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TO STAY COMPETITIVE  
保障數據安全 提升競爭力

May 2024

HKGCC: The Voice of Business in Hong Kong

# bulletin

工商月刊



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## On the Cusp of a Brighter Future

As I step down as Chamber Chairman, it is clear that Hong Kong is on the road to recovery, from the passing of BL23 to targeted plans for economic growth



## 迎向光明未來

我卸任總商會主席之際，《基本法》第23條立法獲得通過，具體的經濟發展計劃亦已出台，香港無疑正邁向復蘇

距離卸任總商會主席尚餘數星期，我出席了一連串的活動，日前亦有幸參與「全民國家安全教育日」的主題講座。

是次講座由政府舉辦，主題為「先有安全才有發展」，旨在加強公眾對《基本法》第23條立法的認識。當日活動由律政司司長林定國主持，保安局局長鄧炳強、基本法委員會副主任張勇、前刑事檢控專員江樂士及香港貿易發展局主席林建岳擔任主講嘉賓。

港澳事務辦公室主任夏寶龍致開幕辭時提到，不能用昨天的舊思維解決今天的新問題，而我完全同意這個看法。國際糾紛和經濟下行已對各方面造成影響，從供應鏈、市場、消費者需求以至消費模式，統統受到牽連。要推動增長，香港必須採取新思維。隨着政府致力鞏固香港國際金融中心的地位，並加快發展創科產業，《基本法》第23條將有助維持穩定的營商環境。

為支持政府促進各方對新法例的認識及澄清誤解，總商

會再度就《基本法》第23條以閉門形式舉行議事論壇，由律政司司長和保安局局長向會員、國際商會和企業領袖進一步闡釋實施細節，兩人強調新法不會影響香港企業的日常運作。

與此同時，總商會正研究設立亞洲國際城市指數，協助國際投資者了解香港與內地城市的分別。該指數亦會評估香港作為地區首要環球商業中心的競爭力。為推廣大灣區和中東地區的機遇，本會自去年恢復通關以來已多次率團外訪，未來將舉辦更多商務考察之旅。

隨着本人的兩年任期屆滿，我謹藉此感謝各位會員的支持。我亦要向常務副主席陳瑞娟、三位副主席李澤鉅、白德利和吳宗權、立法會代表林健鋒、全體理事、各委員會主席和成員致謝，他們不吝付出時間，提供寶貴的意見和支持。我還要特別感謝總裁楊偉添及秘書處同寅一直以來努力維持總商會優質高效的服務。

I recently had the honour of taking part in a panel discussion on National Security Education Day, one of the many events in the final weeks of my term as HKGCC Chairman.

Organized by the Government to increase understanding about Basic Law Article 23 Legislation, the theme was “Security is a pre-requisite for development.” Moderated by Secretary for Justice Paul Lam, the panel also featured Secretary for Security Chris Tang, Basic Law Committee Vice Chairman Zhang Yong, Former Director of Public Prosecutions Grenville Cross, and Trade and Development Council Chairman Peter Lam.

In his opening remarks, Xia Baolong, Director of the Hong Kong and Macau Affairs Office, said old mindsets cannot address new issues – something I wholeheartedly agree with. World conflicts and the economic downturn have affected everything from supply chains to markets, customer demand to consumption patterns. In order to drive growth, Hong Kong has to embrace a new way of thinking. With the Government consolidating Hong Kong's status as a global financial hub and fast-tracking the development of the innovation and technology industry, the BL23 law will help to maintain a stable business environment.

To support the Government's efforts in spreading awareness about the law and clarify any misunderstandings, the Chamber held a second town hall forum on BL23 with the Secretaries for Justice and Security. The officials further explained the implementation details

to members, international chambers and business leaders. It was stressed during the closed-door discussion that BL23 will not affect the day-to-day running of businesses in Hong Kong.

Meanwhile, the Chamber is exploring developing an Asia global city index, which will be useful for international investors in understanding how Hong Kong differs from Mainland cities. The index will also assess Hong Kong's competitiveness as the region's premier global business centre. To promote opportunities in the Greater Bay Area and the Middle East, the Chamber has organized multiple missions since the border reopened last year, with more such trips planned in the future.

On a separate note, as I hand on the baton after two years at the helm, I would like to thank all our members for their support. I also want to express my gratitude to Deputy Chairman Agnes Chan, Vice Chairmen Victor Li, Guy Bradley and Douglas Woo, LegCo Representative Jeffrey Lam, General Committee members, as well as the Chairmen of our various committees and members who have all been so generous with their time, suggestions and support. Last but not least, special thanks to CEO Patrick Yeung and the Secretariat for keeping the Chamber's services running efficiently.

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## HONG KONG'S AVIATION RECOVERY 香港航空業邁向復蘇

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### The Voice of Business 商界之聲

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



# Reinvigorating the Property Market to Boost the Economy

A multi-pronged approach is needed to boost Hong Kong's advantages and promote economic diversification



## 激活樓市 帶動經濟

政府應多管齊下，提升香港優勢，促進經濟多元發展

香港樓市沉寂多時，特區政府全面撤銷「辣招」後，一手及二手市場交投量均大幅增加，令樓市回復生氣。樓市、股市暢旺，將有助刺激經濟。

政府《財政預算案》宣布全面撤銷樓市「辣招」，即當年用作打擊短期炒賣活動的額外印花稅、買家印花稅及新住宅印花稅。立法會於4月通過《2024年印花稅（修訂）條例草案》，令實施了十多年的樓市需求管控制措施告一段落。

在政府宣布樓市全面「撤辣」後，市場交投已立即活起來，新盤開售人頭湧湧的情況重現，證明了「撤辣」有助釋放投資者及市民積壓已久的購買力。

根據土地註冊處資料，今年3月住宅樓宇買賣合約共有3,971宗，當中一手買賣及二手買賣分別有1,499宗和2,472宗，與2月比較均錄得顯著上升。樓市交投活

躍，對業界是好消息，同時亦有助增加投資者及市民對香港經濟前景的信心。

房地產市場活起來，不僅可吸引本地及境外投資者在港投資置業，而部分經紀組織「睇樓團」吸引買家參觀樓盤，亦會帶動本地旅遊及消費。

事實上，各行各業環環相扣，除了房地產市場，不同行業亦能受惠於樓市「撤辣」，例如與樓宇買賣相關的法律及會計服務、設計及裝修工程、家具及家庭用品、家居電器及影音器材等。各行各業有生意，百業興旺，經濟自然好起來。

在經濟復常的關鍵時刻，政府決定撤銷樓市「辣招」，刺激樓市發展，提振市場信心，固然是從善如流。不過，促進經濟難以一蹴而就，必須多管齊下，鞏固自身競爭力之餘，亦要積極招商引資，尋求多元發展。

Hong Kong's property market was in the doldrums for a long while, until the "harsh measures" were scrapped. The move has revitalized the property market, which is seeing a sharp increase in both primary and secondary sales. A robust property sector and stock market will help stimulate the economy.

In its latest Budget, the Government announced a complete withdrawal of the "harsh measures," namely the Special Stamp Duty, Buyer's Stamp Duty and New Residential Stamp Duty, previously implemented to curb short-term speculation. The passing of the Stamp Duty (Amendment) Bill 2024 at LegCo in April marked the end of more than a decade of demand-side management measures for residential properties.

Following the announcement, property sales have shown some life, with buyers crowding the sales offices of new residential developments. This shows that scrapping property curbs helps release the pent-up purchasing power of investors and residents.

The Land Registry logged 3,971 sale and purchase agreements for residential units for registration in March, including 1,499 primary sales and 2,472 secondary sales – a significant increase compared with February. Robust property trading is not only good news for the sector, but also for the economy in general as a strong market will boost investor and

public confidence in Hong Kong's economic outlook.

An energetic real estate market will attract domestic and foreign property investors, while simultaneously promoting local tourism and consumption as some estate agents organize "property viewing tours" to facilitate deals.

Given that all industries are intertwined in one way or another, the removal of the "harsh measures" benefits industries such as legal and accounting services related to property trading, design and renovation, furniture and household items, home appliances and audiovisual equipment. With business booming in every trade, economic prosperity will be a natural outcome.

At a critical point on the path towards economic normalcy, the decision to scrap the "harsh measures" to restore market confidence and growth is definitely a welcome step. It shows that the Government is receptive to opinions. However, economic growth cannot be achieved at a stroke. The authorities should adopt a multi-pronged approach to consolidate our competitiveness while proactively attracting businesses and investment, as well as pursuing diversification.

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## Driving the Digital Economy

To transform into a smart city, Hong Kong must implement effective policies, upskill the workforce and help SMEs to leverage technology



## 推動數字經濟發展

香港要轉型為智慧城市，必須實施有效的政策、提升僱員技能及協助中小企應用科技

為期兩天的「數字經濟峰會」於上月圓滿舉行，展現了香港在過去十年的發展成果，以及推動智慧城市轉型的措施。

我很榮幸能為峰會的論壇致歡迎辭。論壇吸引來自不同領域的商業領袖和專家出席，一眾講者展開引人入勝的討論，從各方面探討智慧城市未來發展、人工智能、新型工業化、第三代互聯網和金融科技等主要趨勢。

財政司司長陳茂波解釋，政府採取具針對性的策略落實計劃，包括宣布香港將在今年內成立「數字政策辦公室」（數字辦），透過制訂和實施具體數字政策，推動數字經濟發展。設立數字辦是數字化經濟發展委員會提交的 12 項建議之一。

隨著當局積極實現這些計劃，推動高質量發展，我們亦要培訓和提升現有勞動人口的技能，並繼續吸引海外專才。

數字領域的國際競爭十分激烈，因此政府應與本地企業合作，為僱員提供培訓機會，掌握高增值技能。這將有助本港

勞動人口在不斷轉變的就業市場中保持競爭力，除了有利個人事業發展，亦可促進本港經濟增長。

香港現正與內地合力促進數據跨境流動。政府在 2023 年 12 月推出先行先試安排，簡化大灣區在徵信、銀行及醫療等領域的個人信息跨境流動。試行計劃結束並經當局評估後，便利措施將推展至其他行業。此外，「一國兩制」原則使我們能同時獲取國際數據。

這些措施將進一步推動跨境數據流動和服務發展，支援香港在不同領域的研發工作。內地在這一方面擔當不可或缺的角色——中國數字經濟的規模在 2023 年估計超過人民幣 50 萬億元，佔 GDP 超過四成。

最後，中小企作為香港經濟的中流砥柱，這些企業實現數碼轉型，對我們蛻變成智慧樞紐至關重要。為此，政府已推出多項措施支援中小企。應用科技將有助中小企加強生產力，從而提升香港在數字經濟領域的競爭力，帶動增長。

The two-day Digital Economy Summit that took place last month was a revelation in how far Hong Kong has progressed over the past decade, as well as the steps being taken for its transformation into a smart city.

I was honoured to give the opening speech at the symposium, which attracted business leaders and experts from various fields. The panellists sparked all manner of absorbing discussions on the future of smart city development, artificial intelligence (AI), new industrialization, Web3 and fintech, among other mega trends.

Explaining the Government's targeted approach to turn plans into reality, Financial Secretary Paul Chan announced that Hong Kong will open an office this year to promote the development of the digital economy through the planning and launch of targeted digital policies. The launch of the office counts among 12 recommendations put forth by the Digital Economy Development Committee.

As the authorities work to realize these plans, I believe training and upskilling the existing workforce, while continuing to attract talented professionals from overseas, goes hand in hand with the pursuit of such high-quality development.

Because international competition in the digital field is fierce, collaboration between the Government and local businesses is essential to create opportunities for employees to acquire high-value skills. This would go a long way in preparing the city's workforce to stay

competitive in the ever-changing job market. While benefiting individual careers, it would also contribute enormously to the economic growth of the city.

Hong Kong is developing cross-border data flow with the Mainland. In December 2023, the Government introduced a pilot scheme to ease the flow of personal information in fields such as credit referencing, banking and healthcare across the Greater Bay Area. Upon completion of the scheme and assessment by the authorities, the initiative will be extended to other sectors, too. The "one country, two systems" governing principle also gives our city access to international data.

Such measures will further boost cross-border data flow and services while supporting Hong Kong's research and development in various areas. Integral to all this is the Mainland's role in the field – the scale of China's digital economy in 2023 was estimated to be more than RMB 50 trillion, accounting for over 40% of its GDP.

Crucial to our metamorphosis into a smart hub is the digital transformation of SMEs, which are the backbone of Hong Kong's economy. To that end, the Government is supporting SMEs through various initiatives. Embracing technology will greatly help SMEs in shoring up productivity, which in turn will lead to growth as Hong Kong sharpens its competitive edge in the digital economy.

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# 中電 創新節能 CLP Smart Energy Award 企業大獎 2024

立即報名 *Apply Now*

截止日期 Deadline *31/05/2024*



中電一直鼓勵企業及機構運用創新方案提升能源效益，藉「創新節能企業大獎」表揚工商客戶在節能減碳上的卓越表現，一心推動香港發展低碳未來。

期待大家積極參與，一同減碳動起來！

CLP encourages businesses and organisations to enhance energy efficiency through innovation. With the Smart Energy Award Programme, CLP recognises organisations for their outstanding performance in energy conservation and carbon reduction.

We look forward to your participation. Let's go all in for green and lead the way to a low-carbon future.







## 參加資格 Eligibility



中電工商客戶  
CLP's commercial and industrial customers



## 獎項類別 Major Award Categories



創新方案大獎  
Innovation Award



低碳管理大獎  
Carbon Management Award



能源管理大獎  
Energy Management Award

大獎設有2大組別。每個組別的三大獎項的得獎機構將由評審團評選後選出。

The awards are open to two separate participant groups and three major award categories are available to each group. Winners will be chosen by a judging panel.

組別1 企業/政府部門  
Group 1 Corporate and Government Bodies

組別2 餐飲及中小企/非牟利機構/學校/物業管理  
Group 2 Catering & SME, NGOs, Educational Institutes and Property Management

此外，中電亦會頒發可持續願景大獎、可再生能源貢獻大獎、齊心節能大獎及驅動低碳大獎予節能減碳上有長遠計劃及傑出表現的機構。

In addition, we will present Sustainable Vision Awards, Renewable Energy Contribution Awards, Joint Energy-Saving Awards and Low-Carbon Driving Awards to businesses and organisations with long-term plans for energy conservation and carbon reduction.



