放81萬平方米的土地供應。合正集團是深圳最早在該領域進行開發的房地產企業之一。項目從最初的「舊城改造」慢慢演變成今天的城市更新，見證了深圳舊改更新的歷程。

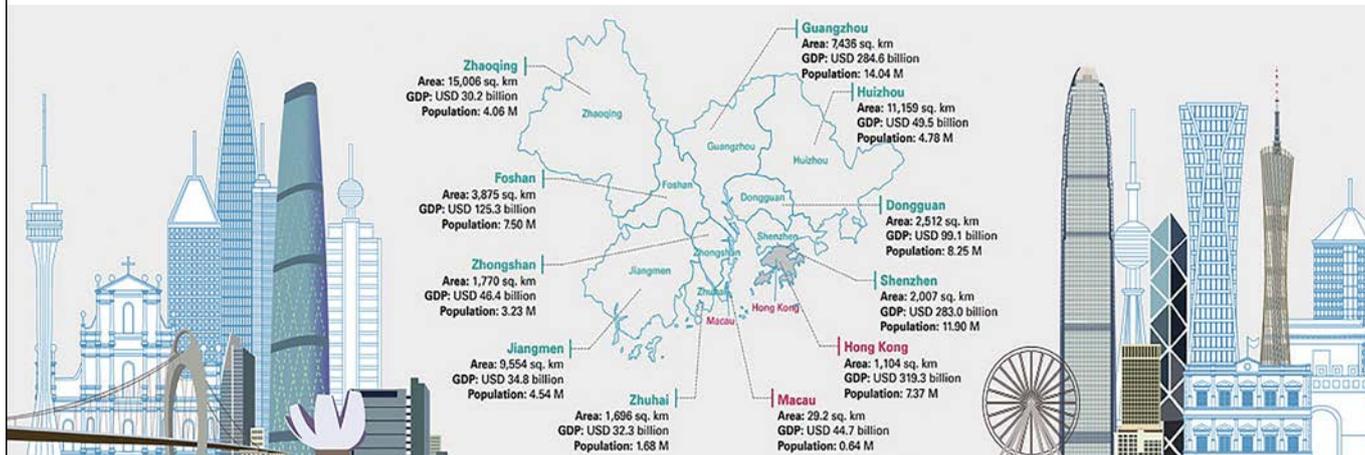
城市更新有助優化用地與產業結構，科技應用則有助打造智慧城市，改善市民生活。

訪問團下午考察智慧龍崗展示體驗中心，探索中心如何應用互聯網、物聯網和人工智能，為日常生活帶來更大的便利。智慧中心被喻為「龍崗智慧城市大腦」，集城市運作管理、視訊會議、智慧城市體驗展示、行政資料機房於一體。

訪問團還參觀了國家級科技企業培育基地——深圳大運軟件小鎮。該園區通過鼓勵企業與高等院校合作，提供創新創業平台，致力推動產業轉型升級。會員到訪的其他重點企業包括深圳長朗智慧科技有限公司和深圳蘭丁醫學檢驗實驗室。

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Meet the New Chairman 新主席專訪

Aron Hartiela takes over the reins of the Chamber and shares his views on some of the challenges facing Hong Kong, our integration with the Greater Bay Area, and his love for the city.

The Bulletin Congratulations on being elected Chairman of the Hong Kong General Chamber of Commerce. What are your priorities for the coming year?
Aron Hartiela: My first priority is to examine how we can strengthen Hong Kong's competitiveness. The economy is growing at its strongest pace since 2006, but so too is the competition from our neighbors. We also have a lot of uncertainties making global markets nervous. I think we need to make sure we are keeping ahead of the current opening that we are now enjoying could very quickly change.

As part of this, we need to keep lobbying the Government about the dangers of regulations coming the other way that exist in Hong Kong, and the resulting costs, which impact our competitiveness. If we are not careful, these will deter businesses from setting up here. In my own business alone, there are millions invested that I would have about how regulations are costing me time and money, and it's not worth it.

I believe part of the problem is that government departments don't always talk to each other, or they operate in silos, and then reflect it allowed to creep in. A many departments have also probably been helping doing the same thing they have been doing for years. It is a natural resistance to change, but we need to focus on the benefits new changes can bring, rather than the process of change. The world is changing and Hong Kong needs to adapt or we will be left behind.

The third priority is to examine how Hong Kong can maximize the benefits of the Greater Bay Area and the Belt and Road Initiatives. I think these will be the big economic drivers for Hong Kong in the coming decade. Although they will present new opportunities for Hong Kong companies, they also mean more competition, which is why I think we need to make sure we are keeping ahead of the changes we are not going to be able to control.

And my fourth priority is to address the city's manpower shortages. Companies are bringing in new business, but we are suffering from a lack of senior professionals and skills. We need to make sure we can attract a good quality of life here, international school fees for their children, affordable housing, etc. All these influence the decisions of the overseas talent that we need to come to Hong Kong.

Do you have been active in the Chamber for many years. Why do you feel it is important to make this change, given you are already extremely busy running your group's business?
AH: Hong Kong is my home, so if I have the opportunity to contribute to improving it in any way, then I

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Seizing the GBA Opportunities

把握大灣區機遇

Officials and entrepreneurs share their insights at the Chamber's Greater Bay Area Forum

官員和企業家在總商會的「大灣區論壇」上分享他們的淵博見解

A full house at the Chamber's Greater Bay Area (GBA) Forum on 10 April enjoyed in-depth insights into the opportunities for Hong Kong businesses.

In his keynote speech, Patrick Nip, Secretary for Constitutional and Mainland Affairs, said that the Outline Development Plan for the GBA was an “unprecedented development,” noting it is driven by the Central Government at the highest level. The Secretary emphasised the importance of “one country, two systems” in the plan, and how it will help leverage our unique advantages such as IP protection and the rule of law.

“The plan will bring many opportunities to Hong Kong, and it will help us to diversify our industrial development.”

Nip also pointed out that there are already new strategies in place, such as funding for technology companies across the whole GBA and modifications to tax rules, that will make it easier for Hong Kong people to work in the Mainland.

He added that the business community has an important role to play as the plan is rolled out.

“We need to implement the Outline Development Plan, but we

cannot do it without your support. We hope you will be able to capture the opportunities and give us concrete suggestions that will help businesses in Hong Kong.”

George Leung, Asia-Pacific Adviser at HSBC, pointed out that we all know the main facts about the GBA cities and their comparative strengths. But he also noted that this is a time of change. As the Mainland economy has developed, Hong Kong can no longer play the same role it played in the past.

“China now is not just a supplier market, it is a buyer market,” Leung said. “We have infrastructure that is more advanced than that of the United States – look at our express rail network.”

The Mainland now does not need to raise funds, but it will need support in helping citizens manage their wealth. In the not-too-distant future, the world's biggest consumption market is likely to be China.

“Hong Kong needs to change, so we can benefit from the changes in the Mainland.”

Leung also addressed the issue of people flow. He said that he has noticed more international-level schools and restaurants opening up, which should attract more Hong Kong residents to move to the Mainland. Freer flow of people in both directions would also help to ease Hong Kong's prob-

lems of an ageing population and shortage of talent.

He described the GBA as a reservoir, compared with the “washing basin” of Hong Kong – adding that Hong Kong needs to actively play its part if it is to benefit.

“We cannot adopt the outlook of the past 30 or 40 years,” he said. “If we do not take this step into the GBA, it will be impossible for us to take advantage of the next 30 to 40 years of China's development.”

During the first panel session, a number of businesspeople who are also members of the Guangdong CPPCC exchanged their experiences. They discussed the fact that the three governments in the GBA have been already working together for more than a decade, and that continued cooperation will be essential for the success of the region. They noted that the positioning of all of the cities is very clearly defined, and that inno-



vation will be crucial as the GBA develops.

The panelists also discussed the benefits for Hong Kong citizens who chose to live and work in Guangdong. Housing is more affordable, and the availability of space also provides more opportunities for entrepreneurs to pursue their dreams.

In the second panel session, entrepreneurs with experience operating in Guangdong discussed the rapid developments on the Mainland, such as the relative ease of crossing the border compared with just a couple of years ago.

The speakers emphasized the importance of being familiar with local laws and customs when operating in the Mainland, but also shared the benefits of operating in a city like Zhuhai, for example,

where is relatively easy to access local government officials.

Delivering the closing keynote speech Liao Jingshan, Director of Hong Kong and Macao Affairs Office of Guangdong Provincial People's Government, said: "Synergy and coordinated development are very important in the Greater Bay Area mechanism."

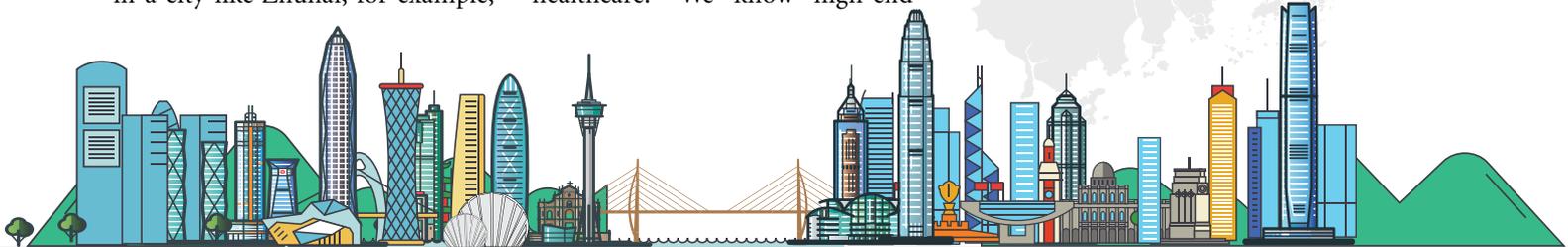
He added that the respective governments have been cooperating for many years so there is already a strong foundation. Many policies have been formulated already, he said, such as taxation changes that, in practice, mean "Hong Kong tax for Hong Kong people."

Liao explained that further specifics on policy would be forthcoming soon, in areas such as healthcare. "We know high-end

healthcare is Hong Kong's advantage, and healthcare is a focus of Chief Executive Carrie Lam," he said.

Liao also said that HKGCC is an important platform to collect ideas and from the various sectors in the business community in Hong Kong on how the GBA can be implemented.

"I think the Greater Bay Area can learn from the very strong business environment in Hong Kong," he said. 