## 如何得益 Reason to Join



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Recognition at our awards ceremony



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## 計劃流程 Programme Timeline

● 4-5月  
Apr - May

報名  
Open for Enrolment

● 6-7月  
Jun - Jul

遴選  
Selection

● 7月底  
End of Jul

評審  
Judging

● 第4季度  
Fourth Quarter

頒獎禮及宣傳活動  
Award Ceremony & Promotion



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With air traffic expected to hit pre-pandemic levels by the end of the year, the city's aviation industry is rising to the challenge despite ongoing issues such as manpower shortages  
面對人手持續短缺和其他挑戰，香港航空業正積極迎難而上，  
航空交通量可望在年底回復到疫前水平

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**After the ravages of the Covid years, Hong Kong's aviation sector is reaching for the skies, with passenger numbers at Hong Kong International Airport (HKIA) expected to return to normal by the end of the year.**

According to Airport Authority Hong Kong (AAHK), HKIA handled 40 million travellers and 276,000 flights in 2023, representing increases of around 600% and 100%, respectively, compared to 2022. Cargo saw an annual growth of 3.2% to 4.3 million tonnes. The airport also held on to its rank as the world's busiest cargo airport in 2023, although the volume still hasn't reached pre-pandemic levels, largely because of the economic climate.

In March this year, the airport saw 4.36 million passengers and 29,840 flights, representing year-on-year increases of 56.7% and 48.2%, respectively. Cargo registered a year-on-year increase of 15.1% to 428,000 tonnes, with HKIA posting double-digit year-on-year growth in cargo each month in 2024.

The airport's HK\$14.15 billion Three Runway System (3RS) is expected to be up and running by the end of the year, which will eventually increase its capacity to 120 million passengers and 10 million tonnes of cargo annually.

The scale of the 3RS is huge – equal to building a brand new airport beside the existing one. The project includes reclaiming about 650 hectares of land north of the airport island (that's equivalent to 34 Victoria Parks), building the T2 Concourse and an associated apron, and constructing a 3,800-metre runway and taxiway systems (the existing North Runway will also be reconfigured). Additionally, a new, 2,600-metre Automated People Mover system will connect Terminal 2 with the T2 Concourse, transporting up to 10,800 passengers per hour, while a new baggage handling system will be able to process 9,600 bags per hour. While all three runways will be fully operational by the end of 2024, AAHK will deploy a flexible phasing strategy for the



# Hong Kong's Aviation Recovery

## 香港航空業邁向復蘇





In March this year, Hong Kong International Airport handled 4.36 million passengers, representing a year-on-year increase of 56.7%.  
今年3月，香港國際機場的客運量達436萬人次，按年增長56.7%。

commissioning of the new 3RS passenger facilities, depending on post-pandemic air traffic recovery and passenger demand.

"HKIA is more than just an airport," said AAHK CEO Fred Lam. "It is a global aviation hub in a strategic location in terms of air, sea and land. We are connected by Hong Kong-Macao-Zhuhai Bridge to the

Greater Bay Area (GBA), one of the most economically vibrant regions in the China market. We are also connected by sea, as we are at the mouth of the Pearl River Delta."

He explained that the goal was to transform the airport into an "Airport City," which has been envisioned as a landmark for business and tourism that connects Hong Kong and the GBA. This includes SKYCITY, an integrated development project sprawling over 25 hectares of land, of which the retail and entertainment complex 11 SKIES is an integral component.

Private sector developers have been working on SKYCITY, including the Phase 2 development of Asia-World Expo (AWE), which will comprise the largest indoor performance venue in Hong Kong with 20,000 seats as well as space for exhibitions.

**Fred Lam, CEO,  
Airport Authority Hong Kong.**  
香港機場管理局行政總裁林天福。

Discussing 11 SKIES, he said the project offers something not seen in Hong Kong before, as it is a very different concept featuring indoor entertainment besides shops and eateries. "With the revival of the live entertainment scene, consumer and trade shows at AWE, along with 11 SKIES, people will be spoiled for choice."

Travellers driving to the city via the Hong Kong-Zhuhai-Macau Bridge (HZMB) will be able to access two new carparks offering 6,000 spaces, which will be opened in phases by the end of the year. This will allow "single plate" cars from Macao and Guangdong to come into the city.

AAHK is also planning a bridge with an autonomous driving system to ferry passengers along the Airport City Link, connecting SKYCITY and the Hong Kong Port Island of HZMB, with future plans for extension to Tung Chung city centre.





# 2023 WORLD'S BUSIEST CARGO AIRPORT

It is the 13th time since 2010 that HKIA has been named the number one cargo airport in the world

**7.7M**

Tonnes Annual  
Cargo Handling  
Capacity

**220+**

Destinations\*

\* 2019 figures

**1,100+**

Flights Daily\*

**3** Hours  
cargo acceptance  
cut off time  
before departure

**5** Hours only  
to reach half  
of the World's  
population

**24** - hour  
Customs  
Clearance

**HKIA Cargo  
Data Platform**  
Global supply chain &  
digital trade  
collaboration



**Excellent**  
Temperature-  
controlled  
Handling



World's first airport community  
to receive full set of IATA CEIV Certifications

In February, AAHK successfully issued HK\$5 billion retail bonds, the first for the general public by the airport operator in 20 years, with a tenor of 2.5 years and fixed interest rate of 4.25% per annum. The bonds were oversubscribed more than three times, totalling HK\$15.69 billion from over 175,000 applications.

### Airlines: The Sky is the Limit

The Cathay Pacific Group, which includes both Cathay Pacific and HK Express, expects to reach 80% of pre-pandemic passenger flights within the second quarter of 2024, while working towards reaching 100% within the first quarter of 2025, said CEO Ronald Lam.

“Cathay has been representing Hong Kong for more than 77 years as its home carrier. We have deep roots in Hong Kong, are proudly part of China, and we are connecting the world,” he said. “Last year, we announced the purchase of state-of-the-art single-aisle and freighter aircraft, bringing the total number of new-generation aircraft scheduled to join our fleets to more than 70, with the right to acquire a further 52 aircraft in future. These substantial investments are a reflection of our absolute confidence in the long-term future of the Hong Kong international aviation hub and our home city.”

This summer, the Group is increasing flight frequencies between Hong Kong and the Chinese Mainland to more than 210 return flights per week. Cathay Pacific’s Barcelona service will resume in June, while passenger



Last year Cathay purchased single-aisle as well as freighter aircraft, bringing the total number of aircraft scheduled to join its fleets to over 70.

國泰航空去年購入單走道客機和貨機，未來將有超過70架飛機加入機隊。

flights will be launched to Riyadh in the fourth quarter of the year.

Cathay Pacific is also planning to introduce new cabin products: the all-new Business class experience – Aria Suite – and a new Premium Economy seat on its redesigned Boeing 777-300ER aircraft will be launched this year. This will be followed in 2025 by a new First class experience on its 777-9 aircraft, while 2026 will see the launch of a brand-new cabin on its Airbus A330 aircraft, including a new flat-bed Business class product. With regard to inflight dining and entertainment, the airline is collaborating with popular Hong Kong dining brands to develop special menus that showcase the city’s culinary excellence.

Ronald Lam, CEO,  
The Cathay Pacific Group.  
國泰航空集團行政總裁  
林紹波。

It also recently opened its first non-airport lounge at Shekou Cruise Home Port in Shenzhen for customers travelling within the Guangdong-Hong Kong-Macao Greater Bay Area.

In 2023, the airline was honoured with the World’s Best Inflight Entertainment Award at the Skytrax World Airline Awards, while Cathay Cargo was named Cargo Airline of the Year at Air Transport World’s Annual Airline Industry Achievement Awards.







Cathay Pacific's first non-airport lounge recently opened at Shekou Cruise Home Port, Shenzhen. 國泰航空最近在深圳蛇口郵輪母港開設首個位於機場以外地點的貴賓室。

Value carrier Greater Bay Airlines commenced service in July 2022. Since then, it has opened up eight popular destinations in Asia. Chief Executive Officer Liza Ng said with the addition of the eighth aircraft in March, the airline's fleet size had doubled in a matter of months, bringing new opportunities as well as challenges.

"With the additional capacity, we have been able to increase flights to Tokyo, Osaka and Bangkok. We have also been able to add extra flights to meet the strong seasonal demand during the Easter holiday peak," she said.

Network expansion and service enhancement to existing routes are key focuses of the airline as the tourism and aviation industries have been recovering well. Despite the highly competitive market, Ng said the airline would continue to explore new destinations. Following the launch of a daily service to

Singapore in late April, new services are planned for major Mainland cities such as Shanghai and Beijing. Ng hoped that with the 3RS scheduled for completion this year, the authorities might consider opening up traffic rights, bringing more opportunities to other airlines. "We believe competition leads to higher quality and efficiency, benefitting the overall development of the aviation industry and reinforcing Hong Kong's status as an international aviation hub," she added.

### High-tech Air Cargo Solutions

Hong Kong's standing as the world's top air cargo hub is no accident – it incorporates a network of air connections, choice of carrier, freighter capacity, a strategic location in the heart of the vibrant Asian market and the GBA, and access to the Mainland. The city also boasts state-of-the-

art infrastructure and resources, trade-friendly Customs, a bilingual workforce and a highly trained labour pool.

Wilson Kwong, CEO, Hong Kong Air Cargo Limited (HACTL), said HACTL was conceived as a driving force in the better utilization of limited air cargo capacity at the old Kai Tak airport.

"Our entire history has been one of investment and innovation in creating the scope and quality of services needed to maintain our airline customers' competitiveness," he explained. This is typified by the billion dollar SuperTerminal 1 – the world's largest multi-level air cargo handling facility, the COSAC-Plus community air cargo management system, customer mobile apps, and the Integrated HACTL Control Centre.

Kwong reiterated that this policy of using high-tech solutions to tackle everyday issues would continue. "In effect this means more of the same, but it will manifest itself in ever more creative and imaginative ways such as robotics and AI. But, just as importantly, we have now placed sustainability at the heart of everything we do, with our Sustainability Strategy Framework."

AAHK is also working with the GBA city of Dongguan to develop the "sea-air intermodal cargo transshipment" model, according to HKSAR Transport and Logistics Bureau. Once the first-phase construction of the permanent facility of the HKIA Logistics Park is complete, it will be able to handle up to a million tonnes of cargo per year.

## Meeting the Challenges

While demand for air travel is rising, the sector has been struggling with a labour shortage as well as changing consumption and travel patterns. With the gradual recovery of air traffic, it was important to anticipate future manpower needs, especially to support airport expansion plans, said Fred Lam.

"The manpower crunch is an issue on two fronts," he explained. "One is ground staff. When the borders reopened after the pandemic, the shortage of ground staff was an urgent issue. In addition to stepping up recruitment efforts, the airport community suggested the Government to consider allowing recruiting from outside Hong Kong if we could not find enough workers locally."

He said the Government responded promptly, and a total of 1,300 imported labour have been working at the airport since last year. With additional staff hired locally and workers brought in from outside, airport manpower has been able to cope with the present traffic volume. But the airport is continuing to ramp up the workforce in view of passenger



Liza Ng, CEO,  
Greater Bay Airlines.  
大灣區航空營運總裁  
吳秀蘭。



Greater Bay Airlines is focusing on network expansion and enhancing services to its existing routes.  
大灣區航空正着力拓展網絡和提升現有航線的服務。

traffic growth. Airport companies have now started the second phase of recruiting another 3,000 people from outside Hong Kong.

The second challenge is air crew. "Airlines are working hard to train more pilots and recruit flight attendants. They have done well, but there is still a shortage at the moment, which is affecting some long-haul flights. The issue is being addressed urgently and should be resolved in a few months' time."

He said the sluggish economy had also affected consumption and travel patterns, which would take time to stabilize. "Air traffic is now at about 75-80% of pre-pandemic levels. Our current forecast is that we will return to normal by the end of the year as people love travelling. Before the pandemic, data showed that the average Hong Kong person travelled about 3.5 times a year, compared with 0.4 in the Mainland. There is immense potential for the Mainland market to grow. We are very optimistic about the future – once the economy picks up again, so will travel."

Ronald Lam said while there remain significant challenges in

the global aviation industry, such as recruitment and training of customer-facing employees as well as supply chain constraints, Cathay had absolute confidence in the ability of the Hong Kong international aviation hub and the sector to meet those challenges and continue to flourish.

"We began recruiting from mid-2022, and last year we grew our Group workforce by around 15%, or 3,000 people," he said. "We plan to further grow our Group workforce by around 20%, or 5,000 people, in 2024. Meanwhile, our training activities in 2024 will be more than double what they were in 2023."

Ng agreed that the labour shortage was hindering the development of the sector. "We are glad that the HKSAR Government together with the industry are doing their best, for instance through introducing the Labour Importation Scheme, to help tackle the issues. Greater Bay Airlines is recruiting pilots from both the local and international markets. We also extended cabin crew recruitment to Shenzhen last year."



[cathay.com/feelsgoodtomove](http://cathay.com/feelsgoodtomove)

# Feels

# good

# to

# move



Cathay Pacific Airways Limited



## CATHAY

MOVE BEYOND

Kwong, who pointed out that airport jobs entailed long commutes, working in shifts, manual labour and working outdoors in sometimes inclement weather, said HACTL had also applied to the Government's import labour scheme. The company is also rapidly advancing in robotics to enable it to do more with restricted staff availability – an approach which is applicable across all of Hong Kong's logistics industry. Building on the commitment to achieving net-zero carbon emissions by 2050, Cathay recently set a new near-term target to improve its carbon intensity by 12% from the 2019 level by 2030. The Group is pursuing increased adoption of sustainable aviation fuel (SAF), with the ambitious goal to have SAF make up 10% of its total fuel use by 2030. It is also moving towards more sustainable use of resources through incorporating circular economy principles into product and service design. This includes decreasing passenger-facing single-use plastic (SUP) items from an average of 7.7 pieces per passenger in 2019 to 1.5 pieces by 2025, and reducing cabin waste by 30% from the 2019 baseline by 2030.

Looking to the future, Ng said we should all be more confident as Hong Kong has the distinctive advantage of enjoying China's strong support and being closely connected to the world under "One Country, Two Systems." "As President Xi Jinping is in full support of Hong Kong's 'eight centres' positioning as set out in the 14<sup>th</sup> Five-Year Plan, we are expecting more opportunities to come."



**Hong Kong Air Cargo Limited (HACTL) is rapidly advancing high-tech solutions to meet the challenges of restricted staff availability.**

香港空運貨站有限公司加快應用高科技方案，應對人手有限帶來的挑戰。

**經歷了過去數年的疫境，香港航空業現正再次起飛，預料香港國際機場的旅客人數將在年底回復至正常水平。**

根據香港機場管理局（機管局）的數據，香港國際機場在2023年的客運量為4,000萬人次，飛機起降量達276,000架次，較2022年分別躍升約600%和100%；貨運量亦按年上升3.2%至430萬

公噸。儘管受整體經濟環境影響，貨運量仍未達到疫前水平，香港國際機場在2023年再度獲選為全球最繁忙貨運機場。

今年3月，機場的客運量達436萬人次，飛機起降量為29,840架次，分別按年增長56.7%和48.2%。貨運量按年上升15.1%至428,000公噸，延續2024年各月錄得按年雙位數增長的趨勢。

此外，造價1,415億港元的機場三跑道系統預計將在年底正式落成，容量將逐步增加至每年處理1.2億人次旅客和1,000萬公噸貨物。

三跑道系統規模龐大，等於在現有機場旁興建一個新機場。項目涉及在機場島以北填海拓地約650公頃（面積相當於34個維多利亞公園）、興建T2客運廊和停機坪，以及建造全長3,800米的跑道和滑行道系統，並重新配置現有北跑道。除此之外，全長2,600米的旅客捷



**Wilson Kwong, CEO, HACTL.**

香港空運貨站有限公司行政總裁鄺永銓。



運系統將連接二號客運大樓和T2客運廊，每小時可接載最多10,800人次乘客，而新行李處理系統每小時可處理9,600件行李。三條跑道將可在2024年底全面投入服務，機管局將採取靈活策略，分階段啟用三跑道系統的客運設施，啟用時間將取決於疫後航空交通復蘇速度和旅客需求。

機管局行政總裁林天福表示：「香港國際機場不只是一個機場，更是集海、陸、空地理優勢於一身的全球航空樞紐。除了以港珠澳大橋連接大灣區這個內地最具經濟活力之一的地區，香港亦位處珠江口，透過海路與珠三角相連。」

他解釋，機場正致力實現「機場城市」願景，建成連結香港與大灣區的商業和旅遊地標。為此而建的綜合發展項目SKYCITY航天城佔地超過25公頃，零售及娛樂設施11 SKIES是其中的重要部分。

SKYCITY航天城項目由私人發展商負責興建，包括亞洲國際博覽館（亞博館）第二期擴建計劃，增設展覽空間和全港最大、可容納20,000名觀眾的室內表演場地。

談到11 SKIES，林天福表示該項目引入不一樣的新概念，除了商店和食肆，亦提供多項室內娛樂設施，為香港帶來

嶄新的體驗。「亞博館的現場娛樂、消費和貿易展覽正在恢復，加上11 SKIES的設施，訪客將享有各式各樣的選擇。」

兩個全新停車場將於年底前分階段啟用，合共提供6,000個車位，便利粵澳自駕旅客經港珠澳大橋到訪。

機管局亦計劃興建「機場東涌通道」，乘客可乘坐「航天走廊」的無人駕駛車輛往來SKYCITY航天城和港珠澳大橋香港口岸人工島，該運輸系統未來將伸延至東涌市中心。

機管局於2月成功發行50億港元零售債券，為20年來首次發行供市民認購的

## 僱傭模式種類多 勞工權益知清楚

### Labour Rights under Different Employment Patterns

所有受《僱傭條例》保障的僱員，不論「全職」或「兼職」工作及其工作時數，都享有條例的一些基本保障，例如工資的支付、扣薪的限制及放取法定假日等。

All employees covered by the Employment Ordinance, whether full-time or part-time and irrespective of their hours of work, are entitled to basic protection under the Ordinance e.g. payment of wages, restrictions on wage deductions and the granting of statutory holidays, etc.



《僱傭條例》適用於所有僱員\*，包括全職、兼職、散工、替工或臨時工  
The Employment Ordinance is applicable to all employees\*, whether they are designated as full-time, part-time, casual, substitute or temporary employees.

\* 法例指明的若干人士除外  
Except for those to whom the Employment Ordinance does not apply



僱員連續受僱於同一僱主4星期或以上，而每星期最少工作18小時的，便屬連續性合約。他們可享有更多權益，例如休息日、法定假日薪酬、有薪年假、疾病津貼、生育保障、侍產假、遣散費及長期服務金等。

An employee who has been employed continuously by the same employer for 4 weeks or more, with at least 18 hours worked in each week is regarded as being employed under a continuous contract. They are entitled to further benefits such as rest days, pay for statutory holidays, paid annual leave, sickness allowance, maternity protection, paternity leave, severance payment and long service payment, etc.

詳情請瀏覽上載至勞工處網頁的「僱傭模式種類多 勞工權益知清楚」小冊子  
Please refer to the publication "Labour Rights under Different Employment Patterns" available on the Labour Department's website for details.



 勞工處  
Labour Department

查詢熱線：2717 1771  
Enquiry Hotline  
(此熱線由「1823」接聽)  
The hotline is handled by "1823"

網頁：www.labour.gov.hk  
Website



債券，年期為2.5年，每年定息4.25厘，合共收到超過175,000份申請，總認購金額156.9億元，即超額認購兩倍以上。

### 航空公司：機遇無限

國泰航空集團行政總裁林紹波表示，國泰航空集團包括國泰航空及香港快運航空的客運航班將於今年第二季內達到疫情前水平的八成，並致力在明年首季回復至疫前水平。

他說：「過去超過77年，國泰航空作為代表香港的航空公司，一直扎根香港、深耕中國、聯通世界。」他補充：「去年，我們宣布購入先進的單走道客機和貨機，未來將有過70架新一代飛機加入機隊，並有權再加購52架。這些重大投資反映我們對香港國際航空樞紐的地位和香港的長遠未來信心十足。」

今年夏季，該集團將往返香港與內地的航班服務增加至每周超過210對來回航班。此外，國泰航空往返巴塞羅那的服務亦將於6月恢復，而第四季度將開設往來利雅得的客運航線。

國泰航空計劃推出全新客艙服務，包括於今年翻新波音777-300ER型號客機，並推出全新的兩雅商務客艙和特選經濟客艙。稍後，777-9客機將在2025年引進新頭等客艙，而空中巴士A330將於2026年提供全新客艙，包括配備平臥睡床的商務客艙。航膳和娛樂方面，該公司與香港知名食府聯手設計菜單，呈獻本地特色美食。

國泰最近亦在深圳蛇口郵輪母港開設首個位於機場以外地點的貴賓室，為往來大灣區的旅客提供服務。

該公司在2023年榮獲Skytrax全球航空公司獎「全球最佳機上娛樂」殊榮，國泰貨運則在《Air Transport World》主辦的年度航空業界成就獎頒獎典禮上獲頒「年度貨運航空公司」大獎。

以「價值型航空公司」為定位的大灣區航空於2022年7月啟航，提供往返亞洲八個熱門航點的航班服務。營運總裁吳秀蘭表示，第八架客機於3月加入機隊後，機隊規模在數月內倍增，同時帶來新挑戰和機遇。

她說：「因應運力增加，我們增設了前往東京、大阪和曼谷的航班，亦得以在復活節假期加開航班，滿足強勁的季節性需求。」

隨著旅遊和航空業穩步復蘇，該公司正着力拓展網絡和提升現有航線的服務。儘管市場競爭激烈，吳秀蘭表示該公司將繼續探索新航點。每日往來新加坡的航班於4月底啟航後，該公司計劃在上海和北京等主要內地城市增設服務。

吳秀蘭希望三跑道系統在今年落成後，當局可考慮開放航權，為其他航空公司帶來更多機遇。她補充：「我們認為競爭有助提升質素和效率，促進航空業整體發展，從而鞏固香港作為國際航空樞紐的地位。」

### 高科技空運方案

香港成為全球頂尖的航空貨運樞紐並非偶然——從航空運輸網絡、運輸公司、貨運力、位處亞洲市場和大灣區核心的戰略地點，以至作為通往內地的門戶角色方面，我們都盡享優勢。本港亦擁有先進的基礎建設和資源、便利商貿的海關程序、中英兼擅的勞動人口，以及訓練有素的勞工。

香港空運貨站有限公司（Hactl）行政總裁鄭永銓表示，Hactl過去在舊啟德機場營運時，一直致力善用當時有限的處貨空間，推動業界發展。

他解釋：「公司十分重視投資和創新，務求擴展我們的業務範疇和提升服務質素，從而協助航空公司客戶維持競爭力。」這可體現於Hactl的各項先進設施，包括建築成本達10億美元



的全球最大型多層式空運貨物處理設施——超級一號貨站、空運貨物資料管理系統COSAC-Plus、客戶流動應用程式，以及Hactl綜合控制中心。

鄭永銓重申，該公司將繼續利用高科技方案應付日常運作需要。他說：「實際上，我們的作業模式可能大致一樣，只是以更有創意、更富於想像的方式呈現出來，例如採用機械人和人工智能技術。與此同時，我們推出了『可持續發展框架』，可持續發展亦成為公司的核心價值。」

根據香港特區運輸及物流局，機管區亦正與大灣區東莞市合作發展「海空貨物聯運」模式。「香港國際機場物流園」永久設施的首階段建設落成後，本港可處理的貨量將可達至每年100萬公噸。

### 應對挑戰

航空需求持續上升，業界卻面臨人手不足、消費和旅遊模式轉變等問題。林天





**The Three Runway System will eventually increase Hong Kong International Airport's annual capacity to 120 million passengers and 10 million tonnes of cargo.**

香港國際機場三跑道系統投入服務後，客貨運量將逐步增加至每年處理1.2億人次旅客和1,000萬公噸貨物。

府與業界同心協力，例如透過推出『輸入勞工計劃』，設法克服困難。大灣區航空正從本地和國際市場招聘機師，並於去年擴大機組人員的招聘範圍至深圳。」

在機場工作意味通勤時間長、輪班工作、體力勞動及戶外工作，有時更要面對惡劣天氣。鄭永銓指出，Hactl亦有申請政府的輸入勞工計劃。該公司亦加快應用各種機械人技術，以便在有限人手下提高生產力，而這種模式亦適用於香港整體物流業。

國泰航空承諾於2050年前達成淨零碳排放，為此該公司最近訂立了新的短期目標，在2030年前實現碳強度較2019年水平減少12%。集團正增加使用可持續航空燃油（SAF），目標是於2030年前將SAF的使用量提升至總燃油消耗的10%水平。此外，國泰將循環經濟原則融入產品和服務設計，促進可持續的資源利用，具體目標包括在2025年前將面向乘客的一次性塑膠製品由2019年的平均7.7件（按每位乘客計算）減少至1.5件，同時於2030年前將機艙廢物較2019年的基準減少30%。

展望未來，吳秀蘭認為香港擁有獨特的有利條件，既得到國家的大力支持，亦享有「一國兩制」下聯通世界的優勢，因此我們要對香港更有信心。「國家主席習近平全力支持香港實現『十四五』規劃下作為『八大中心』的定位，我們預期未來會有更多機遇。」

福指出，隨着航空交通逐步恢復，業界要為未來的人力需求作準備，以支持機場擴建計劃的發展。

他解釋：「人手短缺在於兩方面，其一是地勤人員。在疫後恢復對外通關後，地勤人手不足問題迫切。除了加強招募，若然仍然未能在本港覓得足夠人手，業界建議政府考慮允許從境外招聘員工。」

林天福表示政府迅速作出回應，去年至今已輸入共1,300名勞工在機場工作。業界在本地增聘員工，加上從境外輸入勞工，機場人手已能應付目前的交通流量。不過，機場正繼續增加人手，滿足客運需求的增長。機場公司現已展開第二輪招聘，從海外招募3,000人。

另一個挑戰是機組人員不足，他說：「航空公司正積極培訓更多機師和招聘空中服務員，成效不俗，但現時人手仍略為短缺，影響部分長途航班。人力問題正迅速得到處理，有望在數月內解決。」

林天福續道，經濟疲軟亦影響消費和旅遊模式，需要一定時間才能穩定下來。他說：「航空交通目前已回復至疫前水平約75-80%，預料到年底將完全恢復。港人熱愛旅遊，數據顯示普遍港人在疫情前每年外遊約3.5次，內地居民則為0.4次。內地市場增長潛力巨大。我們對未來充滿信心——當經濟重拾升軌，旅遊業亦會隨之起飛。」

林紹波表示，全球航空業前景仍然嚴峻，例如難以招聘和培訓前線員工及供應鏈限制，但國泰深信香港國際航空樞紐和業界定能跨過挑戰，繼續向前。

他說：「我們於2022年中開始增聘人手，直至去年集團的員工增加約15%，相當於3,000人。我們打算在今年內進一步擴充人手，增聘5,000人，增幅約兩成，而培訓活動亦會比去年多一倍以上。」

吳秀蘭同意勞工短缺窒礙了業界發展，她說：「我們很高興香港特區政

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# Supporting SMEs in a Changing World

## 支援中小企應對多變世界

With Hong Kong chasing economic recovery, Hang Seng Bank is working to foster the growth of SMEs through multi-pronged services and schemes

隨着香港積極推動經濟復蘇，恒生銀行致力提供各種服務和計劃，促進中小企發展

**Small and medium enterprises form the bedrock of Hong Kong's economy. The city is home to about 360,000 SMEs, which account for over 98% of the total number of enterprises and provide job opportunities to more than 1.2 million people.**

Discussing the difficulties facing these enterprises amid a complex operating environment and slow economic recovery, Regina Lee, Head of Commercial Banking, and Thomas Shik, Chief Economist, Hang Seng Bank, delved into the various services that banks provide to address these issues.

### A Challenging Environment

Shik said Hong Kong's economy continues to recover, marked by an increase in visitor arrivals and a rebound in private consumption. While the economy is projected to grow by 2.8% in 2024, there are a few risks to take into consideration.

"One such risk is the prospect of elevated interest rates, particularly as the Federal Reserve keeps the pace slow to lower rates," he explained. The uncertain external environment, including the slowdown in the growth of the US and European economies, geopolitical conflicts, as well as

elections around the world, will also impact the global economy, and therefore Hong Kong's external trade.

In this challenging environment, SMEs continue to face hurdles due to their limited resources and access to information as they attempt to benefit from the gradual revival of the economy. Access to funding is another significant factor holding back SME growth, as the options are limited primarily to bank loans. According to a survey by the Hong Kong Monetary Authority (HKMA) in February this year, one-third of the SMEs polled identified funding difficulties as a major challenge.

### Empowering SMEs

In response to these issues, HKMA recently introduced nine measures to assist enterprises in obtaining financing from banks and to support their continuous development. In line with the Government's commitment to SMEs, Hang Seng Bank launched the HK\$33 billion SME Power Up Fund in late March. The scheme provides an array of diversified loan offerings to address the various financial requirements of SMEs. Designed to support growth, cross-boundary

development and sustainable progression, it has received a positive response from enterprises.