Discussion Session I – Guangdong CPPCCs Exchange

專題研討——廣東省政協分享



Members of the Guangdong CPPCC discussed the fact that the three governments in the GBA have been working together for more than a decade. They agreed that continued cooperation will be essential for the success of the region. The speakers were (L-R): SH Chan, Managing Director – China, CLP Holdings; Chiang Lai Yuen, Chairman and Chief Executive Director, Chen Hsong Group; Leong Tou-hong, Deputy Chairman, Association for Promotion of Cooperation among Guangdong, Hong Kong & Macao; Johnny Ng Kit-Chong, Chairman, Goldford Business Inc; and Victor Lam, General Manager, Forward Winsome Industries. The session was moderated by China Committee Vice Chairman Eric Fok.

廣東省政協委員表示大灣區內三地政府已合作十多年，他們認為持續合作將對該區的成功至關重要。講者包括（左至右）：中電控股有限公司中國區總裁陳紹雄；震雄集團主席兼集團總裁蔣麗婉；粵港澳合作促進會常務副會長楊道匡；高鋒集團主席吳傑莊；以及永和實業有限公司總經理林凱章。研討會由中國委員會副主席霍啟山主持。

總會於4月10日舉辦「大灣區論壇」，全場座無虛席。會上，三位主題演講嘉賓和兩個專題研討小組的成員深入剖析香港企業的機遇。

政制及內地事務局局長聶德權發表主題演講時表示，《粵港澳大灣區發展規劃綱要》為「空前發展」，由中央政府最高領導層推動。局長強調「一國兩制」在綱要中的重要性，並講解此原則如何協助發揮我們在知識產權保護和法治方面等獨特優勢。

「綱要將為香港開創大量機遇，協助我們實現產業多元化。」

聶局長亦指出，內地在綱要出台後已推出新策略，例如為整個大灣區的科技公司提供資助，以及修改稅務規定，以更便利港人在內地就業。

他補充，隨著綱要出台，商界擔當舉足輕重的角色。

「我們要落實綱要，但沒有您們的支持，便無法成事。我們希望各位能夠把握機遇，並提出具體建議，幫助香港企業。」

香港上海滙豐銀行



有限公司亞太區顧問梁兆基發表專題演講時指出，我們都已了解大灣區城市的概況和它們的相對優勢。但他認為，現在是時候作出改變。隨著內地經濟已臻成熟，香港不能再一直擔當過往的角色。

梁兆基解釋：「現時，中國除了作為供應商市場，也是一個買家市場。我們擁有比美國先進的基礎建設——我們的高速鐵路網絡便是一例。」

內地如今無需籌集資金，而是需要在協助人民管理財富方面取得支援。在不久將來，中國可望成為全球最大的消費市場。

「香港需要改變，方可受惠於內地的轉變。」

梁兆基亦提到人流議題。他表示注意到愈來愈多國際級學校和餐館開辦，應可吸引更多香港居民遷往內地。兩地人員更自由流通，亦有幫助緩解香港人口老化和人才短缺的問題。

他形容大灣區為「水庫」，香港則是「洗手盆」，又補充香港要積極發揮自身作用，方可受惠。

他說：「我們不能採用過去30或40年的觀點。如果我們不踏出這一步，投入大灣區建設，就無法從中國未來30至40年的發展中獲益。」

在首節專題研討中，多位身兼廣東省政協委員的商家交流經驗。他們討論大灣區內三地政府已合作十多年，而持續

合作將對該區的成功至關重要。他們指出，區內各市都有明確定位，而隨著大灣區不斷發展，創新將是重中之中。

專題小組成員還討論了香港居民在廣東生活和工作的好處。住房更易負擔之餘，也提供了更大的空間，讓企業家有更多機會追求夢想。

在第二節專題研討上，擁有廣東營商經驗的企業家探討內地的迅速發展，例如與短短數年前相比，過境變得相對容易。

一眾講者強調在內地營商時熟悉當地法律和習俗的重要性，同時分享了在珠海這類城市營商的好處，例如較易接觸當地政府官員。

廣東省人民政府港澳事務辦公室主任廖京山在閉幕致辭時表示：「協同效應和協調發展在大灣區機制中十分重要。」

他補充，區內政府多年來合作無間，早已建立了穩固的基礎。他說，許多政策已經擬訂完成，其一的稅務變動，實際上是指「港人港稅」。

廖主任解釋，醫療保健等領域的政策具體細節即將出台。他說：「高端醫療是香港的優勢，而醫療又是行政長官林鄭月娥的施政重點。」

他亦指出總會是重要的平台，用以收集香港商界各行各業對如何落實大灣區倡議的想法。

他又稱：「香港擁有穩健的營商環境，我認為大灣區可向香港學習。」

Discussion Session II – GBA Entrepreneurs Exchange 專題研討二——大灣區企業家分享



Entrepreneurs with experience in the GBA discussed the many improvements to the business environment in recent years, such as the relative ease of crossing the border compared with a few years ago. The speakers were (L-R): Felix Lee, Senior Vice President, Chow Tai Fook Enterprises Limited, and Executive Director, UMP Healthcare Holdings; Wong Ting Chung, Chairman and CEO, Nameson Group; David Lu, Founder and Chairman of the Board, Goldpac Group; Duncan Chiu, Co-Founder and Managing Director, Radiant Venture Capital, and Chairman, Lai Yuen Company; and Alex Chan, CEO, Forms Syntron Information (HK). Petrina Tam, China Committee Chairman, moderated the session.

擁有大灣區營商經驗的企業家討論區內的商業環境近年大有改善，例如與短短數年前相比，過境變得相對容易。講者包括（左至右）：聯合醫務集團有限公司執行董事、周大福企業有限公司高級副總裁李家聰；南旋集團有限公司主席兼行政總裁王庭聰；金邦達寶嘉控股有限公司創始人及董事會主席盧閔霆；慧科資本有限公司聯合創辦人及董事總經理、荔園有限公司主席邱達根；以及四方精創資訊（香港）有限公司行政總裁陳榮發。中國委員會主席譚唐毓麗擔任研討主持。

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Breaking New Ground with the GBA

Plans for Greater Bay Area show that Hong Kong has a key part to play in the nation's development



As Director for Constitutional and Mainland Affairs (Special Duties) in the Hong Kong SAR Government, Tommy Yuen is responsible for policies and initiatives relating to the Greater Bay Area (GBA).

So it was no surprise that there was a full house at the Chamber on 18 March to hear him speak about the just-released Outline Development Plan for the GBA.

Yuen shared his insights into the reasoning behind the Development Plan, Hong Kong's role in the GBA development to date, and the priorities for the city going forward.

"The GBA is a very vibrant area," Yuen said. For example, not only is it huge in terms of size and population, but it also has the most intense cluster of ports and airports in the world.

He explained that the plan is not just important for Hong Kong and the other GBA cities, but also for the whole nation's development.



We hope you can also feel that Hong Kong will not just be an observer; Hong Kong can play a key role in the GBA.

*– Catherine Tsang,
Tax Partner of PwC*



"With the Development Plan, the Mainland is breaking new ground in the country's opening up. It is also a concrete step showing the rest of the world how 'one country, two systems' will work."

Yuen explained that Hong Kong has a very important role to play in the development. The GBA symposium in February was held in Hong Kong, for example. And the Hong Kong Gov-

ernment was consulted on the draft of the Development Plan. "Most of our comments and suggestions were taken up and reflected in the plan," he said.

He pointed out that 'one country, two systems' was unique to Hong Kong and Macao, and that this policy remained crucial. "The top leaders have emphasised that the principle of 'one country, two systems' will be strictly adhered to."

Shortly after the release of the Outline Development Plan, eight further policy measures were released by the Central Government. Yuen said that more Hong Kong-specific measures would be released in the year ahead.

The GBA is providing new horizons for Hong Kong to diversify its economy and for people to develop their careers, Yuen added.

"It is up to us in Hong Kong to grasp the opportunities."

Catherine Tsang from PwC said that she has had meetings recently

大灣區開創新局面

從大灣區規劃可見，香港在國家發展中扮演舉足輕重的角色

with government representatives from countries including Japan and South Korea, and they have all expressed interest in the GBA. Specifically, they are asking: “What are the opportunities and how can we grasp them?”

She noted that it is difficult to give a short answer to these questions, but said that the GBA is an ecosystem and “we have to collaborate to make it work.” For example, Hong Kong has top universities, while Shenzhen has the space for major projects to be developed.

But she noted that Hong Kong's current manpower challenge could restrict our ability to make the most of the opportunities that are emerging.

“We definitely need more talent from overseas and the Mainland to upgrade our technologies in Hong Kong,” she said.

Tsang explained that it is not just scientists and technology experts that Hong Kong needs. We will also require skilled professionals in marketing and customer services, for example, if a successful tech industry is to flourish. Hong Kong should also improve its healthcare and housing provisions to attract more overseas professionals.

In terms of physical infrastructure, Tsang remarked that the opening of the Express Rail Link means that she can easily travel from Hong Kong to Guangzhou, Shenzhen and back again in one day. This has made a huge difference to her working life, and demonstrates how the GBA is already facilitating business growth in the region.

“We see the opportunities,” she said. “We hope you can also feel that Hong Kong will not just be an observer; Hong Kong can play a key role in the GBA.”

袁民忠擔任香港特區政府政制及內地事務局主任（特別職務）一職，負責制定大灣區相關的政策和措施。

因此，總商會3月18日的午餐會上座無虛席，亦不教人意外；與會者都渴望細聽袁民忠講解剛發布的《粵港澳大灣區發展規劃綱要》（綱要）。

袁民忠就綱要背後的因由、香港迄今為止在大灣區發展中擔當的角色，以及推動本港前進的優先要務一一剖析。

袁民忠說：「大灣區是活力四射的地區。」不但面積大、人口多，還坐擁全球最密集的港口和機場集群。

他解釋，綱要不僅對香港和其他大灣區城市至關重要，對整個國家的發展亦然。

「綱要的出台，為國家的對外開放開創了新局面。這亦是向世界各地展示『一國兩制』如何有效運作的具體一步。」

袁民忠解釋，香港在發展中擔當不可或缺的角色。例如2月的大灣區宣講會便正在香港舉行，而香港政府亦有就綱要的起草提供建議。他說：「我們大部分的意見和建議都獲採納，並反映在規劃中。」

他指出，「一國兩制」是港澳獨有的制度，這一政策仍然關鍵。「最高領導人強調，將嚴格遵守『一國兩制』的原則。」

綱要公布後不久，中央政府進一步推出八項政策措施。袁民忠表示，來年將有更多針對香港的措施出台。

他補充，大灣區正為香港開拓新景象，邁向多元經濟之餘，同時讓市民發展事業。

「機遇處處，我們應好好把握。」羅兵咸永道代表曾惠賢表示，最近與日本和南韓等國家的政府代表會面時，他們一致表示對大灣區深感興趣，而且尤其關心：「有何機遇？如何把握？」她認為，這些問題難以用三言兩語解答，但她表示大灣區是一個生態系統，