Apart from providing funding, the bank has also introduced a series of measures to address the specific needs of SMEs and to facilitate their access to essential financing. One notable example is that the bank will consider accessing internal bank transaction records of existing clients to proceed with their loan applications. In this case, clients who bank with Hang Seng are not required to provide supporting documents, such as updated financial statements, as there are often delays of up to nine months due to the preparation and audit process.

"These financial statements reflect their financial performance during the economic recovery phase from the pandemic," explained Lee. "Such a delay can potentially make their financial performance appear unfavourable, leading to loan rejections based on the banks' standard credit guidelines. However, if their transaction records demonstrate a growing turnover, the bank will take this into consideration when approving the loan."

By leveraging transaction records, the bank examines real-time data that showcases SMEs' current performance and potential for





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Regina Lee, Head of Commercial Banking, Hang Seng Bank.  
恒生銀行商業銀行業務總監李秀怡。

growth, effectively overcoming the limitations of traditional financial statements.

Additionally, it also offers a digital platform where clients can apply for loans online. This not only makes the examination process more efficient but also enables quick responses.

### Navigating Change

As the world undergoes significant changes in the post-pandemic era, the market is placing greater emphasis on technology and sustainability, among other factors. However, SMEs often face resource-related constraints, making it challenging for them to adapt to these changes, explained Shik.

As the largest local bank in Hong Kong, Hang Seng Bank possesses a comprehensive network of local businesses and extensive experience to support SMEs in their business development endeavours.

“We collaborated with a start-up that specializes in providing technology training programs. Many SMEs are interested in participating in the training courses within the scope of support provided by the Vocational Training Council,” said Lee. “However, they are hesitant due to the requirement of initially providing their own funding. Therefore, we proposed the use of transitional loans to fulfill their needs.”

This allows SMEs to initiate upgrading and transformation without affecting their cashflows. When the government subsidies are in place, they can repay the transitional loans, she explained.

### GBA and Mainland Opportunities

Looking to the future, the development of the Greater Bay Area presents immense opportunities for SMEs in Hong Kong. This integration not

only facilitates the expansion of Hong Kong's SMEs into the Mainland but also encourages Chinese companies to establish a presence in Hong Kong, which is a gateway city to international markets. In recent months, numerous food and beverage brands established in the Mainland have expressed their interest in expanding to Hong Kong.

Meanwhile, SMEs in Hong Kong have proactively sought collaboration opportunities and are providing management services to these Mainland brands. Hang Seng Bank has taken the initiative to facilitate cross-border business activities. For example, it now supports digital ID verification and e-Sign services to cater to customers with cross-boundary banking needs, said Lee, adding that the bank would continue to collaborate with Hong Kong SMEs to help them seize future opportunities.

中小型企業是香港經濟的基石。本港約有 36 萬家中小企，佔全港企業總數 98% 以上，聘用超過 120 萬人。

面對複雜的營運環境和經濟復蘇緩慢，恒生銀行商業銀行業務總監李秀怡和首席經濟師薛俊昇剖析這些企業需要應對的難題，並講解銀行提供的各種支援服務。

### 充滿挑戰的環境

薛俊昇指出訪港旅客增加、個人消費反彈，反映香港經濟持續復蘇。本港 2024 年經濟增長預測為 2.8%，但仍有若干風險需要留意。

他解釋：「其中一個風險是利率可能持續高企，尤其是美國聯邦儲備局減息步伐緩慢。」歐美經濟增長放緩、地緣政治衝突、全球大選等不確定的外圍環境因素，亦將打擊環球經濟，影響香港外貿表現。

面對充滿挑戰的環境，加上資源和信息有限，中小企即使渴望把握經濟逐步復蘇的契機，仍要克服重重障礙。此外，由於中小企業的融資選擇主要局限於銀行貸款，難以獲得融資是窒礙中小企發展的另一重要因素。根據香港金融管理局（金管局）於今年 2 月進行的調查，有三分一的受訪中小企認為融資困難是他們面對的主要挑戰。

### 賦能中小企

為應對這些問題，金管局最新推出九項措施，協助企業向銀行取得融資，並支持他們的持續發展。恒生銀行在 3 月底推出 330 億港元的中小企 Power Up 融資基金，以配合政府支持中小企發展的政策。該計劃因應中小企不同的融資需要，提供多元化的貸款方案，旨在促進業務增長、跨境發展和可持續發展。企業至今反應正面。

除了提供資金，該行亦引入一系列措施，滿足中小企的特定需求，並協助這些企業取得所需融資。舉例說，該行處



Thomas Shik, Chief Economist, Hang Seng Bank.  
恒生銀行首席經濟師薛俊昇。

理現有客戶的貸款申請時，會參考銀行內部交易紀錄，因此客戶毋須提交證明文件，例如最近一期的財務報表。一般來說，由於準備及審計需時，財務報表會有達九個月的滯後。

李秀怡解釋：「財務報表反映了企業在疫後經濟復蘇階段的財務表現。數據滯後或會導致銀行認為企業財務表現欠佳，並按標準信貸指引拒絕貸款。不過，如果銀行內部交易紀錄顯示客戶的營業額正在增長，銀行會以此作為批出貸款的考慮因素。」

該行透過參考交易紀錄，分析能反映中小企當前表現和增長潛力的實時數據，有效突破傳統財務報表的限制。

此外，該行提供數碼服務平台，讓客戶在網上申請貸款，除了提升審批效率，亦讓銀行能迅速作出回應。

### 適應變化

疫後世界正經歷種種變化，市場日益重視科技和持續發展等因素。不過，薛俊昇指出中小企往往面對資源限制，令適應變化的過程充滿挑戰。

恒生銀行作為香港最大的本地銀行，擁有完善的商業網絡及豐富經驗，以支持

中小企發展業務。

李秀怡說：「我們與一家專門提供科技培訓的初創企業合作。很多中小企有興趣參與獲職業訓練局資助的培訓課程，但由於需要先自行出資而卻步。因此，我們推出過渡性貸款，滿足這些企業的需要。」

這項安排令中小企可在不影響現金流的情況下啟動升級轉型，在成功獲得政府資助後償還過渡性貸款。

### 大灣區及內地機遇

展望未來，大灣區的發展將為香港中小企帶來巨大的機遇。大灣區融合除了有助本地中小企北上擴展業務，同時亦鼓勵內地企業來港發展，利用香港作為門戶，進軍國際市場。近月，不少國內餐飲品牌均表示有意拓展香港市場。

與此同時，香港中小企現正為這些內地品牌提供管理服務，並積極尋求合作機會。李秀怡表示，恒生銀行一直着力促進跨境商業活動，例如支援電子身份驗證和電子簽署服務，滿足客戶對跨境銀行服務的需要。她補充，該行將繼續與本地中小企攜手合作，協助這些公司把握未來機遇。



# 預留330億支持中小企

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# Safeguarding Data Security to Stay Competitive

## 保障數據安全 提升企業競爭力

As cybersecurity threats escalate, the Privacy Commissioner's Office has launched several initiatives to help businesses enhance data security and mitigate threats

網絡安全威脅與日俱增，私隱專員公署推出多項新猷，助企業加強數據安全，緩減風險

**Imagine that late on a Friday after you have left work, you realize that you left the office door open. Sweating, you rush back, conscious of the need to safeguard physical assets. However, have you ever upheld the same level of vigilance in the digital realm? In today's cyberworld, inadequate protection of invaluable data exposes businesses to potential cyber-threats.**

The data at stake includes financial records, compliance documents and sensitive personal customer information. Cyber-criminals are aware that data is the lifeblood of many organizations. A global survey in 2023 found that 94% of organizations had experienced some form of cyberattack.

Data security breaches can be extremely costly. In 2022, a cyberattack at the Australian insurer Medibank, which stemmed from one compromised account, erased AU\$1.8 billion in market value in just one day. The financial costs of data breaches are also climbing, with a global average of US\$4.45 million per organization in 2023, a 15% increase in three years.

Company reputation and customer trust are also at stake.

In this article, I would like to highlight the current state of cybersecurity in Hong Kong and the importance of data security, and outline the initiatives my Office has introduced to protect companies' digital assets.

### The Local Cybersecurity Landscape

To assess the cybersecurity readiness and privacy awareness of enterprises, my Office collaborated with the Hong Kong Productivity Council to publish the "Hong Kong Enterprise Cyber Security Readiness Index and Privacy Awareness Survey 2023" in November 2023. Of the enterprises surveyed, 73% had experienced cyberattacks, including phishing attacks, in the past 12 months – a record high.

Phishing attacks, which deceive recipients into providing sensitive information, were the main culprit, affecting 96% of the enterprises attacked. Alarmingly, these schemes have become increasingly sophisticated. Earlier this year, a

finance employee at a multinational company was deceived into transferring HK\$200 million to scammers, after being tricked by an AI-generated phishing email and joining a video call that featured deepfake representations of colleagues.

### The Readiness Gap and Legal Requirements

Despite the threats, many companies are still unprepared to cope with cybersecurity challenges.

The Hong Kong Enterprise Cyber Security Readiness Index monitors cybersecurity awareness and readiness in the business sector over time. In 2023, the index fell by 6.3 points to 47.0 points (out of 100), its steepest decline to date.

This readiness gap should be examined in the context of companies' legal obligations to protect personal data that they hold. In Hong Kong, the Data Protection Principle ("DPP") 4(1) of Schedule 1 to the Personal Data (Privacy) Ordinance (Cap. 486) ("the Ordinance") requires a data user to take all practicable steps to ensure





that any personal data held by the data user are protected against unauthorised or accidental access, processing, erasure, loss or use, having particular regard to:

- a. the kind of data and the potential harm if unauthorised or accidental access, processing, erasure, loss or use should occur;
- b. the physical location where the data is stored;
- c. any security measures incorporated (whether by automated means or otherwise) into any equipment in which the data is stored;
- d. any measures taken for ensuring the integrity, prudence, and competence of persons having access to the data; and
- e. any measures taken for ensuring the secure transmission of the data.

A data user, being the person who either alone or jointly or in common with other persons, controls the collection, holding, processing, or use of personal data, is therefore under a positive duty to safeguard the security of the personal data held by it by taking all reasonably practicable steps.

Businesses do recognize that there are threats to personal data privacy. Our survey found that companies were aware of the risk to privacy in deploying emerging technologies such as generative AI, the Internet of Things and cloud computing, with average scores ranging from 2.75 to 3.06 (1 indicates no risk perceived and 5 indicates a very high risk perceived).

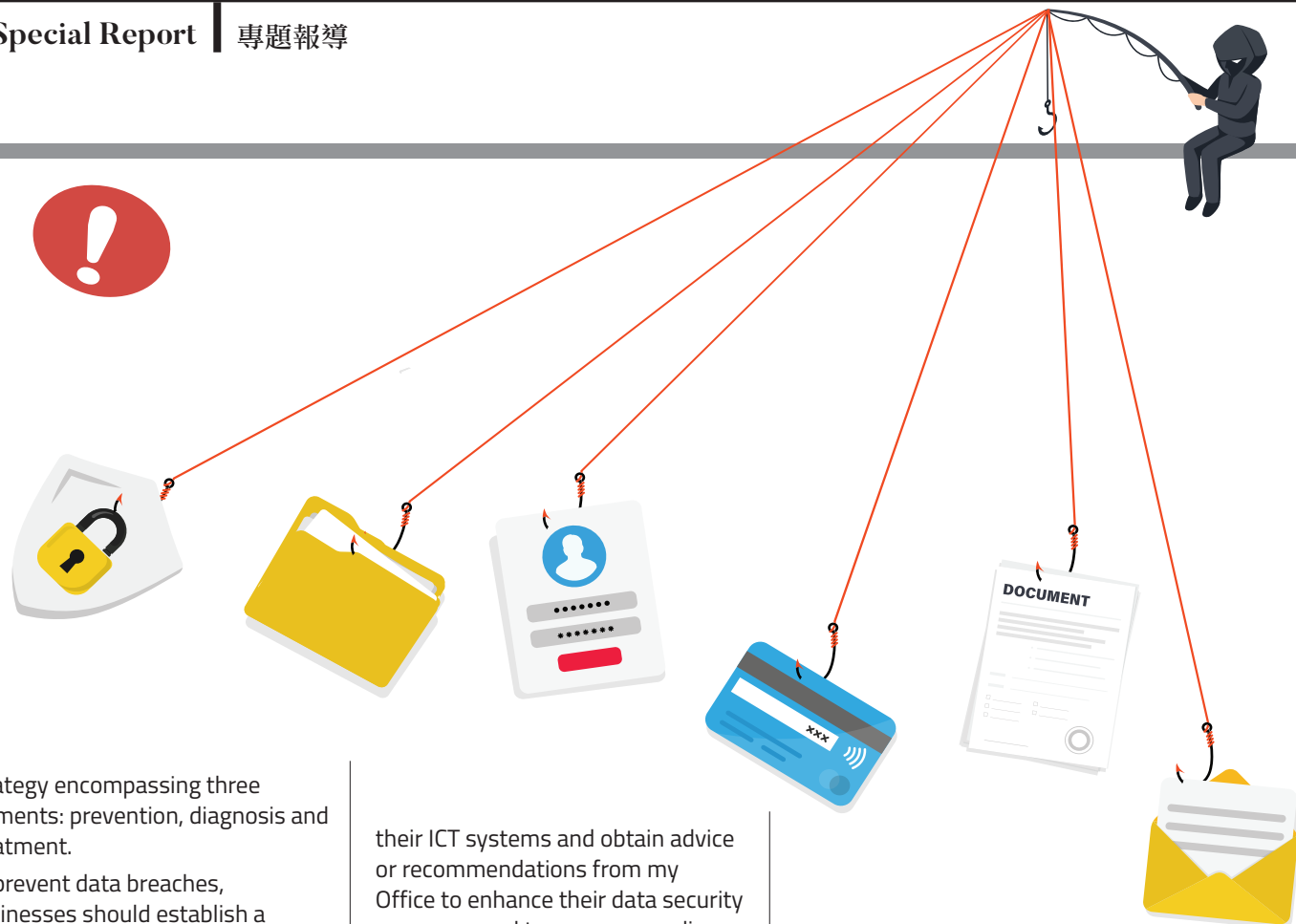
However, of the companies that use emerging technologies (37%),

fewer than half (48%) provide internal guidelines to address privacy risks arising from such use. Notably, over half of SMEs (55%) surveyed had not considered implementing a Personal Data Privacy Management Programme.

The gap in protection is obvious. In light of the increasing cyberattack risk, companies can no longer take a wait-and-see attitude. Rather, they should take proactive steps to enhance data security, which will in turn enhance their sustainability and success in an increasingly competitive business environment.

### **Harnessing PCPD's Resources to Enhance Data Security**

To protect the privacy of individuals' personal data and safeguard data security, we recommend that companies adopt a holistic



strategy encompassing three elements: prevention, diagnosis and treatment.

To prevent data breaches, businesses should establish a Personal Data Privacy Management Programme to ensure the responsible collection, holding, processing and use of personal data. A Data Protection Officer should also be appointed to ensure compliance with all legal and internal risk control requirements. A Data Breach Response Plan, which should contain a set of procedures to be followed in the event of a data breach, as well as the data user's strategy for identifying, containing, assessing and managing its impacts, should be in place. The recommended procedures for such a plan can be found in the "Guidance on Data Breach Handling and Data Breach Notifications" ("Data Breach Guidance") published by my Office.

To promote "diagnosis," my Office launched the "Data Security Scanner" self-assessment toolkit in November 2023. By completing a questionnaire on data security, companies can assess the adequacy of their data security measures for

their ICT systems and obtain advice or recommendations from my Office to enhance their data security measures and to ensure compliance with the Ordinance.

In regard to "treatment" or remedial measures, after conducting the self-assessment through the Data Security Scanner, companies should note any red flags identified by the Scanner and promptly address vulnerabilities. They can refer to the "Guidance Note on Data Security Measures for Information and Communications Technology" published by my Office. This document sets out recommended measures to enhance data security and mitigate emerging threats.

In the unfortunate event that your company suffers a cyberattack and leakage of personal data is suspected, we highly recommend that you notify my Office and the affected data subjects as soon as practicable.

All the above resources and relevant educational or reference materials are available on our data security thematic webpage. Companies

requiring further assistance can also call our data security hotline at 21101155.

### **Making Data Security a Priority**

Data, including the personal data of your customers, are valuable assets in this digital era. Inaction or inertia leaves businesses vulnerable to cyberthreats. Taking the simple step to upgrade password requirements or institute a multi-factor authentication requirement for access to information systems will provide additional safeguards against attacks, as will regular security risk assessments and penetration tests.

To quote Benjamin Franklin, "By failing to prepare, you are preparing to fail." It is imperative that companies ensure data security while leveraging technological advancements to enhance their competitiveness and success.



私隱專員公署與生產力促進局於去年進行「2023香港企業網絡保安準備指數及私隱認知度」調查，結果顯示「香港企業網絡保安準備指數」下跌6.3點至47.0點（最高100點），屬歷年最大跌幅，而近四分之三受訪企業在過去12個月內遭受至少一類網絡安全攻擊，包括釣魚攻擊，創歷史新高。

今年初就有騙徒先用釣魚訊息假冒跨國企業高層，邀請員工參加視訊會議，其後在會上利用人工智能模仿公司高層的外貌及聲音向員工下轉賬指示，騙去共二億港元。

### 企業資料保安意識有待改善

儘管威脅與日俱增，企業的資料保安意識仍然有待改善。上述調查顯示，超過一半中小企（55%）尚未考慮實施個人

資料私隱管理系統，而逾半（52%）應用新興科技的企業未有就應用相關科技所帶來的私隱風險提供內部指引。

《個人資料（私隱）條例》（第486章）的保障資料第4(1)原則要求資料使用者須採取所有切實可行的步驟，以確保由資料使用者持有的個人資料受保障而不受未獲准許的或意外的查閱、處理、刪除、喪失或使用所影響。企業作為資料使用者，有責任保障個人資料的安全，防患於未然。

### 如何提升保護數據的能力？

為協助企業提升保護數據的能力，私隱專員公署（公署）已制定多項指引供業界參考。例如，公署於2022年發布《資訊及通訊科技的保安措施指引》，提供一系列加強數據安全和應對新興科技所帶來的威脅的建議措施。在2023

年，公署亦更新了《資料外洩事故的處理及通報指引》，協助機構制訂針對資料外洩事故的應變計劃，以減輕一旦發生事故所帶來的損害。

若企業不幸遭受網路攻擊，並且懷疑涉及個人資料外洩，應盡快向公署及受影響人士作出通報，以妥善處理有關事故。

公署亦於2023年11月推出了免費的「數據安全快測」工具，協助企業自我評估其數據安全措施是否充足，並因應評估結果獲取建議。

以上資源和相關參考資料均可於公署的「數據安全」專題網頁找到。企業如需進一步協助，歡迎致電「數據安全」熱線，電話2110 1155。

企業必須積極採取行動，保障數據安全，降低資料外洩風險，方可在數碼世代提升競爭力。

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# Digital Economy: Embracing Smart Logistics

## 數碼經濟：迎向智慧物流

Logistics automation helps to future-proof the operations of companies in a world where supply chain disruption is the new normal  
供應鏈中斷已成為新常態，自動化物流技術有助企業確保業務運作能滿足未來所需

**With the Government striving to promote a robust digital economy, Hong Kong's diverse industries are embracing the digital era, and traditional logistics companies are leading this transformation. Driven by advances in automation technology, smart logistics solutions are fuelling industry expansion by streamlining operations and increasing efficiency. This evolution is bringing unprecedented connectivity to Hong Kong's commercial landscape.**

The automation of supply chain operations through integrated technology epitomizes smart logistics. This includes streamlining transportation, storage and packaging via standardized digital processes. In Hong Kong, the logistics sector is catching up with the other industries that are pursuing digital transformation. Currently, the adoption in Hong Kong is centred on foundational tech, such as automated storage solutions and robotic transportation systems.

Yet, as the industry evolves, the focus is set to shift towards more sophisticated aspects of the supply chain like smart procurement and

comprehensive management systems. These advancements are not only incremental; they are transformative, offering enhanced transparency, responsiveness and data-driven decision-making throughout the entire logistics process.

### Empowering Businesses

The Covid-19 pandemic heavily disrupted global supply chains and exposed weaknesses in traditional logistics models. With such ongoing uncertainty, many companies have recognized the need to build more adaptable operations, and automating warehousing and distribution processes can greatly help mitigate risks from future shutdowns or labour shortages and provide flexibility to adapt to changing circumstances while maintaining business continuity. Companies are turning to pioneers in logistics automation to future-proof their operations in a world where supply chain disruption is now the new normal.

With over three decades of experience, BPS Logistics Technology understands the needs

of industries in Hong Kong. As experts in warehouse automation and logistics optimization, the company provides a wide range of end-to-end solutions, from consultation to implementation. In today's complex global supply chains, it is important to help logistics businesses maximize efficiency and accuracy through automated systems and data-driven processes, and the company is dedicated to advancing clients' operations through smart technology solutions tailored for Hong Kong.

Automating warehouses can provide significant benefits for Hong Kong's industries. By introducing state-of-the-art automation systems, it can improve Hong Kong's logistics technology capabilities and help solve two major issues – the lack of available manpower and limited land resources. Automated solutions allow companies to leverage robotics and software to reduce their dependency on human labour, helping address the worker shortage, technologies like three-dimensional storage systems also help optimise space utilization





inside warehouses. This allows businesses to store more inventory in less floor area. Overall, adopting advanced automation can help Hong Kong logistics companies elevate operational efficiency while simultaneously relieving the intense pressure on staffing requirements and land limitation.

### **Realizing Hong Kong's Reindustrialization**

To align with Hong Kong's reindustrialization policy and to meet the needs for smart industrial production, the company has provided logistics infrastructure development and consulting services in building Hong Kong's first Advanced Manufacturing Centre (AMC), establishing Asia's first integrated production facility

combining automation, smart logistics, and cross-industrial manufacturing capabilities. The automated shared logistics centre is equipped with advanced logistics technology such as pallet storage systems, autonomous mobile robots, high-speed conveyors, high-speed shuttle systems, and autonomous guided forklifts, which are all integrated and controlled by a Warehouse Execution System (WES) synchronising automated operations.

### **HK Electric's Automation Journey**

To address HK Electric's storage challenges, BPS produced the inventive "Elevating Transfer Vehicle Storage System" (ETVSS) that revolutionized their cable

drum and transformer storage. The customised system optimizes space by enabling vertical storage across four levels, preventing drum damage and streamlining inventory management. The intelligent software and multi-level racking facilitate rapid and accurate item retrieval from any location within the facility.

These case studies demonstrate how smart solutions powered by automation are transforming operations across Hong Kong. Industry leaders like AMC and HK Electric have strengthened their efficiency, productivity and competitive advantage by embracing such technology. As Hong Kong's digital transformation accelerates, smart logistics will remain a key driver of growth and connectivity.



近年，政府積極推動數碼經濟發展，香港各行各業都在加速數碼轉型，而傳統物流公司更是當中的先驅，透過採用自動化技術及智慧物流方案，提升物流效率及營運效益，為本地商業格局帶來前所未有的連貫性。

透過整合技術實現供應鏈營運自動化是智慧物流的縮影，其中包括以標準化數碼流程精簡運輸、儲存及包裝的程序。在香港，物流業正加緊追趕其他成功進行數碼轉型的行業，而本地行業的轉型主要集中在基礎技術應用，例如自動化儲存方案及機械人搬運系統等。

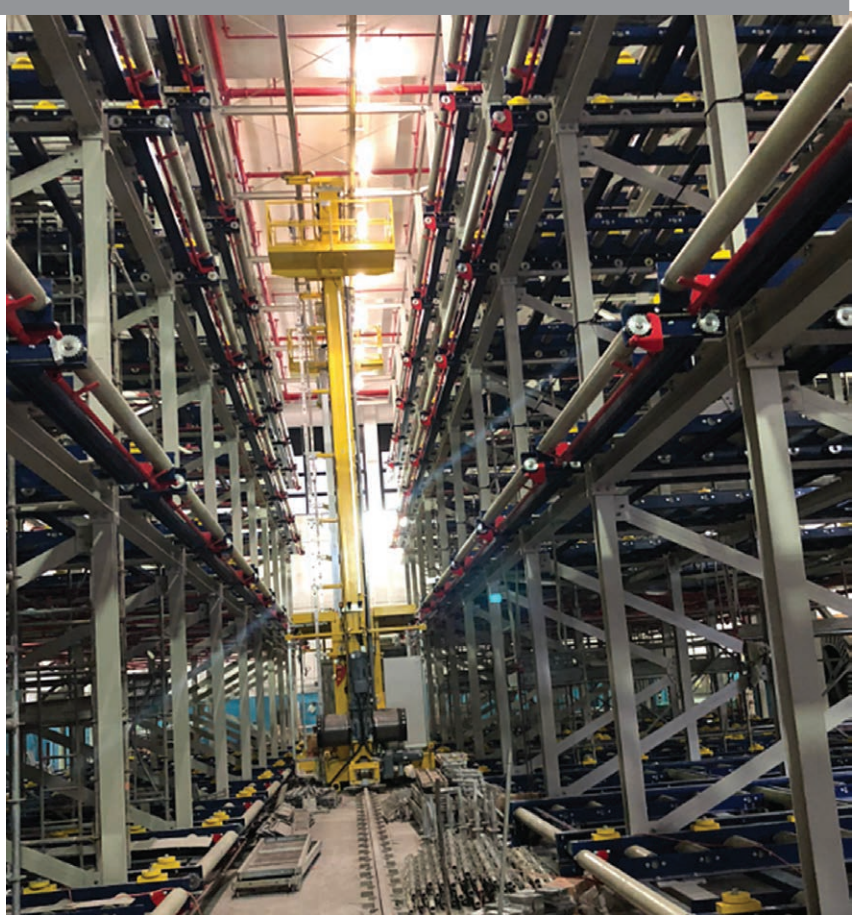
隨著物流業不斷發展，未來將倚重較精密的供應鏈環節，例如智慧採購及綜合管理系統等。這不僅是漸進式的轉型，更具備改造能力，為整個物流過程提供更高的透明度、快速的回應及以數據為本的決策。

### 推進業務發展

新冠疫情對全球供應鏈造成巨大衝擊，暴露了傳統物流模式脆弱不穩。許多企業意識到有需要建立更具彈性的營運模式，而自動化倉儲和配送流程能顯著減低日後停工或人手短缺帶來的風險，讓企業能靈活應對不斷變化的情況，確保業務運作無間。當供應鏈中斷已成為新常態，不少公司正轉向物流自動化，確保營運模式能滿足未來所需。

威裕物流科技（BPS）擁有逾30載的專業經驗，明瞭香港各行各業的物流需要。BPS作為自動化倉儲的及物流最佳化的專家，提供全方位物流方案，包括諮詢及實施等服務，以及先進的智慧自動化系統和數據主導的程序，協助物流企業提升業務效率及準確度，推進業務發展。

先進的自動化倉庫系統能為各行業帶來顯著效益，除了提高香港整體的物流科技水平，亦有助解決人手供應不



足及土地資源短缺這兩大問題。自動化物流方案使用機械人及倉庫管理軟件，減少倚賴人手，幫助應對勞工短缺問題，而全自動化三維儲存系統技術，亦有助優化倉庫空間利用率，讓企業在更小的空間儲存更多的庫存。總括而言，先進自動化技術可助本港物流公司提升營運效率，同時紓緩人手及土地資源不足的壓力。

### 實現香港再工業化

為配合香港再工業化政策及滿足智慧工業生產需求，全港首個先進製造業中心（AMC）現已開幕，打造亞洲首個結合自動化、智慧物流及跨行業製造能力的綜合生產設施；而BPS則為AMC提供物流科技基建開發和諮詢服務。該自動化共用物流中心配備頂尖的物流技術，例如托盤存儲系統、自動檢貨機械人、高速輸送線、高速箱式穿梭車系統及自動導航叉車等，全

部皆通過中央倉庫執行系統進行集成和控制，以同步化各項自動運作。

### 港燈自動化之旅

香港電燈公司（港燈）意識到傳統的電纜滾筒和變壓器儲存方式已不合時宜，BPS為港燈設計了創新的「升降轉運車系統」，實現四層垂直存儲方式，大幅提高空間使用率之餘，亦避免滾筒損毀的風險，更將庫存管理化繁為簡。此外，智能軟件及多層貨架系統能快捷而精準地在倉庫內任何地方取得物品。

上述案例展示了由自動化驅動的智慧物流方案，協助本港企業革新營運模式。AMC及港燈等行業領袖透過應用相關科技，提升了效率、生產力及競爭優勢。隨著香港加速數碼轉型，智慧物流將繼續成為促進業務增長和連貫性的重要動力。



# Hong Kong - A city of integrity and level playing field

With the persistent efforts of the Independent Commission Against Corruption (ICAC) and the enduring support from the business community in cultivating an ethical business culture, Hong Kong is widely recognised as one of the cleanest places to do business today. 2024 marks the 50<sup>th</sup> anniversary of the ICAC. To maintain Hong Kong's competitiveness and enhance its reputation as a city of probity, the ICAC will remain steadfast in upholding probity and safeguarding its clean business environment through law enforcement, systemic prevention and community education.