在大灣區的發展中，香港不只是旁觀者，而是擔當舉足輕重的角色，希望大家亦有同樣的看法。

——羅兵咸永道稅務合夥人 曾惠賢

「我們必須攜手合作，使其發揮作用。」例如，香港有頂尖的大學，而深圳則有土地空間發展重大項目。

然而她亦指出，香港目前的人力難題或會成為局限，阻礙我們充分利用不斷湧現的機遇。

她說：「我們的確需要更多來自海外和內地的人才，以提升本港科技。」

曾惠賢解釋，香港科技業要蓬勃發展，除了需要科學家和科技專才，還要有熟練的營銷和客戶服務專業人員。香港也應改善醫療服務和房屋供應，以吸引更多海外專才。

實體基建方面，曾惠賢認為高鐵的開通讓她可即日往返香港、廣州和深圳，大大便利了公務聯繫，可見大灣區正促進區內的業務增長。

她說：「機遇就在眼前。在大灣區的發展中，香港不只是旁觀者，而是擔當舉足輕重的角色，希望大家亦有同樣的看法。」

Reviewing the Two Sessions 回顧兩會

Targeted measures to help domestic and foreign businesses demonstrate that reform and opening up will continue
國家推出扶助海內外商企的定向措施，展示改革開放將會持續



中國內地開放之路仍然漫長，經濟改革將會持續推進——早前赴京出席全國兩會的三位專家表示，這是會議帶出的主要訊息之一。三人在總商會3月21日的午餐會上，與會員分享獨有見解。

全國政協常委胡定旭指出，出席長達兩星期的會議著實需要投入不少時間。他補充，在所有的會議和演辭中，以總理李克強的《政府工作報告》最為重要。

胡定旭憶述，李總理承認國家與美國的貿易緊張關係，令過去一年的日子變得難熬，但北京不會跟隨美國推出刺激措施，以免長遠產生負面影響。反之，中央公布了規模約二萬億人民幣的定向減稅降費方案。

他說：「政府希望減稅降費可對企業——尤其是中小企產生刺激作用。是次中央大幅減稅降費，意義重大。」

他亦強調，內地計劃在基礎建設和再城鎮化方面增撥資源。更多有利營商的政策包括：鼓勵銀行放寬借貸和投資政策，容許更多外商投資。

「中國憂慮經濟會大幅逆轉，並已研究日本過去數十年的經驗。」

胡定旭亦提及，國家領導人強調了全球化及和平發展的重要性。

全國政協委員及總商會立法會代表林健鋒指出，商界日漸受到重視。

「這個趨勢令人鼓舞，可見政府力求改善與各級企業的關係，包括鼓勵創業。」

林健鋒表示，中央政府對粵港澳大灣區（大灣區）的重視，顯示出項目的重要性。與大灣區發展相關的具體政策相繼出台，例如新的居住日數規則訂明，在內地停留不足24小時，不會計入居住日數。

他解釋：「也就是說，香港居民於星期一出發、星期五回港的話，也只計作三天。這個安排對我們十分有利。」

林健鋒說，《外商投資法》於兩會期間通過，備受全球矚目。新法包含了一些措施，有助創造公平的競爭環境，以及應對強制技術轉移等問題。

他說：「由此可見，中國希望為所有人提供良好的貿易環境。最重要的是，

中央政府在外國投資者最為關注的範疇作出了明確的規定，力求釋除他們的疑慮。」

全國政協委員許漢忠認為，整體而言，李總理的工作報告「非常務實、實際和清晰」。對於李總理坦承中國正面臨挑戰，兩會代表和委員表示讚賞。兩會帶出的一個重要訊息是，中央政府繼續致力改善全國人民的生活質素。

許漢忠駁斥大灣區發展或令香港受到排斥的說法。

他說：「問題不在於香港會被大灣區同化或邊緣化。在中國過去40年的開放過程中，香港憑藉其優勢一直發揮舉足輕重的作用。」

《政府工作報告》亦重申了「一國兩制」的重要性。許漢忠認為，過去40年，「一國兩制」不僅有利於香港，更惠及整個國家。

他又稱，兩會帶出的另一主要訊息是這些改革將會持續推進，而中國內地更會發展「更高層次的開放」。

「去年國家大舉慶祝改革開放40年，並已表明這個進程將會繼續向前。」

The opening up process in Mainland China is far from over and economic reforms will continue. This was one of the key takeaways reported by three experts after returning from the Two Sessions in Beijing, who shared their exclusive insights with members at a roundtable luncheon on 21 March.

Anthony Wu, member of the Standing Committee of the CPPCC National Committee, noted that attending the fortnight-long event is a major time commitment. He added that of all the meetings and speeches, the most important was Premier Li Keqiang's Government Work Report.

Wu reported Li's acknowledgement that it had not been an easy year as a result of the trade tensions with the United States. But Beijing would not follow the U.S. practice of stimulus, as that would have negative implications down the line. Instead, a targeted package of tax cuts worth around 2 trillion RMB was announced.

"The government hopes this reduction in taxes and fees will stimulate businesses, especially SMEs," Wu said. "This is a significant cut in taxes and fees, and that is important."

Wu also highlighted plans for more investment in infrastructure and re-urbanization. Further business-friendly policies include encouraging banks to relax their lending and policies to allow more foreign investment.

"China is concerned about a major economic downturn, and has studied the experience of Japan in the past few decades."

Wu also noted that the Mainland leadership had emphasised

the importance of globalization and peaceful development.

Jeffrey Lam, member of the CPPCC National Committee and the Chamber's LegCo Representative, also remarked on the increasing focus on the business community.

"I think this is very good as the government is looking to improve its relationship with business at all levels, including encouraging entrepreneurs."

Lam noted that the Central Government's attention to the Greater Bay Area (GBA) showed the pro-

The government is looking to improve its relationship with business at all levels, including encouraging entrepreneurs.

— Jeffrey Lam,
Member of the CPPCC National Committee

ject's importance. Specific policies relating to the GBA development have been emerging, such as the new "China Day" rule, which means that less than 24 hours on the Mainland will not be counted as a day's residence for tax purposes.

"So this means that Hong Kong residents can go on a Monday and come back on a Friday and it will only count as three days," he explained. "This is very much to our advantage."

The release of the Foreign Investors Law during the Two Sessions was an important event, Lam said. The new law contains measures that will help level the playing field

and addresses issues such as forced technology transfer.

"This shows that China wants to promote a good trading environment for everyone," he said. "It makes clear provision on areas that foreign investors are most concerned about, and it is important that the Central Government is addressing these concerns."

Stanley Hui, member of the CPPCC National Committee, said that Li's Work Report was overall "very pragmatic, very down-to-earth and clear." Li's openness in admitting the challenges that China was facing was appreciated by the

delegates. An important message delivered by the Two Sessions is that the Central Government remains committed to improving the quality of life of all its citizens.

Hui refuted any concerns that the development of the GBA may lead to Hong Kong being sidelined.

"It is not a question of assimilating Hong Kong into the Greater Bay Area, or of marginalizing Hong Kong," he said. "Hong Kong's strength has been important to the opening up of China for the past 40 years."

The Government Work Report also reinforced the importance of "one country, two systems." Hui noted that "one country, two systems" has been beneficial not only to Hong Kong, but to the whole country over the past four decades.

Hui added that a key takeaway from the Two Sessions was that these reforms will continue, and there will be a "higher level of opening up."

"Last year was the special celebration of 40 years of reform and opening up, and it was made clear that this will continue." ❀

Asia & Africa Committee 亞洲及非洲委員會



Deputy Consul General of Australia Ken Gordon and Trade Commissioner Sophie Crowe updated members on the progress of the Australia-Hong Kong Free Trade Agreement at a committee meeting on 22 March. Later at the meeting, Behzad Mirzaei, Chairman of the Asia & Africa Committee, shared his findings from his recent trips to India and Cambodia.

在3月22日的委員會會議上，澳洲副總領事戈頓健及貿易專員 Sophie Crowe向委員講解澳洲與香港《自由貿易協定》的最新進展。其後，亞洲及非洲委員會主席苗澤文分享他最近遠赴印度和柬埔寨的所見所聞。

Xiaoya Wei, China Director of the South Australian branch of the Australian Trade and Investment Commission (Austrade), visited the Chamber where she was welcomed by PC Yu, Convener of the GBA Working Group and General Committee Member, and William Ngo, Secretary of the Asia & Africa Committee. Wei shared the latest economic updates from South Australia. Yu discussed the Greater Bay Area initiative and invited Wei to attend the Greater Bay Area forum hosted by HKGCC on 10 April, and both sides discussed the potential for future collaboration.

澳洲貿易投資委員會南澳分會中國區總監Xiaoya Wei到訪總商會，由大灣區工作小組召集人兼理事余鵬春與亞洲及非洲委員會秘書吳景輝接待。Wei分享南澳的最新經濟狀況。余鵬春討論大灣區倡議，並邀請Wei出席總商會於4月10日舉辦的「粵港澳大灣區論壇」。雙方探索未來的潛在合作機會。

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

Keith Enright, Google's Chief Privacy Officer, met with members at a Chamber roundtable luncheon on 26 March where he spoke on Google's approach to upholding user privacy and security amid growing public concern and regulatory oversight. He also touched on the issues of data breaches and data ethics.

谷歌首席私隱官Keith Enright在總商會3月26日的午餐會上，講解在公眾關注和規管與日俱增的情況下，谷歌如何維護用戶私隱和安全，還談及資料外洩和資料道德的議題。



Members on a mission to Shenzhen on 29 March visited some of the biggest Chinese technology firms including Huawei, Tencent, Forms Syntron and WeBank.

會員於3月29日組團前往深圳，參觀規模最大的中國科技公司，包括華為、騰訊、四方精創及微眾銀行。

創新科技署署長蔡淑嫻於3月25日蒞臨總商會，講解政府通過「再工業化資助計劃」，在香港推動智慧生產的措施。



Annie Choi, Commissioner for Innovation & Technology, visited the Chamber on 25 March and gave a briefing on the Government's initiative to promote smart manufacturing in Hong Kong through its Re-industrialisation Funding Scheme.

Committee Chairmen 委員會主席



Members visited SenseTime's Hong Kong office on 9 April to learn about the company's latest developments in artificial intelligence and the real-life application of AI technology in areas such as human facial recognition, autonomous driving, 3D augmented reality and 3D face reconstruction.