## A city of integrity

- The corruption trend as reflected by the report statistics of the ICAC remains steady and under firm control. In recent years, around 2,000 corruption complaints were received each year.
- The [ICAC Annual Survey 2022](#) revealed that corruption is uncommon in Hong Kong and the public shows zero tolerance to corruption.

### ICAC ANNUAL SURVEY 2022



97.9%

97.9% of the respondents considered that keeping Hong Kong corruption-free was important to the overall development of the city.



98.9%

98.9% of the respondents had not encountered corruption personally in the past 12 months.



0.5

SCORE

On a 0 to 10 rating scale, of which 0 represents zero tolerance and 10 represents total tolerance of corruption, the mean score was 0.5.

## A clean business environment

Hong Kong is renowned for its clean, level-playing and business-friendly environment. International surveys consistently rank Hong Kong as one of the cleanest cities in the world.



- 14<sup>th</sup> least corrupt place among 180 countries/territories and one of the top performers in the Asia-Pacific Region - [Corruption Perceptions Index 2023](#), Transparency International
- 9<sup>th</sup> out of 142 countries/territories under the factor of “absence of corruption” - [Rule of Law Index 2023](#), World Justice Project
- 7<sup>th</sup> most competitive among 64 economies and the 10<sup>th</sup> under “bribery and corruption do not exist”, one of the criteria under the competitiveness factor “government efficiency” - [World Competitiveness Yearbook 2023](#), International Institute for Management Development
- 17<sup>th</sup> out of 213 countries and territories, the second highest in Asia, under the dimension of “Control of Corruption” - [Worldwide Governance Indicators 2023](#), The World Bank
- Consistently ranked the 3<sup>rd</sup> cleanest place in Asia - [Perceptions of Corruption in Asia, the US and Australia in 2023](#), Political and Economic Risk Consultancy

## ICAC - Your Partner for Integrity

The Hong Kong Business Ethics Development Centre (HKBEDC) of the ICAC provides customised and free corruption prevention and education services to help businesses enhance corporate governance capabilities and foster an ethical culture.



香港  
商業道德  
發展中心  
HKBEDC



# Innovating for Success

## 積極創新 邁向成功

With more than 90 years of history, Dachser continues to stay ahead of the competition while meeting customers' evolving needs

Dachser 擁有超過 90 年歷史，至今仍然在競爭中保持領先，滿足客戶不斷轉變的需要



Developed by the son-in-law of founder Thomas Dachser, "swap body" freight containers can be swapped between vehicles, increasing efficiency of transporting goods.

「互換車體」由創辦人 Thomas Dachser 的女婿 Thomas Simon 提出，可在車輛之間互相轉換，提升貨運效率。

**In 1930, when Thomas Dachser founded a transport company in Kempten, Germany, it was a one-man operation to transport cheese from the Allgäu/Bavarian region to Köln. To avoid empty trucks on the way back, Dachser began transporting industrial goods from German Rhineland back to Southern Germany.**

This was how Dachser started the business. Today,

with more than 90 years of history, the family-owned company provides transport logistics, warehousing and customized services in two fields: Dachser Air & Sea Logistics and Dachser Road Logistics. In Asia-Pacific, the company has operations in 45 locations. The regional head office is located in Hong Kong, with Dachser Hong Kong Ltd established in 1990. The company offers

a wide spectrum of services in busy hubs like Shanghai, Incheon, Bangkok, Singapore, Mumbai, Busan, Laem Chabang and Nhava Sheva.

"Thanks to some 34,000 employees in 382 locations

all over the world, Dachser generated consolidated net revenue of approximately €7.1 billion in 2023," said Marcel Schmidt, Managing Director, Dachser Hong Kong Ltd.

With innovation as the key

### DACHSER Hong Kong Ltd.

HKGCC Membership No. 總商會會員編號：HKD0824

Established 創辦年份：1990

Website 網站：http://www.dachser.hk



to sustainable success, the company is constantly innovating, and aims to be the most digitalized logistics provider in the world.

In the late 1960s, Thomas Simon, son-in-law of the company's founder Thomas Dachser, developed the swap body concept, inspired by maritime shipping containers. A swap body is a type of freight container used for road and rail transport. The containers can be swapped between vehicles, increasing flexibility and efficiency of handling and transporting goods.

"After some initial reservations, the swap body became a groundbreaking

innovation in overland logistics that revolutionized the entire industry," said Schmidt.

In 1994, Dachser became the first logistics provider worldwide to establish the comprehensive usage of the Serial Shipping Container Code (SSCC) across the entire logistics chain. The SSCC is the basis for seamless tracking and tracing, allowing registered users to find detailed information on all shipments.

To stay ahead in the market, the company relies on digitalized solutions that enable transparent processes, real-time shipment tracking, short response times, and

precision control of supply chains. For example, the newly developed Dachser platform provides a customized, digital one-stop solution which enables end-to-end tracking across all freight routes, as well as customer connectivity tools.

Dachser has also been running a lab with the Fraunhofer IML in Dortmund, Germany since 2017, with

the goal to research new technologies and applications in digitization.

One of the challenges Dachser is facing is supply chain diversification, with the Covid-19 pandemic highlighting its vital role in mitigating risks and building resilience.

– Marcel Schmidt  
Managing Director,  
Dachser Hong Kong Ltd.  
Dachser 香港區執行總裁



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“Disruptions in global supply chains emphasized the vulnerabilities of companies reliant on single sourcing locations, particularly in hard-hit regions like China,” said Schmidt, adding that the growing number of companies looking to move their manufacturing out of China posed challenges for Dachser in Hong Kong due to the decrease in the volume of goods passing through Hong Kong’s ports and airports. However, the company is seamlessly providing integrated logistics solutions to its clients.

“For example, if a customer in Hong Kong is looking for a connection with Vietnam logistics services provider, the Dachser team in Hong Kong directs the customer to Dachser Vietnam team,” said Schimdt. “This coordination between our global teams ensures customers receive consistent and reliable service regardless of their location or logistics needs.”

Schmidt said the company, which joined HKGCC this year, hopes to benefit from the wealth of networking opportunities offered by the Chamber. “HKGCC provides platforms for businesses to connect with other local businesses, professionals and community leaders, fostering valuable relationships and potential collaborations,” he said, adding that besides exposure to potential customers and partners and lending credibility to Dachser’s reputation, the Chamber’s training programs are also very useful.



**Thomas Dachser 在 1930 年於德國肯普滕成立運輸公司，當時他獨自經營業務，從阿爾高/ 巴伐利亞地區運送芝士到科隆。為免貨車在回程時空載，Dachser 開始將工業產品從萊茵蘭運回德國南部。**

這就是 Dachser 的創業故事。時至今日，這間家族企業已有逾 90 年歷史，業務分為 Dachser 空、海運物流和 Dachser 陸路物流兩大範疇，提供物流、倉儲和個人化服務。該公司在亞太地區設有 45 個業務據點，地區總部位於香港，而 Dachser Hong Kong Ltd 成立於 1990 年。Dachser 在上海、仁川、曼谷、新加坡、孟買、釜山、林查班和那瓦西瓦等繁忙樞紐提供多元化服務。

Dachser 香港區執行總裁 Marcel Schmidt 表示：「我們在全球各地 382 個地點僱用約 34,000 位員工，全賴一眾同事的努力，Dachser 在 2023 年的綜合淨收益約為 71 億歐元。」

創新是延續成功的關鍵，因此該公司一直追求創新，銳意成為全球數碼化程度最高的物流供應商。

1960 年代後期，公司創辦人 Thomas Dachser 的女婿 Thomas Simon 受海運貨櫃啟發，提出了互換車體的概念。互換車體是用於陸路和鐵路運輸的貨櫃，可在車輛之間進行互換，大大提升處理和運輸貨物的靈活性和效率。

Schmidt 表示：「業界起初對此有所保留，但互換車體後來成為陸路物流的突破性創新發明，為整個業界帶來變革。」

1994 年，Dachser 成為全球首間在物流鏈全面應用貨運容器序號的物流供應商。貨運容器序號是無縫跟蹤和追溯的基礎，讓已登記用戶查閱所有貨物的詳細資訊。

要在市場保持領先，該公司運用數碼方案促進程序透明化、實時追蹤貨物、縮短回應時間，以及準確管控供應鏈。舉例說，新開發的 Dachser 平台提供個人化一站式數碼方案，為所有貨運路線提供端對端追蹤，亦設有客戶聯繫工具。

自 2017 年起，Dachser 亦與弗勞恩霍夫物流研究所在德國多蒙特合辦實驗室，致力研究數碼化新技術和應用方案。

供應鏈多元化是 Dachser 面臨的一大挑戰，新冠疫情凸顯了這項因素對降低風險和建立韌力至關重要。

「全球供應鏈受干擾，暴露依賴單一採購來源的企業不堪衝擊，尤其是中國等受重創的地區。」Schmidt 補充，愈來愈多企業有意將製造設施遷離中國，導致經香港港口和機場轉口的貨物量減少，對香港 Dachser 構成挑戰。不過，該公司繼續為客戶提供流暢無縫的綜合物流方案。

「舉例說，如有香港客戶希望與越南的物流服務供應商建立聯繫，Dachser 的香港團隊會將客戶轉介予公司的越南團隊。全球團隊互相協作，能確保客戶在任何地點都獲得一致可靠的服務，滿足不同的物流需要。」

Schmidt 表示，該公司今年加入總商會，希望能夠善用總商會提供的廣泛聯誼機會。「總商會為企業提供平台，讓我們與其他本地企業、專業人士和社區領袖建立往來，促進寶貴的關係和潛在合作機會。」他補充，除了接觸潛在客戶和合作夥伴，以及提升 Dachser 的聲譽，總商會的培訓課程亦十分實用。





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## China Committee 中國委員會

At a symposium on “Promotion and Protection of Hong Kong and Macao Investments in Jiangsu Province Ordinance” on 11 April, Fan Jinlong, Executive Vice Chairman of The Standing Committee of Jiangsu Provincial People’s Congress, explained the latest amendments to the Ordinance as well as other relevant information to Hong Kong’s business community.

He explained that Jiangsu took the lead in promulgating the Ordinance in 2014. In 2022, a decision was made to amend the Ordinance, which remains the only local regulation in the country concerning investment in Hong Kong and Macao. It serves as an important measure for the implementation of the Party Central Committee’s decisions on expanding high-level opening-up as well as the requirements of the provincial party committee’s deployment. Several Chamber members joined the symposium.



《江蘇省保護和促進香港澳門投資條例》（《條例》）宣介會於4月11日舉行，江蘇省人大常委會常務副主任樊金龍向香港商界介紹《條例》最新修訂及相關資訊，多名總商會會員與會。

樊金龍解釋，江蘇省在2014年率先頒布《條例》，並於2022年決定作出修訂。《條例》至今仍是全國唯一涉及港澳投資的地方法規，亦是落實黨中央就擴大高水平對外開放決策和省委部署要求的重要舉措。

Xu Liang, Deputy Secretary-General of the China Chamber of International Commerce (CCOIC), visited the Chamber on 11 April to discuss the APEC China Business Council Hong Kong Forum. Organized by CCOIC and supported by HKGCC, the forum was held on 21-22 April in Hong Kong with speakers and experts from different business sectors, including HKGCC Chairman Betty Yuen. In a meeting with Wendy Lam, the Chamber’s Director of Policy & Research, Xu suggested further cooperation between the two chambers as well as jointly organizing more events for members.

中國國際商會副秘書長徐梁於4月11日到訪總商會，商討即將舉行的「APEC中國工商理事會香港論壇」的安排。論壇於4月21至22日在香港舉行，由中國國際商會主辦，總商會為支持機構之一，邀得不同行業的講者和專家出席，包括總商會主席阮蘇少涓。徐梁與總商會政策及研究總監林婉梅會面時表示，雙方應進一步合作，為會員合辦更多活動。



Yin Xiaomin, Deputy Director of the Hong Kong and Macao Affairs Office, Shandong Provincial Government, visited the Chamber on 15 April. General Committee Member Emil Yu received the delegation, which included the directors of the Taiwan, Hong Kong and Macao Affairs offices in Jinan, Yantai, Weifang, and Liaocheng, respectively. Discussions included updates on the economic and social development in these cities as well as potential investment by Hong Kong enterprises.

山東省港澳辦副主任尹曉民於4月15日率團到訪總商會，由理事于健安接待。濟南市、煙臺市、濰坊市和聊城市台港澳辦主任分別介紹各市的經濟社會發展，以及港企的潛在投資機遇。





Chamber CEO Patrick Yeung attended a networking reception at the Canton Fair in Guangzhou on 14 April. He had a friendly exchange with Chu Shijia, Deputy Director and Secretary-General of the Canton Fair, Secretary of the CPC Committee of China Foreign Trade Centre (CFTC), as well as leaders from the Guangdong Provincial Department of Commerce.

Chu said the fair was strongly supported by the industrial and commercial sectors of Hong Kong and Macao, whose pavilions attracted a high number of buyers. He hoped that these sectors would leverage their unique advantages, make good use of the fair as a platform to leverage further development, and boost the high-level opening up and development of the Greater Bay Area.

This year's edition of the Canton Fair also showcased the latest developments in China's new productive forces while actively promoting global trade.

總商會總裁楊偉添於4月14日在廣州出席廣交會交流酒會，與廣交會副主任兼秘書長、中國對外貿易中心黨委書記儲士家和廣東省商務廳領導聯誼交流。

儲士家表示，廣交會得到港澳工商界的大力支持，香港和澳門的展館均吸引大量買家入場。他希望港澳工商界能發揮獨有的優勢，善用廣交會平台推動進一步發展，以及促進大灣區的高水平開放和高質量發展。

今屆廣交會展示了中國發展新質生產力的最新成果，並積極推動全球貿易發展。

It was a pleasure to welcome Zhang Zhisong, second-level inspector from the Municipal Science and Technology Commission and the Zhongguancun Administrative Committee, to the Chamber on 16 April. In a meeting with SH Chan, Vice Chairman of the Chamber's China Committee, Zhang said 12 science and tech companies from Zhongguancun were participating in InnoEX 2024, in the fields of life science and medicine, energy saving and environmental protection, as well as AI. Chan expressed hope that these enterprises would leverage Hong Kong's strengths in the professional services sector and its status as a global financial centre to promote their business and services worldwide.

北京市科學技術委員會、中關村科技園區管理委員會二級巡視員張志松於4月16日到訪，由中國委員會副主席陳紹雄接待。張志松表示，共有12間中關村科創企業參加「香港國際創科展2024」，涵蓋生命科學與醫學、節能環保和人工智能等領域。陳紹雄希望這些企業可借助香港在專業服務方面的優勢，以及作為國際金融中心的地位，將業務和服務拓展至世界各地。



## GBA Working Group 大灣區工作小組

The GBA Working Group consolidated its members' suggestions for the further development of the Greater Bay Area and submitted the proposals to Maisie Chan, Commissioner for the Development of the Guangdong-Hong Kong-Macao Greater Bay Area, on 17 April.

大灣區工作小組整合成員就大灣區進一步發展提出的建議，並在4月17日向粵港澳大灣區發展專員陳潔玲提呈建議書。

## Americas Committee 美洲委員會



### Navigating U.S.-Sino Dynamics

Janet Pau, Executive Director of Asia Business Council, shared her perspective on the changing dynamics of U.S.-Sino relations at the Americas Committee Meeting on 11 April. Citing the Council's recent survey, Pau said Asian businesses tended to diversify their operations or investments instead of divesting from the world's two largest economies in response to the tensions. These businesses recognized the importance of driving fundamental transformation across multiple domains to enhance their performance. She also provided an analysis of the upcoming U.S. presidential election.

### 剖析美中關係

亞洲企業領袖協會執行理事鮑杏婷出席美洲委員會 4 月 11 日的會議，就美中關係動向分享見解。她引述該協會最近一項調查，指出亞洲企業面對目前的緊張局勢，傾向尋求營運或投資多元化，而非從全球兩大經濟體撤資。這些企業明白到在不同領域推動革新，對提升績效十分重要。鮑杏婷亦剖析即將舉行的美國總統大選選情。

## Asia, Africa & Middle East Committee 亞洲、非洲及中東委員會

### Bahrain's Unique Advantages 巴林的獨特優勢

It was a treat to welcome Iain Lindsay OBE to the Chamber again on 10 April in his new role as Advisor to the Board of the Economic Development Board of Bahrain. Having served as a British diplomat for 40 years, with experience in Europe, the Middle East and the Far East, he gave members a unique insight into the kingdom and the Gulf region, ahead of the Chamber's mission to Bahrain and UAE in late April.

Accompanied by Ivan Tam, Honorary Vice Consul of the Kingdom of Bahrain to Hong Kong, and Olivia Cheung, Hong Kong Bahrain Business Association, he explained that Bahrain has long served as a hub for the region, and has been diversifying its economy away from oil and gas for decades. Currently, the oil sector contributes about 18% of its GDP, a significant decrease from 42% in 2002, and its economy is the most diversified among all regional Gulf countries with non-oil sectors contributing about 82% of the GDP. The financial sector, including fintech, manufacturing and logistics sectors are pillars of the economy, and increasingly IT. He said the Gulf is booming and evolving very quickly, so now is the ideal time for Hong Kong companies to explore opportunities there.



總商會於 4 月 10 日再次接見今次以巴林經濟發展局顧問身份到訪的黎思安，巴林駐港名譽副領事譚國榮和香港巴林商會代表 Olivia Cheung 亦有隨行。黎思安曾任英國外交官達 40 年，擁有豐富的歐洲、中東和遠東地區經驗。總商會於 4 月底率團訪問巴林王國和阿聯酋，他適時向會員介紹巴林和海灣地區的現況。黎思安解釋，巴林長久以來充當地區樞紐的角色，多年來致力發展多元經濟，以減少對石油和天然氣的倚賴。目前，石油業佔當地國內生產總值約 18%，較 2002 年的 42% 大幅下降，而非石油產業所佔的經濟比重約為 82%，反映巴林是海灣地區內經濟最多元化的國家。該國經濟支柱包括金融科技等金融產業、製造業及物流業等，而資訊科技業亦日漸冒起。黎思安表示，海灣地區正蓬勃發展，現在正是香港企業探索當地商機的好時機。



## COMMITTEE CHAIRMEN 委員會主席



**Americas Committee**  
美洲委員會  
Mr Evaristo Treviño Berlanga



**Asia, Africa & Middle East Committee**  
亞洲、非洲及中東委員會  
Mr Jonathan Lamport  
林偉全先生



**China Committee**  
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Mr Nick Chan  
陳曉峰先生



### High-level Thai Delegation Calls on the Chamber 泰國高級別代表團到訪

Thai Trade Representative Narumon Pinyosinwat led a high-level delegation to the Chamber on 10 April to update members on Thailand's initiatives to boost inbound investment as well as exports of goods and services. Chamber CEO Patrick Yeung and the chairman and vice chairmen of various committees welcomed the visitors.

Pinyosinwat explained that Hong Kong was the seventh largest source of FDI in Thailand, while Mainland China was the largest last year, overtaking Japan. The country is putting a lot of focus on developing EV and the green economy, and is planning to develop green funds for investors in the development of mega projects in Thailand.

The Chamber suggested supporting a roadshow working with Chaturont Chaiyakam, Consul General of Thailand in Hong Kong, to update members on some of the key areas in which local businesses may be interested.

泰國貿易代表 Narumon Pinyosinwat 於 4 月 10 日率領高級別代表團到訪，由總商會總裁楊偉添及多個委員會的主席和副主席接待。

Pinyosinwat 講解泰國促進入境投資和商品服務出口的最新政策，並指出香港是泰國第七大境外投資來源地，而中國內地則在去年超越日本，排行第一。泰國正專注發展電動車和綠色經濟，並計劃設立綠色基金，吸引投資者在當地開展大型項目。

總商會建議與泰國駐港總領事 Chaturont Chaiyakam 合作舉辦巡迴路演，介紹本地企業或感興趣的投資領域。

### Expanding Hong Kong-Philippines Trade and Investment 拓展港菲貿易投資聯繫

It was a pleasure to welcome our old friend Stephen Phillips OBE to the Chamber on 2 April in his new role at BOD Unibank, the largest bank in the Philippines. He was eager to hear about the Hong Kong business community's views on doing business and investing in the Philippines. Besides having a strong services sector, he said the country is also growing in strength in advanced R&D in the technology and AI sectors. Chamber CEO Patrick Yeung and Asia, Africa & Middle East Committee Chairman Jonathan Lampport welcomed Phillips and shared their views.

菲律賓最大銀行 BOD Unibank 高級顧問 Stephen Phillips OBE 於 4 月 2 日到訪，了解香港商界對在菲律賓經商和投資的看法，由總商會總裁楊偉添和亞洲、非洲及中東委員會主席林偉全接待。Phillips 表示，菲律賓服務業發達，當地的科技和人工智能等先進研發產業亦在持續增長。



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

Iñaki Amate, IxD and EY Wavespace Leader, Ernst & Young, and Walter van Hattum, First Counsellor and Head of Trade Section at the European Union Office to Hong Kong and Macao, gave a comprehensive outline of the business implications of the EU Artificial Intelligence (AI) Act at a committee meeting on 20 March. The Act aims to establish a solid framework for the protection of health, safety, and fundamental rights, while fostering innovation.

The presentation highlighted the foundational concepts of the Act, including the benefits and potential risks of AI for businesses as well as the public, the threshold for examining risks, and obligations of providers and deployers of high-risk AI. They also touched on AI-related opportunities businesses, and how companies can safely deploy and monitor the technology.

安永 IxD 及 EY Wavespace 主管 Iñaki Amate 和歐盟駐港澳辦事處一等參贊及貿易部主管何衛德出席 3 月 20 日的會議，講解歐盟《人工智能法案》對企業的影響。《法案》旨在建立堅實的框架，保障健康、安全和基本權利，同時推動創新。

講者介紹《法案》的基本概念，包括人工智能（AI）為企業和公眾帶來的好處和潛在風險、評估風險的門檻，以及高風險 AI 提供者和使用者的責任。他們還討論與 AI 相關的商機，以及企業如何安全地使用和監察這項技術。



## Europe Committee 歐洲委員會

### Investment Opportunities in Spain and Portugal

Why do business and invest in Spain and Portugal? Besides being among the world leaders in tech, innovation, talent, tourism and gastronomy, their economies are also among the strongest performers in Europe. To explain in more detail what Hong Kong companies should be looking at in these two countries, Miguel Aguirre de Cárcer, Consul General of Spain, and Alexandre Leitão, Consul General of Portugal in Hong Kong and Macao, provided a fascinating update at a country briefing held at the Chamber on 9 April.

As the world's second-most visited country after France, Spain received 85 million visitors in 2023, surpassing pre-Covid numbers. It is also cultivating a strong manpower pool as it is a magnet for talent from around the world. Neighbouring Portugal prides itself on its secure and safe business environment. Leitão further highlighted Portugal's blue economy, strategic location and innovative DNA, characterized by the innovation and entrepreneurial spirit of its citizens.



### 西葡投資機遇

西班牙和葡萄牙有何營商投資優勢？兩國不單在科技、創新、人才、旅遊和美食方面享譽全球，經濟發展亦位居歐洲前列。為協助香港企業深入了解西葡兩國的商機，西班牙駐港總領事 Miguel Aguirre de Cárcer 和葡萄牙駐港澳總領事雷德生於 4 月 9 日出席國家簡介會，介紹兩國最新動態。

西班牙作為僅次於法國的全球第二大熱門旅遊國家，在 2023 年錄得 8,500 萬人次旅客到訪，數字已超越疫情前水平。該國亦匯聚世界各地的人才，人力資源強大。鄰國葡萄牙以安全穩定的營商環境見稱，雷德生表示該國積極發展藍色經濟，位處戰略要地，而國民亦具備創新創業精神。







## APEC China Business Council Forum 2024 APEC中國工商理事會論壇2024

HKGCC Chairman Betty Yuen was among the officiating guests at the opening ceremony of the APEC China Business Council Forum held in Hong Kong on 21-22 April. The event was attended by HKSAR Financial Secretary Paul Chan and Zhang Shaogang, Vice Chairman of China Council for the Promotion of International Trade, among other officials and business leaders.

In her speech, Yuen said supply chain sustainability was a challenge facing the world. The goal of the Forum was to provide a platform for business leaders from different backgrounds to conduct an in-depth discussion on issues such as innovation and industrial transformation, with a view to fostering cooperation and thereby contributing to the prosperity and sustainability of the Asia-Pacific region.

「APEC 中國工商理事會香港論壇」於4月21至22日舉行，總商會主席阮蘇少涓擔任開幕式的主禮嘉賓之一。香港特區財政司司長陳茂波、中國國際貿易促進委員會副會長張少剛、其他官員和商界領袖亦有赴會。

阮蘇少涓致辭時表示，可持續的供應鏈是全世界面臨的挑戰。論壇的目標是為來自不同背景的商业領袖提供平台，深入探討創新和產業轉型等議題，透過促進全球合作，為亞太地區的繁榮和永續發展作出貢獻。

## Exploring opportunities in Flanders, Belgium 探索比利時法蘭德斯機遇

Gwenn Sonck, Executive Director of Flanders-China Chamber of Commerce, and Trade Commission of Belgium Commercial Consul Siegfried Verheijke paid a courtesy call on the Chamber on 25 March to discuss the potential business opportunities for Flemish companies in Hong Kong and the Greater Bay Area.

In a meeting with the Chamber's Business Development Director Josephine Leung and Economist Doris Fung, Sonck said Hong Kong was an important gateway for business cooperation between European countries and the Mainland. Discussing his visit to Hong Kong Science Park, which houses over 1,700 companies, Verheijke underlined the vast potential waiting to be tapped in the field of life sciences. Both sides recognized the opportunities in each city's healthcare sector in regard to their ageing populations.

法蘭德斯中國商會行政總裁宋惠安及法蘭德斯投資貿易局商務專員辛勝利於3月25日到訪總商會，探討法蘭德斯企業在香港和大灣區的潛在商機。

宋惠安與總商會商務發展總監梁慧蓮及經濟師馮凱盈會面時表示，香港是歐洲國家與中國內地商業合作的重要門戶。辛勝利談及早前曾參觀香港科學園，園內匯聚1,700多家企業，其中生命科學領域發展潛力龐大。此外，由於兩個城市都面對人口老化問題，雙方認為醫療保健市場發展前景可觀。



## COMMITTEE CHAIRMEN 委員會主席



**Manpower Committee**  
人力委員會  
Mr Jeff Tang  
鄭添之先生



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



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



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



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



**Small & Medium Enterprises Committee**  
中小型企業委員會  
Ms Angela Wai Yin Lee  
李慧賢女士



**Taxation Committee**  
稅務委員會  
Mr Wayne Lau  
劉穎先生



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



**Women Executives Club**  
卓妍社  
Ms Tammy Wu  
吳丹女士



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

## CUHK Student wins HKGCC GBA Scholarship 中大學生獲頒總商會大灣區獎學金

Kwok Chi Him, a first year student pursuing Computer Science and Engineering at The Chinese University of Hong Kong, has won the HKGCC Greater Bay Area Scholarship. Accepting the award from HKGCC CEO Patrick Yeung, Kwok said his passion for programming was sparked in secondary school while studying ICT. The Chamber wishes him good luck as he embarks on his exciting academic journey!



香港中文大學計算機科學與工程學系一年級生郭智謙獲頒香港總商會大灣區獎學金。郭同學從總商會總裁楊偉添手上接過獎項，他表示對編程的興趣始於中學修讀資訊及通訊科技科的時候。總商會祝願郭同學學業進步、精益求精！

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

The Committee led the formulation of a response to the Financial Services and the Treasury Bureau's legislative proposals to regulate over-the-counter trading of virtual assets (VA). In its response, the Chamber reiterated its support for the Government's work in developing a robust market for VA development in Hong Kong. Recommendations were given for developing a licensing regime for over-the-counter VA trading services that balances the demand for VA trading opportunities amid the rapidly evolving digital landscape against the need to safeguard investor interests and preserve market integrity.

It also put forward suggestions on the execution of legislative proposals relating to such issues as the scope of services, which would be permitted under the new licensing regime, as well as the proposed supervisory scope.

委員會牽頭協助總商會就財經事務及庫務局有關規管虛擬資產場外交易的立法建議撰寫回應。總商會支持政府建立穩健的市場，推動虛擬資產在香港的發展。面對不斷變化的數碼環境，我們建議當局為虛擬資產場外交易服務設立發牌制度，以滿足市場對虛擬資產交易機會的需求，同時保障投資者利益和維護市場誠信。

總商會亦就立法建議的執行方式提出建議，包括新發牌制度下容許的服務範圍，以及建議監管範圍。

## Industry & Technology Committee 工業及科技委員會

The Industry & Technology Committee toured City University of Hong Kong's State Key Laboratory of Terahertz and Millimeter Waves on 22 March. Chair Professor of Electronic Engineering Chi Hou Chan gave insightful presentations on the latest advancements in terahertz and millimeter wave technologies, along with their diverse applications across industries. The group also got the opportunity to learn more about 6G applications, multi-diverse meta surfaces for high-speed real-time sensing and imaging, and were given an introduction to the uses of the lab's ultrahigh-speed microwave photonic processing engine. In the committee meeting afterwards, members engaged in discussions pertaining to the Information and Technology initiatives outlined in the 2024-25 Budget.