會員於4月9日到訪商湯科技的香港辦事處，了解該公司在人工智能方面的最新發展，以及人工智能技術在人臉識別、自動駕駛、三維擴增實境和三維人臉重建等領域的實際應用。



Americas Committee
美洲委員會
Prof Steve Wong
黃兆輝教授



Asia & Africa Committee
亞洲及非洲委員會
Mr Behzad Mirzaei
苗澤文先生



China Committee
中國委員會
Mrs Petrina Tam
譚唐毓麗女士



HKCSI – Executive Committee
香港服務業聯盟 — 執行委員會
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
Ms Jennifer Chan
陳佩君女士



Financial & Treasury Services Committee
金融及財資服務委員會
Ms Agnes Chan
陳瑞娟女士



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

Economic Policy Committee 經濟政策委員會

在4月4日的委員會會議上，牛津經濟研究院亞洲區經濟研究主管 Louis Kuijs 討論香港維持全球競爭力的方法，涵蓋稅務、人口結構以至科技發展領域，引起席間熱烈討論。



At the committee meeting on 4 April, Louis Kuijs, Head of Asia Economics at Oxford Economics, discussed some of the ways that Hong Kong can maintain its global competitiveness. His presentation, which covered areas from taxation and demographics to technological development, sparked a lively discussion among committee members.

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

Edward Chow, Consultant with the Environmental Management Division of the Hong Kong Productivity Council, briefed members on the Council's experience in developing a trading platform to reduce carbon through the adoption of blockchain technology, at a committee meeting on 28 March.

香港生產力促進局環境管理部顧問周志賢於3月28日的委員會會議上，介紹該局通過採用區塊鏈技術開發減碳交易平台的經驗。



Town Hall Forum Series with Chairman of the Communications Authority Winnie Tam Wan-chi

議事論壇系列：通訊事務管理局主席譚允芝



Winnie Tam, Chairman of the Communications Authority, spoke at the Chamber's Town Hall Forum on 1 April about the Authority's initiatives to foster a favourable environment for the development of the broadcasting and telecoms sectors. These include the relaxation of regulations around indirect advertising on television, and plans to support the roll-out of 5G services in Hong Kong.

通訊事務管理局主席譚允芝出席總商會4月1日的議事論壇，講解當局以推動廣播及電訊業發展、打造良好營商環境為目標的多項倡議，包括放寬電視間接宣傳的規例，以及支持香港推出5G服務的計劃。

Europe Committee 歐洲委員會

Abdulkadir Emin Onen, Turkish Ambassador to the People's Republic of China, and representatives from the Consulate General of Turkey in Hong Kong met with Chamber Chairman Aron Harilela and Europe Committee Chairman Jennifer Chan on 18 March. Ambassador Onen said that Turkey hopes to develop its trade and investment with Hong Kong and Mainland China, with tourism being one of the sectors with huge potential.



土耳其駐華大使Abdulkadir Emin Onen及土耳其駐港總領事館代表於3月18日與總商會主席夏雅朗及歐洲委員會主席陳佩君會面。Onen大使表示土耳其希望與香港及中國內地發展貿易和投資聯繫，其中以旅遊業最具潛力。

Europe Committee members joined a briefing at the Consulate General of Hungary on 3 April. Petra Ponevacs-Pana, Hungary's Deputy State Secretary for Investment Promotion, and Pal Kertesz, Consul General of Hungary in Hong Kong, gave an overview of the country, the investment opportunities available, and the favourable income tax policies aimed at attracting overseas businesses. They also discussed Hungary's close relationship with China.

歐洲委員會會員於4月3日到訪匈牙利駐港總領事館出席簡介會。會上，匈牙利投資推廣部副國務卿Petra Ponevacs-Pana及匈牙利駐港總領事Pal Kertesz講解該國概況、投資機遇，以及為吸引外資的所得稅優惠政策。他們亦談及匈牙利與中國的緊密關係。



Members had an enjoyable night mingling with the city's European diplomats at the Cocktail Reception with European Consuls General in Hong Kong on 10 April, held in Hong Kong Club's Garden Lounge. Around 130 members took the opportunity to get first-hand information about the current economic and investment environment in Europe from the diplomats.

「歐洲總領事酒會」於4月10日假香港會Garden Lounge舉行。約130位會員藉此良機與城中多位歐洲外交官員交流，了解區內經濟及投資環境的第一手資訊。



Clemente Contestabile, Consul General of Italy in Hong Kong, shared with members the latest economic news in Italy and the government's priorities at the committee meeting on 12 April. He also addressed the topic of Italy's role in the European Union.

意大利駐港總領事Clemente Contestabile在4月12日的委員會會議上，向委員講解該國的最新經濟動向及政府的近期要務。他亦談及意大利在歐盟的角色。

Committee Chairmen 委員會主席

Moët Hennessy Diageo Hong Kong hosted a preview dinner for Hennessy Paradis Imperial 2.0 on 25 March at the Tin Lung Heen restaurant at The Ritz-Carlton. Chamber Deputy CEO Watson Chan attended the event along with around 30 Chamber leaders and members. Hennessy's Head of Distilleries Olivier Paultes introduced the new cognac, which will soon be launched to the market.

酩悅軒尼詩帝亞吉歐洋酒香港有限公司於3月25日假麗思卡爾頓酒店天龍軒餐館為其新酒品Hennessy Paradis Imperial 2.0舉行預覽晚宴，由總商會副總裁陳利華及約30位總商會高層及會員赴會。當晚，軒尼詩釀酒總監Olivier Paultes介紹了品牌即將推出市場的新款干邑。

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

At a committee meeting on 15 April, Hong Kong Science Park's Chief Commercial Officer Claudia Xu and her colleague Peter Luk, Associate Director, Business Development, Mainland and International, spoke on the opportunities in the Greater Bay Area for the development and application of financial-related technologies.

在4月15日的委員會會議上，香港科學園首席商務總監徐建與內地及國際業務發展副總監陸彥鳴講解大灣區在開發和應用金融相關科技方面的機遇。

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



Ophelia Tsang, Deputy Director-General of Trade and Industry, briefed members on the latest enhancement measures of the Branding, Upgrading and Domestic Sales Fund (BUD Fund), which provides financial support for Hong Kong enterprises, at the HKCSI Executive Committee meeting on 2 April. She was joined by Professor Dragon Tang, Area Head of Finance and Associate Director, Centre for Financial Innovation and Development at the University of Hong Kong. Tang shed light on the business opportunities for the financial services industry under the Greater Bay Area initiative.

在4月2日的香港服務業聯盟執行委員會會議上，工業貿易署副署長曾愛蓮向委員概述「發展品牌、升級轉型及拓展內銷市場的專項基金」的最新優化措施，為香港企業提供財政支援。會上，香港大學金融創新及發展研究中心金融領域負責人兼副主任湯勇軍教授亦闡釋金融服務業在大灣區倡議下的商機。

Members of the HKCSI Executive Committee were invited to join the Asia & Africa Committee Meeting on 22 March to exchange views with Australia's Deputy Consul-General Kenneth Gordon on the recently signed Free Trade Agreement between Hong Kong and Australia.

香港服務業聯盟執行委員會委員於3月22日應邀出席亞洲及非洲委員會的會議，與澳洲副總領事戈頓健就香港與澳洲最近簽訂的《自由貿易協定》交換意見。

Legal Committee 法律委員會



Ms Fiona Loughrey
羅嘉莉女士

Manpower Committee 人力委員會



Ms Connie Lam
林翠華女士

Membership Committee 會員關係委員會



Mr Peter Wong
王冬勝先生

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



Ms Sylvia Chung
鍾慧敏女士

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 P C Yu
余鵬春先生

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

On a Chamber visit to the Sino Inno Lab at Kwun Tong on 26 March, members explored cutting-edge and innovative PropTech (property technology) solutions that can be applied to hotels, residences, shopping malls and property management.

會員於3月26日參觀位於觀塘的信和創意研發室，探索可應用於酒店、住宅、商場和物業管理的創新地產科技方案。



At a Smart City Working Group meeting on 27 March, Albert Wong, PwC's Director of Public Sector Consulting, briefed members on the next stage of Hong Kong's smart city journey.

在3月27日的智慧城市工作小組會議上，羅兵咸永道公共事務諮詢服務總監王君弼向委員概述香港智慧城市進程的下一階段。

在一個以香港智慧城市發展為主題的研討會上，畢馬威中國全球基礎設施建設業務亞太區主管Julian Vella根據包括香港在內的五個城市居民之意見，比較它們的發展。Vella是研討會的專家小組成員之一，其他專家還包括JOS集團董事總經理Mark Lunt、Connected City Alliance聯合創會主席吳國強，以及西門子有限公司香港數碼中心主管鄭慶舒。



At a seminar to discuss Hong Kong's progress as a smart city, Julian Vella, ASPAC Regional Head – Global Infrastructure Advisory of KPMG China, compared developments across five cities including Hong Kong, based on the opinions of residents. Vella was one of a panel of experts at the seminar, which also included Mark Lunt, Group Managing Director of JOS; Clube Ng, Founding Co-Chairman of the Connected City Alliance; and Keith Cheng, Head of the HK Digitalization Hub at Siemens.

Manpower Committee 人力委員會



At the Manpower Committee Meeting on 3 April, Claudia Xu, Chief Commercial Officer of Hong Kong Science and Technology Parks (HKSTP), exchanged views with members on HKSTP's endeavors to foster an ecosystem of innovation and technology in Hong Kong, and how the HKSTP's Incubation Programme can facilitate the development of start-ups.

在4月3日的委員會會議上，香港科技園首席商務總監徐建講解科技園如何致力在港培育創新科技生態系統，以及其培育計劃可怎樣促進初創企業的發展，並與委員交換意見。

Emil Yu, General Committee member and Chamber representative to the Labour Advisory Board, attended a meeting with representatives from the Labour Department on 21 March about the Consultation Paper on raising penalties of Occupational Safety and Health Legislation. Yu and other Committee members expressed their concerns to Jeff Leung, Deputy Commissioner for Labour (Occupational Safety and Health), regarding the proposed amendments to the legislation.

總商會理事及勞工顧問委員會總商會代表于健安於3月21日與勞工處代表會面，討論有關提高職業安全及健康法例罰則的諮詢文件。于健安和其他委員就修例建議向勞工處副處長（職業安全及健康）梁永恩表達關注。

總商會流動程式

The Chamber's Bilingual App



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Retail & Tourism Committee 零售及旅遊委員會



Close to 80 members attended a Digital Travel Forum on 28 March to learn more about the use of technology to enhance user experience and grow market share. The speakers were Yoshiko Iwamoto, Director of Japan National Tourism Organisation; Tina Chao, General Manager of Marketing, Hong Kong Tourism Board; Mike Orgill, General Manager for Southeast Asia, Hong Kong and Taiwan with Airbnb; and Hillman Lam, General Manager, Hong Kong, Taiwan and International Business at Trip.com.

近80位會員出席3月28日舉行的「數碼旅遊論壇」，了解如何應用科技提升用戶體驗和增加市場份額。講者包括日本國家旅遊局香港辦事處次長岩本佳子、香港旅遊發展局總經理（市場推廣）曹天麗、Airbnb東南亞、香港及台灣事務總經理Mike Orgill，以及攜程國際業務香港及台灣區總經理林俊暉。

Kamshim Lau, Executive Director of Lifestyle International Holdings, owner of the Sogo department stores in Hong Kong, spoke on the outlook and challenges for the city's retail sector at a Retail & Tourism Committee meeting on 2 April. She also discussed Sogo's business strategy and future projects in Kai Tak.

香港崇光百貨控股公司利福國際集團有限公司執行董事劉今蟾出席零售及旅遊委員會4月2日的會議，講解本港零售業的前景和挑戰，還討論崇光百貨的商業策略和未來的啟德項目。

On a hiking tour on 30 March, participants were treated to stunning views and learned about the interesting historical sites on the trail from Parkview to Kornhill. Along the way, Whelan Leung, Founder of Protrek, introduced the concept of Leave No Trace as well as some of the latest mobile apps to enhance the outdoor experience. Members then indulged in a "geolicious" lunch and hotel tour at L'hotel Island South, one of the city's two "geopark" hotels.



在3月30日的遠足活動上，參加者從陽明山莊出發，一路走到終點康山，一邊欣賞郊野的明媚風光，一邊認識有趣的歷史遺跡。Protrek創辦人梁偉倫沿途介紹「無痕郊野」的概念和最新的流動應用程式，以提升戶外活動的體驗。其後，會員前往如心南灣海景酒店享用豐富的地質公園主題午餐，並參觀酒店的環境設施。如心南灣海景酒店是本港兩間以地質公園為主題的酒店之一。

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

At a committee meeting on 26 March, Allan Chan and Thomas Tse, respectively President and CEO of the Hong Kong Construction Association, presented their perspective and exchanged views on recent proposals by the Labour Department to raise penalties for safety and health violations in the workplace.

在3月26日的委員會會議上，香港建造商會會長陳修杰及行政總裁謝子華就勞工處最近提出提高違反職業安全及健康法例的罰則表達看法，並交換意見。

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

In his capacity as a member of the Intellectual Property Rights Inspection Task Force for HKTDC, SME Committee Chairman Roy Ng represented the Chamber to conduct an intellectual property rights inspection on the pre-exhibition day of the Houseware, Home Textiles and Gifts Fairs on 19 April and 26 April.

中小型企業委員會主席伍俊達以香港貿發局知識產權檢察專責小組成員的身份，於4月19日和4月26日代表總商會出席家庭用品、家用紡織品及禮品展開幕前的知識產權巡察。

Taxation Committee 稅務委員會

At a roundtable luncheon on 20 March, PwC's Emily Chak and Philip Hung shared with members effective ways to deal with assessments and investigations by the Inland Revenue Department, especially where offshore claims were concerned.

在3月20日的午餐會上，羅兵咸永道代表翟善琪和洪宏德與會員分享應對稅務局評估和調查的有效方法，尤其針對離岸利潤申報。





Chambers Forum at the Internet Economy Summit 「互聯網經濟峰會」 商會論壇

At the Chambers Forum on 15 April, industry leaders discussed the opportunities associated with the development and application of innovative technologies in the Greater Bay Area. The forum, which was co-organized by HKGCC, also featured speakers at the frontier of fields such as open data, digital supply chains, AI and smart living, who discussed how to use these technologies to benefit business and society. The Chambers Forum was part of the Internet Economy Summit, which took place at the Hong Kong Convention and Exhibition Centre on 15 and 16 April. The summit, a flagship event for the technology sector in Asia, was attended by more than 2,000 people.

在4月15日舉行的商會論壇上，業界領袖聚首一堂，探討大灣區在創新科技發展及應用方面的各種機遇。論壇由總商會協辦，邀得多位來自開放數據、數碼供應鏈、人工智能及智慧生活等新興界別的講者，共同討論如何利用這些科技惠及商界和社會。商會論壇為「互聯網經濟峰會」的活動之一。峰會於4月15至16日假香港會議展覽中心舉行，是亞洲科技界的旗艦活動，吸引逾2,000人參加。

Women Executives Club 卓妍社

WEC Chairman Jennifer Chan represented the Chamber at the "2019 Women of Hong Kong Celebrating International Women's Day Reception" organized by the Hong Kong Federation of Women on 21 March at the Government House Ballroom.

卓妍社主席陳佩君於3月21日代表總商會出席由香港各界婦女聯合協進會假香港禮賓府宴會廳舉行的「2019年國際婦女節酒會」。

WEC Chairman Jennifer Chan and Vice Chairman Carol Wing attended the "2019 Dinner Gathering for Local Women Associations' Leadership" on 24 March. The luncheon was organized by the Liaison Office of the Central People's Government in HKSAR at their office.

卓妍社主席陳佩君和副主席榮明珠於3月24日出席由中央人民政府駐香港特區聯絡辦公室假香港中聯辦辦事處舉行的「2019年香港各界婦女社團領袖餐敘」。



WEC Chairman Jennifer Chan hosted a happy hour on 3 April at Bizou American Brasserie, and introduced the club's Cantonese Opera "Soiree Xiqu" event that will take place on 1 November.

卓妍社主席陳佩君於4月3日假Bizou American Brasserie主持歡樂時光聚會，並介紹卓妍社將於11月1日舉辦的「賞粵·曲藝」粵劇文藝欣賞晚會。

The Chamber's WEC, YEC and Taiwan Interest Group co-organized a Network & Learn event with Kavalan, Taiwan's famous whisky maker, on 1 April. WEC Chairman Jennifer Chan, Taiwan Interest Group Convenor PC Yu and around 80 Chamber members enjoyed a tasting journey of different whiskies under the guidance of Kavalan Global Brand Ambassador Nico Liu. Neel Hotwani, Head of Marketing at tableware specialist Town House, also demonstrated how to appreciate the beverage using a Riedel whisky glass.

總商會卓妍社、卓青社及台灣小組於4月1日與台灣著名威士忌釀酒廠——噶瑪蘭合辦「Network & Learn」活動。卓妍社主席陳佩君、台灣小組召集人余鵬春及約80名總商會會員在噶瑪蘭全球品牌大使Nico Liu的指導下，細味多款威士忌。餐具專家Town House的營銷主管Neel Hotwani亦示範如何以Riedel威士忌酒杯來品嚐美酒。



Young Executives Club 卓青社

On 26 March, the Young Executives Club organized a Network & Learn event "CEO as KOL" featuring Kenny Tang, CEO of CSG ZtoA, an online-to-offline marketing company, and founder of Kooleader. Participants learnt some practical strategies on personal branding on social media to generate publicity that would benefit their company and drive business transactions.

卓青社於3月26日舉辦「Network & Learn」活動，主題為「CEO as KOL」，邀來線上到線下營銷公司CSG ZtoA行政總裁兼Kooleader創辦人鄧國健分享在社交媒體上建立個人品牌的實用策略，以產生有利公司和帶動商業交易的宣傳效應。



The YEC football team held a football practice on 26 March at the Southern Playground in Wan Chai with the youth committees of other local chambers. On the same date, the YEC tennis team also held a practice at the Dynasty Club to prepare for the HKTA Dr Henry Fok CPL tournament on 26-28 April.

卓青社足球隊於3月26日與其他本地商會的青年委員會於灣仔修頓球場進行足球訓練。同日，卓青社網球隊亦於皇朝會進行訓練，為4月26日至28日的「香港網球總會霍英東盃網球團體邀請賽」做好準備。

The YEC Football Team visited Macao with members of the Hong Kong Chinese Enterprises Association on 12-13 April. The joint team played a friendly match with members of the Junior Chamber International (JCI) of Macao on 13 April.

卓青社足球隊與香港中國企業協會足球隊於4月12日至13日組團赴澳門，並於13日與澳門國際青年商會的會員進行了一場友誼賽。





Members learned about the innovative business climate in Israel during a study mission organized by YEC and HKU SPACE Executive Academy from 1 to 6 April. Members visited innovative companies to understand more about the country's start-up ecosystem. Participants also attended lectures at Hebrew University, and had the opportunity to visit some of Israel's historical sites.

卓青社與香港大學SPACE企業研究院於4月1日至6日合辦以色列考察團，探索當地的創新商業環境。會員到訪創新企業，深入了解該國的初創生態系統。團員還到希伯來大學出席研討會，並有機會遊覽以色列的歷史遺跡。

Talent Development 人才發展

Tim Egold, Corporate Trainer of Dale Carnegie Hong Kong and Macao, shared some insights on effective leadership at a workshop on 22 March. Egold explained that because employees are valuable assets to an organization, it is therefore important to enhance employee satisfaction and retention. He suggested that leaders should adopt a professional yet approachable management style in order to build a healthy corporate culture and motivate staff.



卡內基訓練香港及澳門企業培訓導師 Tim Egold於3月22日的工作坊上，分享對有效領導力的見解。Egold解釋，員工是機構的寶貴資產，因此提高員工滿意度和留任率十分重要。他建議領袖採用專業而又平易近人的管理方式，以建立健康的企業文化，激勵員工。

HKGCC MOBILE





Diplomatic Drinks

Catching up with the European Consuls General

With political and economic events in Europe currently headline news, the Chamber's Cocktail Reception with the European Consuls General on 10 April was a timely opportunity to hear directly about what is really happening on the ground. Around 130 members enjoyed the opportunity to mingle with the Consuls General at Hong Kong Club's Garden Lounge, and to chat with other members about doing business on the continent.

Consuls General and diplomatic representatives from Austria, Belgium, the Czech Republic, France, Hungary, Ireland, Israel, Italy, the Netherlands, Poland, Switzerland, Turkey, and the United Kingdom, as well as the Head of the European Union Office, attended the cocktail reception. Chamber Chairman Aron Harilela led the toast, along with other Chamber leaders, to cheer for the continued strengthening of relations between Hong Kong and Europe. 🌸





把酒言商

與歐洲總領事歡聚交流

歐洲的政經發展可謂當前的頭條要聞，總商會於4月10日舉辦的「歐洲總領事酒會」正好提供良機，讓會員直接了解該區的實況。當晚活動假香港會Garden Lounge舉行，約130位會員藉機與多位總領事暢談交流之餘，還與其他會員分享在歐洲的營商經驗，樂在其中。

來自奧地利、比利時、捷克共和國、法國、匈牙利、愛爾蘭、以色列、意大利、荷蘭、波蘭、瑞士、土耳其及英國的總領事和外交代表，以及歐洲聯盟香港辦事處主任出席是次酒會。總商會主席夏雅朗帶領其他總商會領導一同舉杯祝酒，祝願香港與歐洲的關係持續加強。🌸



Tech Transforming Travel

科技改變旅遊體驗

Making good use of digital helps explain why some destinations and companies are perennially popular even as tourists' expectations evolve

善用數碼科技，可助旅遊目的地和公司迎合遊客期望的轉變，在市場上屹立不倒

Almost one-third of Hong Kong people have been to Japan, and more than half of these have visited the country at least four times. This is an impressive statistic, especially given that there are so many other attractive holiday destinations within a few hours flying time of Hong Kong.

So what is the secret to Japan's tourism success? At the Chamber's Digital Travel Forum on 28 March, Yoshiko Iwamoto, director of the Japan National Tourism Organization (JNTO), explained how the country actively uses digital methods to stay ahead of the curve – in marketing and in improving the travel experience for visitors.

For example, it uses Facebook promotions to appeal directly to the Hong Kong market. JNTO also developed the Japan Official Travel App, which offers a range of language options to make life easier for tourists and to enhance their understanding of the country.

Hong Kong, of course, is another hugely successful tourist destination. And digital now plays a crucial role in providing information to travellers while they are here, explained Tina Chao, General Manager of Marketing at the Hong Kong Tourism Board (HKTB). She demonstrated how an AI Chatbot can reply to enquiries quickly, and how visitors can use the free audio and video guides on the "My Hong Kong Guide" mobile app by scanning the QR codes in locations like Sham Shui Po.

HKTB has also used augmented reality in its AR Time Travel project at the Sky100 observation deck in the ICC. This high-tech video lets visitors immerse themselves in the different neighbourhoods of old Hong Kong.

The tourism sector was among the first to be disrupted by the internet, as consumers found that they could easily research and book their holidays online.

Two companies that successfully tapped into this change are Trip.com and Airbnb. But even these giants of the online travel sector are not taking their success for granted, as the demands and expectations of travellers continue to evolve.

Hillman Lam, General Manager for Hong Kong, Taiwan and International Business at Trip.com, said that the offerings of online travel agents – and other businesses



catering to tourists – need to be more experience-driven as travellers seek more personalized experiences.

Lam also introduced some of the latest AI technology that the company uses to serve its 2 million monthly active users. Trip.com now supports 18 languages, which is helping to increase its global reach.

Mike Orgill, General Manager for Southeast Asia, Hong Kong & Taiwan at Airbnb, agreed that this shift to personalized travel was a major trend. Airbnb's big data has revealed that travellers are increasingly interested in visiting non-traditional destinations. They are also seeking more wellness-related experiences, including quirky and fun activities like Silent Disco Yoga.

Orgill also noted that Hong Kong is a very fast-growing market for Airbnb, with rapidly increasing user numbers. 🌸





近 三分之一的香港人都到過日本，其中逾半更曾到訪至少四次。這個統計數字實在驚人，尤其是考慮到與香港僅數小時飛行之距的其他渡假勝地其實多不勝數。

那麼日本旅遊業的成功之道是甚麼？在總商會3月28日的「數碼旅遊論壇」上，日本國家旅遊局香港辦事處次長岩本佳子解釋該國如何在市場營銷和改善遊客體驗方面，積極利用數碼方案，保持領先優勢。

例如，該局透過Facebook推廣活動直接接觸香港市場，還開發了「日本官方旅遊APP」。該應用程式提供多種語言選項，方便遊客使用，並加深他們對日本的認識。

當然，香港作為一個旅遊勝地，也大受旅客青睞。香港旅遊發展局（旅發局）市場推廣總經理曹天麗解釋，數碼技術在提供訪港旅遊資訊方面發揮

關鍵作用。她即場示範如何利用人工智能聊天機械人快速回覆查詢，以及遊客可怎樣使用「香港·我的智遊行程」流動應用程式，掃描如深水埗等不同地點的二維碼，享用免費影音導航。

旅發局亦在環球貿易廣場的「天際100香港觀景台」推出「VR時光倒流香港遊」微電影，利用擴增實境技術重現香港舊貌，讓遊客猶如置身老香



港，回味不同地區的情懷。

旅遊業可謂首當其衝受互聯網顛覆的行業之一，因為消費者發現，他們可輕易在網上搜尋旅遊資訊和進行預訂。

Trip.com和Airbnb便是成功發掘這一趨勢所創商機的表表者。然而，面對旅客的需求和期望不斷轉變，作為網上旅遊服務業的兩大巨頭，他們也沒有把成功視為理所當然。

攜程國際業務香港及台灣區總經理林俊暉表示，隨著旅客追求更個人化的體驗，網上旅行社和其他旅遊公司提供的產品和服務，必須更著重旅客的體驗。

林俊暉還介紹了該公司採用的最新人工智能科技，為200萬位每月活躍用戶提供服務。Trip.com現時支援18種語言，對擴充全球業務頗有幫助。

Airbnb東南亞、香港及台灣事務總經理Mike Orgill認同，旅客轉向個人化的旅程是大勢所趨。Airbnb的大數據顯示，旅客對非傳統目的地愈來愈感興趣。他們更傾向追求與保健養生相關的體驗，包括「無聲派對瑜伽」等新奇有趣的活動。

Orgill還指出，香港是Airbnb迅速發展的市場，用戶人數節節攀高。✿





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香港總商會1861

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Visiting Shenzhen's Tech Giants 參觀深圳科技巨頭

Shenzhen's emergence as a global epicentre for innovation in recent years has produced a number of hugely successful technology companies. The Greater Bay Area is now creating new opportunities for Hong Kong in Shenzhen as the development fosters increased cooperation between the two cities.

Members enjoyed an exclusive visit behind the scenes at some of these tech giants during a mission to Shenzhen on 29 March. The visit was organized by the Digital, Information & Telecommunications Committee and led by Committee Chairman Eric Chin.

The delegation first visited Huawei's headquarters in Bantian Industrial Zone and learnt about the company's latest cloud and 5G developments. They then visited Tencent's head office in Binhai to see how the company is using new technologies to enhance everyday life.

At Forms Syntron Information, delegates toured the new headquarters and learned how the company is driv-

ing the growth of ICT industries within the GBA. The mission ended with a presentation at WeBank, China's first digital bank, to help members understand how virtual banks are transforming customers' experience and the banking landscape. ✨

近年深圳崛起成為全球創新中心，培育出許多成就非凡的科技公司。隨著大灣區發展帶動香港和深圳加強合作，深圳正為香港開創不少新機遇。

數碼、資訊及電訊委員會於3月29日舉辦深圳考察團，在委員會主席錢樹楷帶領下，會員獨家參觀了多家科技巨頭，一睹其幕後運作。

代表團先到訪位於坂田工業區的華為總部，學習雲端和5G的最新發展；其後考察位於濱海的騰訊總部，了解該公司如何利用高新科技改善日常生活。

在四方精創，團員參觀了新總部，了解該公司如何在大灣區內推動資訊及通訊科技業發展。行程最後一站是中國首家數碼銀行——微眾銀行，會員從中認識虛擬銀行怎樣改變客戶體驗和銀行業格局。 ✨



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Sandbox for Start-ups 初創企業沙盒

Sino Inno Lab lets companies try out PropTech ideas and develop innovative new products

信和創意研發室鼓勵企業試行地產科技概念並研發創新產品

「大膽是創新的關鍵。」總商會在3月26日造訪信和創意研發室，楊孟璋接待30人代表團時如此說明。楊孟璋是信和集團創新聯席董事，當天由他解說其公司如何幫助激發地產業敢於創新。

「信和創意研發室為科技企業提供了仿真環境進行實驗，可以避免實際運作時出現突發或意外情況。」他續道：「創意研發室亦提供了有用的平台，讓受培育公司改良產品。」

SINO
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LAB



大膽是創新的關鍵。



信和創意研發室在2018年10月底開幕，旨在提供沙盒平台，支援本港及海外的初創企業、發明家和科技公司開發地產科技 (PropTech) 方案。

眾人在參觀期間認識到多元創新的地產科技方案。它們的用途各不相同，應用環境廣泛，例如酒店、住宅大廈、購物商場以至物業管理服務。

創意研發室亦設置了一系列展品，包括聲控的自動家居系統、感光自潔窗簾，以及能把窗戶變成智能窗簾、且備有多項互動功能和實時顯示屏的智能顯示電膜，更有家居好幫手人工智能機械人為會員作示範。✿

“Boldness is the key to innovation,” said Andrew Young during a visit by a 30-strong delegation from the Chamber to Sino Inno Lab on 26 March. Young, who is Sino Land’s Associate Director for Innovation, explained how the company is helping to facilitate bolder thinking in the property sector.

“Sino Inno Lab provides real-life context for tech companies without having to worry about unforeseen or unexpected consequences,” he said. “It also provides an enabling platform for incubatees to modify their products.”



Boldness is the key to innovation.

Sino Inno Lab was established towards the end of October 2018 to provide a sandbox platform to support start-ups, inventors and technology companies in Hong Kong and from overseas to develop PropTech (property technology) solutions.

During the visit, delegates were introduced to a wide array of innovative PropTech solutions that could be used in settings and functions including hotels, residential buildings, shopping malls and property management services.

Exhibits included a voice-operated home automation system, light-controlled self-cleaning curtains, and a smart film that transformed windows into a smart curtain hosting a variety of interactive functions and real-time displays. Members also enjoyed a demonstration of an AI-powered robot that is designed to make daily life at home more convenient. ✿



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Cheers to Craft Beers! 手工啤酒——乾杯！

Members enjoy customizing their own beer labels while relaxing and networking over a few drinks
會員邊創作啤酒標籤，邊與新朋舊友把酒言歡



沒甚麼比與朋友共飲手工啤，把酒言歡，更能舒緩一天辛勤工作的疲勞。銅鑼灣的比利時手工精釀啤酒吧The Artist House就為客人提供與別不同的品酒體驗——賓客不僅能使用店內的「互動釀造牆」調配手工啤酒，自斟自酌，更可以透過「The Artist Photo Booth」創作獨一無二的啤酒標籤。近百名會員和賓客參加了總商會在3月27日舉行的聯誼酒聚，結識新朋好友，建立商務聯繫。✿

What better way to relax after a long day in the office than enjoying a few craft beers with friends? The Artist House in Causeway Bay puts a fun spin on the post-work drinks experience, allowing visitors to pour their own drinks from their Brewery Wall, and even create customized labels at the bar's "Artist Photo Booth." Almost 100 members and their guests enjoyed the opportunity to catch up with friends and make new business contacts at this Networking Drinks event on 27 March. ✿





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全賴好市民 攜手滅罪行

香港市民的英勇行為在頒獎典禮上獲表彰，頌揚他們挺身而出，防止罪案

好市民獎頒獎典禮2018年第2期 GOOD CITIZEN AWARD PRESENTATION CEREMONY 2018 PHASE II



位小學教師主動加強與學生溝通，最終協助揭發及舉報一宗強姦案件。溫偉文在學校設立信箱，鼓勵學生利用這個渠道，跟他討論一些平常難以啟齒的話題。

溫老師收到一名學生稱受侵犯的匿名信件，旋即向警方報案。犯案人其後被捕，強姦罪成，被判處監禁15年。

為表彰溫偉文迅速行動，勇敢舉報罪行，並在法庭上挺身作證的專業精神，他奪得「全年好市民獎」，並獲頒獎牌及4,000元獎金。

除溫偉文，38名協助警方撲滅罪行的市民亦於3月20日的「好市民獎頒獎典禮

2018第二期」上獲表揚，各人獲頒獎狀及3,000元獎金。在典禮上，警務處行動處處長蕭澤頤、總商會總裁袁莎妮及撲滅罪行委員會委員林建康擔任頒獎嘉賓。

袁莎妮致辭時讚揚得獎者是香港市民的模範，並表示希望更多市民受到啟發，伸張這種見義勇為的精神。自「好市民獎」於1973年成立以來，香港總商會一直為獎項的贊助機構。

蕭澤頤表示，警隊剛制定了未來三年的行動策略方針，其中一項「與社群共同推動警政」正與「好市民獎」的精神不謀而合。他補充，警隊會繼續強化公眾與警方共同防罪滅罪的意識。

林建康指出，香港的罪案數字在過去數年持續下降，是警民之間長期建立互信與合作關係的成果。

得到各得獎者的協助，警方拘捕了40名分別涉及販運危險藥物、意圖縱火、非禮，以及作出有違公德的行為案件的人士。

今次最年輕的得獎者是年僅15歲的吳慕萍。她乘搭港鐵途中，發現一名男子拉開乘客背包的拉鍊，並把錢包偷走。該男子試圖在下一站逃走，卻遭吳女士和受害人追截。該名男子其後因盜竊及企圖盜竊罪成，被判處監禁九個月。✿

Thanks to our Good Citizens

Bravery of Hong Kong residents celebrated at ceremony to reward those who have taken action to prevent crime

A primary school teacher who took the initiative to improve communication with students ended up helping to secure a rape conviction. Won Wai-man set up a mailbox at his school and encouraged students to use this method to discuss any issues they were too shy to talk about in person.

On receiving an anonymous note from a student who said she had been molested, Won acted quickly and reported the case to the Police. The culprit was caught and convicted of rape, and was sentenced to 15 years imprisonment.

In recognition of his quick actions, bravery in reporting the case and his professionalism in giving testimony in court, Won was awarded with the Good Citizen of the Year Award. He received a plaque and a cheque for \$4,000.

Besides Won, 38 citizens who helped the Police fight crime were also commended at the Good Citizen Award (GCA) Presentation Ceremony 2018 Phase II on March 20. Each received a certificate and a cheque for \$3,000. The awards

were presented by Police Director of Operations Siu Chak-ye, Chamber CEO Shirley Yuen and Lam Kin-hong, Member of the Fight Crime Committee.

Speaking at the presentation ceremony, Yuen praised all of the GCA recipients as role models for Hong Kong citizens, and said she hoped more people would be inspired to promote such acts of bravery and justice. HKGCC has sponsored the Awards since the programme was launched in 1973.

Siu said that the GCA echoed one of the strategies of the Police's newly launched three-year plan, Policing with the Community. He added that the Force would continue to raise public awareness of how the Police and citizens can fight crime together.

Lam remarked on the continuing decline in crime figures in recent years, which is a result of the long-term mutual trust and cooperation between the Police and the community.

With the help of the GCA awardees, 40 people were arrested for a

variety of offences including trafficking in dangerous drugs, arson with intent, indecent assault and outraging public decency.

The youngest Good Citizen was 15-year-old Ng Mo-ping. Travelling on the MTR, she noticed a man unzipping another passenger's rucksack and stealing a wallet. She and the victim chased and intercepted the thief when he tried to run off at the next station. The man was convicted of theft and attempted theft, and sentenced to nine months imprisonment. ❀



Welcome to the Family!

歡迎加入總商會！

New members enjoy reception and get a taste of some of the Chamber's services
新會員出席迎新酒會，了解總商會各項服務

New members enjoyed their first experience of the Chamber's networking opportunities as well as an insight into the many services available at the New Members Welcoming Reception on 21 March.

Chamber Chairman Aron Harilela extended a warm welcome to almost 70 new members who attended the event before Chamber CEO Shirley Yuen gave an introduction to HKGCC. She gave an overview of the Chamber's extensive programme of activities and some of the other exclusive member benefits, ranging from roundtables to business certification services and lifestyle events.

Then there was time to enjoy canapes and a few glasses of wine while mingling with fellow members and a number of the Chamber's leaders, including our LegCo Representative Jeffrey Lam. 🌸

眾新會員於3月21日首次出席總商會的聯誼活動——「會員迎新酒會」，與其他會員對談交流之餘，亦加深了解本會的多元服務。

近70位新會員先獲總商會主席夏雅朗熱切歡迎，後有總商會總裁袁莎妮介紹本會工作。她概述本會的廣泛活動計劃和獨家會員優惠，包括午餐會、商事證明服務及休閒活動。

當晚，會員一邊品嚐醇酒小吃，一邊與其他會員和包括本會立法會代表林健鋒在內的總商會領導層暢談交流。 🌸





Business-School Partnership Programme

Life of Luxury Property 探索豪宅管理業



Students from SKH Lui Ming Choi Secondary School got an insight into the world of luxury property management at home and overseas during a visit to Pacific Century Premium Developments (PCPD) Limited on 25 March.

The students were first introduced to PCPD's latest Branded Residences and Hotel project in Hokkaido, Japan. To give students a better idea of the project, Eric Chau, Senior Sales Manager, showed them around the show suite of the Branded Residences.

They then visited the Club Peak Wing at PCPD's Bel-Air residential estate to see the facilities and environment, including a number of original artworks. Students also learned about the environmentally friendly measures at Bel-Air, such as the food waste recycling scheme.

Human Resources Manager Christine Cheng gave a career talk to the students and shared some of the attributes that PCPD looks for when recruiting for different roles. Three officers at the company then discussed how they provide the outstanding service that is expected in luxury residential properties, as well as some of the challenges that can arise for staff in this sector.

Property management is not just about buildings and facilities, and on 8 April, Bel-Air Ambassador Emily Wong gave a group of eight students some etiquette training.

She explained that when working in the field of luxury property, it is important to have a sense of responsibility and to maintain a courteous manner towards residents.

As part of these high standards, Wong explained the dress code and personal grooming guidance for property management staff at Bel-Air, and demonstrated sitting, walking and standing postures. Wong explained that understanding these etiquette guidelines is not only relevant

公會呂明才中學的學生於3月25日參觀盈科大衍地產發展，一窺海內外的豪宅管理業。

同學率先了解盈大在日本北海道的最新品牌住宅及酒店項目。為增進學生對該項目的認識，高級銷售經理周湛軒帶領他們參觀了品牌住宅的示範套房。

其後，他們參觀盈大的貝沙灣朗峰會所，一睹其建築設施和環境，包括多項原創藝術品。學生還了解到貝沙灣的環保措施，例如廚餘回收計劃。

人力資源經理鄭美二則為同學進行職業講座，分享盈大在招聘不同崗位時所著重的特質。該公司的三位主任隨後講解他們如何滿足客戶期望，在豪宅提供相符的卓越服務，以及行內員工可能面臨的一些挑戰。

物業管理不只涉及樓宇和設施。貝沙灣大使黃婉儀便於4月8日為八位學生進行禮儀培訓。

她解釋，從事豪宅管理必須具備責任感，並以殷勤懇切的態度禮待每一位住客。住戶對客戶服務的期望甚高，對細節一絲不苟，有助員工與居民愉快相處和互動。

要維持高水準的服務，黃婉儀向同學講解貝沙灣物業管理人員須遵守的衣著規定和個人儀容指引，還示範了坐立和走路的儀態。她解釋，這些禮儀指引不但適用於物業管理業，也可應用在其他生活和工作環境。

最後，投資者關係及企業傳訊經理卓詠喬與學生分享面試秘訣：要在面試有出色的表現，她建議同學對目標公司進行徹底的資料搜集，以加強信心。

to the property management field, but also to other life and work settings.

Amy Cheuk, Investor Relations and Corporate Communications Manager, shared some interview tips with the students. In order to perform well in interviews, she advised them to research the target company thoroughly to give them more confidence.

Top Careers on the Cards 了解尖端卡片技術

From accessing transport to paying for goods, cards are an essential part of modern life. But while students may be accustomed to the convenience of using cards, they are probably not aware of the crucial technology and security considerations behind these everyday items.

Twenty students from Yuen Long Public Secondary School had the opportunity to learn all about the latest card technologies during a visit to the Yuen Long plant of Toppan Forms (HK) Group on 22 March.

They enjoyed a guided tour of the factory to have a closer look at the production line to see the cards being made. The students were impressed by the high security measures in the plant.

Senior staff members gave the students an overview of Toppan Forms. Lilian Cheng, Human Resources and Administration explained the company's structure and the various job positions that are available. Francis Chau, Production Director, introduced the various types of card, and also explained some of the security solutions that are used to protect the confidential customer data stored within credit cards.

The visitors also heard from three young staff members who shared their experience of the company's graduate trainee scheme. During the programme, the trainees are rotated to different jobs within the company. While it is challenging to learn about the operations of various departments in a relatively short time, the trainees all agreed that it had been a rewarding experience.



從乘搭交通工具到支付款項，卡片是現代生活的重要一環。同學可能已對使用卡片帶來的便利習以為常，然而他們卻未必了解到這些日常用品背後涉及的重要科技和保安考慮。

元朗公立中學的20名學生於3月22日參觀凸版資訊（香港）集團位於元朗的廠房，了解最新的卡片技術。

同學獲安排參觀廠房內部運作，近距離一睹卡片的生產線。期間，他們需要使用出入保安卡方可通過廠房內各道閘門，故此對廠房的嚴密保安措施印象尤深。

其後，集團的高級人員向學生簡介凸版資訊。人力資源及行政部董事鄭麗莉解釋該公司的架構和不同職位。生產總監周志明則介紹各種類型的卡片，並講解一些用於保障信用卡內機密客戶資料的保安方案。

參觀學生還細聽三位年輕員工分享他們加入該公司畢業生見習計劃的經驗。計劃期間，見習生被調派到公司的不同崗位。要在短時間內了解各部門的運作，雖然難度甚高，但見習生都一致認為從中獲益良多。



Electric Insight 透視電力事業

A group of students from Wesley College not only gained a better understanding of the local power industry, but also useful knowledge for furthering their studies and career planning during a visit to HK Electric's Customer Centre and Smart Commercial Kitchen on 29 March.

Carmen Lam, Customer Services Manager, shared her work history at the company as well as her career aspirations. She encouraged students to continuously "sharpen the saw" and also to explore the range of career opportunities available at HK Electric.

Human Resources representatives walked students through HK Electric's company vision, mission and core values as well as the various trainee and staff programmes for professional and personal development.

Besides learning about the company's operations and service culture, the visiting students also gained an understanding of how electric cooking contributes to a low-carbon lifestyle.

衛理中學一行學生於3月29日到訪港燈客戶中心和智能商電廚房。此行除了加深了同學對本地電力行業的認識，還有助日後的升學和職業規劃。

客戶服務經理林嘉敏分享其在港燈的工作經驗和個人抱負。她鼓勵同學持續學習，不斷裝備自己，並多留意港燈的各種工作機會。

人力資源事務科的多位代表亦為學生介紹港燈的願景、使命和核心價值，以及多個幫助僱員在專業以至個人層面發展的見習生和員工計劃。

是次活動除了讓學生了解公司的營運和服務文化，還助他們明白電能煮食如何為低碳生活作出貢獻。



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Town Hall Forum Series:
Stephen Phillips, Director-
General of Investment
Promotion, Invest Hong Kong

What's On Listings

(Our events from May-June)

MAY

May

- 20** Workshop: Managing Tax Controversy Series
Workshop 3: How Can Transfer Pricing Help in
Resolving Tax Audit and Investigation Cases
Town Hall Forum Series: Stephen Phillips, Director-
General of Investment Promotion, Invest Hong Kong
- 22** Workshop: Facilitating Strong Team and Boost ROI
Networking: A Guided Tour at Xiqu Centre cum
Networking Lunch
Workshop: Managing Tax Controversy Series
Workshop 4: Strategies to Effectively Mitigate Tax
Risks for Companies and Individuals
- 23** Roundtable: Hong Kong – Australia Free Trade
Agreement and Investment Agreement
- 24** Workshop: Social Media Crisis Management
Seminar: Major US Bankruptcy Laws & Essential
Follow up Actions
Roundtable: Sponsored Event: Know Your
Counterpart and Credit Risk Management in
Emerging Markets
- 27** Roundtable: Creating the Greater Bay Area of the
Future – Opportunities for Hong Kong
- 28** Roundtable: China Value-Added Tax Reform and
Corporate Income Tax Updates
Town Hall Forum Series: Hong Kong Monetary
Authority Chief Executive Norman Chan
- 29** Training: Building Trusted Business Relationships
Roundtable: Smart Airport: New Technologies to
Serve Passengers
- 30** Training: How to Use Social Media Legally in the
Workplace
Study Tour: Americas Committee Presents: Coffee
Appreciation and Latte Art
Roundtable: Making Payments Convenient and
Efficient in the Greater Bay Area
Workshop: Get More by Doing Less @ Work
- 31** Seminar: Recruiting/Retaining/Ripening New
Grads in Hong Kong
Training: Think on Your Feet
HKGCC Annual General Meeting



Creating the Greater Bay Area of the Future
– Opportunities for Hong Kong





28 May

Town Hall Forum with Hong Kong Monetary Authority Chief Executive Norman Chan



31 May

HKGCC AGM



03 Jun

HKGCC Mission to Hokkaido, Japan

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



JUNE

June

03 Mission: Asia & Africa Committee Presents: HKGCC Mission to Hokkaido, Japan

04 Workshop: Clarity, Brevity and Impact

06 Seminar: Practical Tips on Navigating Regulatory Pitfalls in Commercial Situations

10 Americas Committee Meeting

11 Workshop: Inspiration Through The Spoken Word
Study Tour: HKGCC Exclusive Visit to SOGO HK CWB Department Store
Study Tour: Europe Committee Presents: Pairing French Artisan Cheese with Wine

12 WEC OC Meeting
Roundtable: Sponsored Event: Frontier Markets in SE Asia – Vietnam Real Estate Investment and Key Infrastructure Developments

13 Training: Analysis Of Employment Cases: How To Properly Handle Employee’s Misbehaviour
Roundtable: Sponsored Event: Think beyond the Bridge: Opportunities in MICE Tourism
Study Tour: Visit to Hong Kong International Airport

14 Study Tour: HKGCC x Hong Kong Foodie: Foodies Tour of Sham Shui Po

17 Town Hall Forum Series: Salina Yan, Director-General of Trade and Industry, Trade and Industry Department

18 Workshop: E-commerce Marketing from Zero to One

19 Workshop: TL;DR - Too Long; Didn’t Read

20 Mission: Delegation to Kaohsiung, Taiwan
Roundtable: Megatrends – Driving Your Business with Digital Transformation
Economic Policy Committee Meeting
Networking: Asia & Africa Committee Presents: Cocktail Reception With Consuls General of the Asia-Pacific, African and Middle Eastern regions



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Building Trusted Business Relationships

建立可信賴的業務關係

When trust is present in buying decisions, information is shared, new opportunities emerge, and value becomes the primary focus. This workshop introduces proven tools and approaches that increase trust, drive loyalty and lead to higher revenue, improved profitability and increased job satisfaction.

Outline:

- Relationships and trust
- Interest and engagement
- Insight and value
- Collaboration and commitment

在購買決策過程中，當買賣雙方存在互信，大家會共享訊息，促使新機會出現，令價值成為主要焦點。本工作坊將介紹實用的工具和方法，助學員掌握增加信任和忠誠度的技巧，從而帶來更高的收入、提高盈利能力和增加工作滿意度。

內容：

- 關係和信任
- 興趣和參與
- 洞察力和價值
- 合作和承諾

Trainer : David Lambert
導師：David Lambert
Date : 29 May 2019
日期：2019年5月29日
Time : 9:30 a.m. – 5:30 p.m.
時間：上午9時30分至下午5時30分
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : English
語言：英語
Fees : Member \$4,080 / Non-member \$5,080
(includes coffee/tea refreshments)
(includes a comprehensive 170-page workbook valued at HK\$1,560)
費用：會員\$4,080 / 非會員\$5,080 (包茶點)
(包價值1,560港元的170頁作業乙本)



David Lambert,
Director,
IOWEU (HK) Ltd.

David Lambert
IOWEU (HK) Ltd. 董事

Get More by Doing Less @ Work

在職場靈活打滾的生存之道

We spend so much of our lives at work – especially in Hong Kong where overtime, overwork and over-demand from our stakeholders and working environment mean it is difficult to make time for the things that REALLY matter.

Contents:

- Empower a resilient mindset in order to deal with challenges and strengthen commitment in working SMART
- Be mindful when working with each other and be perceived as a STAR performer
- Find ways to make time for the things that truly matter
- Learn the power of simplicity to achieve more by doing less

工作佔去生活的一大部分——尤其是在香港，加班、工作過度及持份者和工作環境對員工要求過高，實在令人難以抽空處理真正要務。

內容：

- 培養靈活彈性的思維，以精明工作，克服難關
- 善用正向思維，讓自己成為「星級」隊員
- 設法善用時間，做「對」的事情
- 學習「簡單就是好」的觀念，達到事半功倍的效果

Trainer : Dr Harry Wong
導師：黃彥衡博士
Date : 30 May 2019
日期：2019年5月30日
Time : 2:00 – 6:00 p.m.
時間：下午2時至6時
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : Cantonese
語言：廣東話
Fees : Member \$950 / Non-member \$1,150
(includes coffee/tea refreshments)
費用：會員\$950 / 非會員\$1,150 (包茶點)



Dr Harry Wong,
WYH International Consultancy

黃彥衡博士
WYH International Consultancy

Clarity, Brevity and Impact

清晰、簡潔和具影響力的演講

Workshop Outline:

- Understanding the principles of truly effective spoken communication
- Delivering messages with confidence and authority
- Structuring clear, concise messages that achieve impact and clarity
- Use of visual aids to reinforce message
- Handling questions with confidence and calmness

工作坊內容：

- 了解有效溝通的基本原則
- 如何有自信和權威地傳遞信息
- 如何以結構明確、簡潔的訊息創造影響力和清晰度
- 使用視像輔助工具來強化訊息
- 自信和冷靜地處理提問

Trainer : Tolny Ngo
導師：吳家騰
Date : 4 June 2019
日期：2019年6月4日
Time : 2:00 – 6:00 p.m.
時間：下午2時至6時
Venue : HKGCC Theatre, 22/F United Centre
地點：金鐘統一中心22樓香港總商會演講廳
Language : Cantonese
語言：廣東話
Fees : Member \$950 / Non-member \$1,150
(includes tea/coffee refreshments)
費用：會員\$950 / 非會員\$1,150 (包茶點)



Tolny Ngo,
Partner of Connect Communication

吳家騰
Connect Communication 合夥人

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成立於1972年，作為日本房地產經銷業務的先驅，真誠照顧每位客戶的個別需求，在業界一直是領導地位，並引進多項新服務及提供專業意見。

逾港幣70億元

2017財政年度營業實績，以1港元兌換14.2日元計算。以房地產買賣仲介業務為基本，也提供租賃業務，一手物業的銷售及代銷業務，房地產解決方案，及提供各項多元化的房地產銷售業務，我們集團已發展成為「綜合房地產經銷企業」。

24,410宗成交

以2017財政年度實績計算，完成仲介買賣交易宗數。我們保證全力以赴，通過豐富的經驗，提供多元化的策略性建議，共創佳績。

駐香港職員均能以廣東話、國語及英文進行業務。

3,097員工

截至2018年3月底的員工人數。竭盡所能提升各人的價值和能力的優勢，為客戶提供滿意的服務。

97%合資格率

擁有「住宅物業的地產牌照」人員的合資格率（2017年12月1日為止）。

※大部分員工包括管理職位，均擁有日本政府規定屬於國家資格的「地產牌照」。作為房地產專家，我們致力確保每天交易順利。

185店舖

全日本擁有店舖數目（截至2018年5月7日）。根據每區的市場特徵，在日本全國建立龐大的銷售和租賃業務的發展網絡。



香港 尖沙咀 廣東道30號 新港中心二期 5樓 509-511室
Unit 509-511, 5th Floor, Tower 2, Silvercord,
30 Canton Road, Tsim Sha Tsui, Kowloon, Hong Kong.

 tli-hk109@ma livable.jp

 +852-3975-3350

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 +852-3959-8100