委員會於3月22日率團參觀香港城市大學太赫茲及毫米波國家重點實驗室。電機工程學系講座教授陳志豪介紹太赫茲和毫米波技術的最新發展，以及各行各業的廣泛應用方案。團員亦有機會了解6G應用、用於高速實時感測和成像的多元超表面，以及實驗室配備超高速微波光子處理引擎的用途。在其後的會議，會員討論2024-25年度《財政預算案》中提出的資訊科技措施。

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

Patents are a legal tool utilized to secure innovations and inventions, representing a form of intellectual property rights. When the company creates a unique technology or invention, a patent can offer protection against infringement and damage. The HKSAR Government has worked hard to encourage local companies and inventors to protect their intellectual work through patent registration.

Oliver Lee, Associate Principal Consultant of the Hong Kong Productivity Council (HKPC), hosted a webinar on Strategies for Effective IP Commercialization on 10 April. She shared tactics to manage IP risks during the commercialization process, as well as government funding for patent protection, via the Patent Application Grant (PAG). For details on how to apply for the grant, please visit their website or book a consultation with HKPC.

專利是保護創新發明的法律工具，也是知識產權的一種形式。當企業開發出獨有的技術或發明，專利將有助防止侵權和損害。香港特區政府一直致力鼓勵本地企業和發明家註冊專利，以保護其知識作品。

香港生產力促進局（生產力局）助理首席顧問李伊華於4月10日主持「知識產權商品化的致勝策略」網上研討會，分享在商品化過程中管理知識產權風險的策略，並介紹政府透過「專利申請資助計劃」提供的資助。有關申請詳情，請瀏覽計劃網站或向生產力局預約諮詢服務。



## Student Programme / Engagement 學生活動

Twelve students from CUHKFAA Chan Chun Ha Secondary School and Holy Family Canossian College had the opportunity to work as quantity surveyors and project managers with Turner & Townsend Limited in a job-shadowing activity on 27 March.

Squire Patton Boggs also organized a court and office visit with their partnering school, Tseung Kwan O Government Secondary School, on 5 April. Ten students got the opportunity to sit in the courts at the Eastern Magistracy and visited a law firm office for job-shadowing stints.

香港中文大學校友會聯會陳震夏中學和嘉諾撒聖家書院的12名學生在3月27日參與工作影子實習，在特納唐遜有限公司體驗工料測量師和項目經理的工作。

翰宇國際律師事務所亦於4月5日與夥伴學校將軍澳官立中學合辦法庭及辦事處參觀活動，10名學生前往東區裁判法院旁聽聆訊，並在律師事務所進行工作影子實習。



## Talent Development 人才發展

### The Art of Storytelling in Business Presentations 商務簡報中說故事的藝術

Effective presentation techniques are important for establishing a convincing image, better engaging stakeholders in the workplace, and achieving desirable outcomes. On 28 March, Gary Lo, Managing Director and Principal Consultant of GLO Consulting, led a workshop on business storytelling. Participants acquired essential skills for analyzing audience needs and customizing key messages. They also learned how to transform ordinary content into compelling stories and build an impactful framework for precise delivery.



有效的簡報技巧有助提升說服力，促進職場溝通，發揮預期效果。GLO Consulting 董事總經理兼首席導師 Gary Lo 於3月28日主持商務簡報工作坊，講解說故事的技巧，包括分析聽眾的需要和擬定內容重點。參加者亦學習到如何將平凡的內容變成引人入勝的故事，以及建構有效的框架，以準確傳遞訊息。

### Maximizing Productivity and Creativity with AI Tools

運用人工智能工具提高生產力和創造力

As technology continues to grow, the applications of Artificial Intelligence (AI) are gradually becoming more diversified and useful in daily productivity. At a workshop on 27 March, Daryl Choy, Author of *Experience Wave*, showed participants how to use the latest AI tools, from creative writing and data analysis to visual generation. The session enhanced their knowledge and helped them to utilize the advanced tech for efficient workflow.



科技不斷進步，人工智能（AI）的應用日趨多元化，日常生產力亦隨之提高。《體驗曲線》作者蔡伯偉於3月27日主持工作坊，介紹如何運用最新的AI工具，包括創意寫作、數據分析及視覺生成技術，協助參加者增進相關知識，以便利用這些先進科技完善工作流程。

## Taiwan Interest Group 台灣小組



Simon Liu, Chairman and Chiang Su Hui, Former Chairman, Taiwan Business Association (HK), visited the Chamber on 18 April. In a meeting with Taiwan Interest Group Chairman PC Yu, Liu discussed future opportunities for cooperation and collaboration.

香港台灣工商協會會長劉孝超及前會長江素惠於4月18日到訪總商會，與台灣小組主席余鵬春會面，雙方討論未來合作機會。

## Taxation Committee 稅務委員會

The committee took the lead in formulating a response on the Consultation on the Implementation of Global Minimum Tax and Hong Kong Minimum Top-up Tax to the Financial Services and the Treasury Bureau and the Inland Revenue Department. In its response, the Chamber expressed its support for the Government's principle to safeguard Hong Kong's competitive edge as an international financial centre by maintaining a simple, certain and low tax regime. However, given the imminent implementation and complexity of the GloBE rules, we urge the Government to provide comprehensive guidance on all facets to assist businesses in their compliance efforts.

委員會牽頭就財經事務及庫務局和稅務局關於「香港實施全球最低稅率及最低補足稅」的諮詢文件提交回應。總商會支持政府維持簡單明確的低稅制原則，以鞏固香港作為國際金融中心的競爭優勢。不過，鑒於即將實施的全球反侵蝕稅基規則相當複雜，我們促請政府就新規則的各個方面提供全面指引，協助企業遵守合規要求。



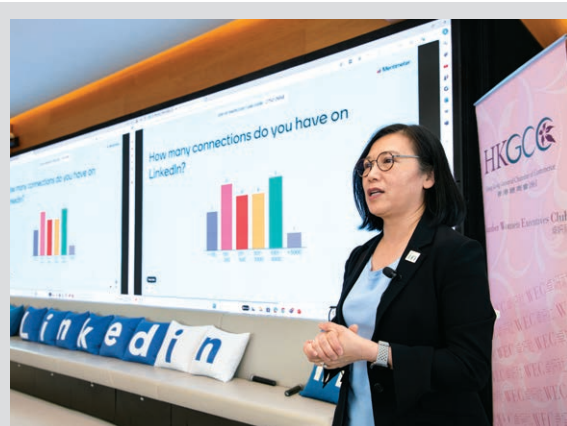
## Young Executives Club 卓青社

Twenty YEC members got the opportunity to show off their bowling skills during a friendly contest at a bowling party on 12 April. The event was held at Pacific Club and jointly organized with the Hong Kong Federation of Overseas Chinese Associations.

卓青社20名會員於4月12日參與保齡球派對，一展球技。是次活動假太平洋會舉行，由卓青社與香港僑界社團聯合會聯合舉辦。



## Women Executives Club 卓妍社



A seminar on “Building Your Executive Presence via LinkedIn,” hosted by the Chamber’s Women Executives Club (WEC) at the LinkedIn office on 20 March, offered excellent advice on how best to leverage social media to enhance one’s professional presence.

Mei Mei Ng, General Manager and Head of Talent Solutions (Hong Kong and Taiwan) at LinkedIn Hong Kong, shared strategies on how to create an outstanding online presence and participants got to put her tips into practice and up their game. The session also highlighted prominent LinkedIn profiles as well as the application of AI. Haylie Hung won the lucky draw prize, a six-month subscription to LinkedIn Premium. Later everyone enjoyed networking over the delicious bites sponsored by Tiffany Blue Box Café.

總商會卓妍社於3月20日假LinkedIn辦事處舉行研討會，主題為「透過LinkedIn建立行政形象」，講解如何善用社交媒體提升個人專業形象。

LinkedIn香港區總經理及香港及台灣地區人才方案主管吳薇薇分享在網上脫穎而出的技巧，參加者即場學以致用，提升個人形象。研討會亦剖析

LinkedIn的熱門專頁，以及如何應用人工智能技術；期間設有抽獎環節，幸運兒洪萬盈贏得LinkedIn Premium六個月會籍。其後，參加者一邊交流聯誼，一邊享用由Tiffany Blue Box Caf贊助的美食。



## International Women’s Day Celebrations 慶祝國際婦女節

WEC Chairman Tammy Wu represented the Chamber at the International Women’s Day Celebratory Reception on 21 March at Shun Tak Exhibition & Event Space in Sheung Wan. Organized by the Hong Kong Federation of Women (HKFW), the event’s officiating guests included Chief Executive John Lee and his wife Janet Lee, who is the Patron of HKFW. Also joining the celebration were officials from the Hong Kong Liaison Office and the Ministry of Foreign Affairs in China.

Wu also joined the International Women’s Day Reception on 8 March, organized by the Home & Youth Affairs Bureau and the Women’s Commission at the Central Government Offices in Tamar. Chief Executive John Lee officiated the ceremony, which was attended by Secretary for Home and Youth Affairs Alice Mak.

卓妍社主席吳丹於3月21日代表總商會出席假上環信德展覽及活動空間舉行的「香港各界婦女慶祝三八國際婦女節酒會」。該活動由香港各界婦女聯合協進會（香港婦協）主辦，主禮嘉賓包括行政長官李家超、行政長官夫人兼香港婦協名譽贊助人李林麗嫻，香港中聯辦和外交部亦有派員赴會。

吳丹亦於3月8日出席由民政及青年事務局和婦女事務委員會舉辦的國際婦女節酒會。該活動假添馬政府總部舉行，由行政長官李家超主禮，民政及青年事務局局長麥美娟亦有出席。



# Key Messages from Two Sessions 2024

## 2024 年兩會重點

A panel of experts looked into China's biggest political event of the year and its significance for Hong Kong

多位專家就中國年度政壇大事分享見解，並剖析會議對香港的意義

**“One Country, Two Systems” is the cornerstone for Hong Kong’s long-term prosperity and stability. Reaffirming the importance of this governing principle, Chinese Premier Li Qiang reiterated at the Second Session of the 14<sup>th</sup> National People’s Congress that the Central Government would “continue to fully, faithfully, and resolutely implement the policy.”**

At a Chamber roundtable luncheon on 27 March, a

panel of speakers including Agnes Chan, PC Yu and David Lie, HKSAR Members of the CPPCC National Committee, and Nick Chan, HKSAR Deputy to National People’s Congress, shared their insights into the Two Sessions in Beijing and what these key meetings revealed about the Central Government’s policy direction in the year ahead.

In her opening remarks, Agnes Chan pointed out that the key phrase this year is “new quality productive

forces,” with technological innovation as the driver of the development. She said Premier Li’s government report sets the tone for China’s development on all fronts in 2024 and beyond, as it highlights the guiding principles on pursuing progress while ensuring stability, promoting stability through progress, and establishing the new before abolishing the old.

These principles were reflected in the nation’s achievements in 2023 and its targets for 2024. Given the sluggish economy coupled with international geopolitical tensions, achieving a 5.2% growth in 2023 was a very good result for the country. She expected continued growth this year, with the Central Government setting a target of around 5% for 2024.

### One Country, Two Systems

As usual, there was a section dedicated to Hong Kong in the work report. Recalling the meetings with Xia Baolong,

Director of the Hong Kong and Macao Work Office of the Communist Party of China Central Committee and the Hong Kong and Macao Affairs Office of the State Council, and other top officials, PC Yu noted that the message conveyed was simple: “One Country, Two Systems is here to stay, and the hidden message behind this is there is no timeline at all.”

Most importantly, Hong Kong must maintain its relevance as a super-connector, he explained, adding that the common law system is crucial as Hong Kong is the only city in China with the common law system.

Echoing these comments, Nick Chan said Hong Kong should be confident that “One Country, Two Systems” is permanent, as it has been written into the party constitution. “We have to be unique. What is the point if we are just another city in China? The country wants us to remain unique and use our uniqueness not just for Hong Kong but for the nation.”







## National Security Law

On the topic of national security, Nick Chan pointed to the reality that there was a lot of misinformation about the recently passed Basic Law Article 23 Legislation. However, the passing of the law in Hong Kong will give the city a better grounding as well as a better environment for everyone to do business without fear, he explained.

David Lie revealed that during a meeting, Vice Premier Ding Xuexiang emphasized the need to quickly get Basic Law Article 23 legislation out of the way after a delay

of 27 years to allow Hong Kong to focus on economic development.

Adding to this point, Yu asked: "What makes for a good business environment? The answer lies in the rule of law." With the national security law in force, the rule of law, along with business and investment interest, can be robustly safeguarded.

## The Role of Hong Kong

In his work report, Premier Li urged Hong Kong to participate in the development of the Greater Bay Area by

leveraging its "distinctive strengths and features" for better integration into the overall national development. It is a testament to the value the Central Government places in Hong Kong's unique advantages.

"We need to understand our own strengths as an international financial centre and transport hub. We have a role to play in the development of new quality productive forces as it draws on our expertise, our infrastructure and innovation," said Agnes Chan. "Particularly, for any new innovative

development, we need funding. So as a financing centre, this is an area to which we can really contribute."

Lie said that Hong Kong can also explore development of its modern maritime, arbitration and legal services, which would enable the city to move towards high value-added business to meet future demand. To align with the country's efforts to attract foreign investment, it is also important to tell China's stories well. Everyone must do their part and work hard for the betterment of Hong Kong, he concluded.

「一國兩制」是香港長遠繁榮穩定的基石。在十四屆全國人大二次會議期間，國家總理李強肯定這一原則的重要性，並重申中央政府將「繼續全面準確、堅定不移地貫徹有關方針」。

總商會於3月27日舉行午餐會，港區全國政協委員陳瑞娟、余鵬春和李大壯，聯同港區全國人大代表陳曉峰，就北京兩會和中央政府在未來一年的政策方向分享見解。

陳瑞娟在開場發言時指出，今年的關鍵詞為「新質生產力」，以科技創新推動增長。她表示，李強在工作報告中強調要堅持「穩中求進、以進促穩、先立後破」的原則，為國家在2024年及未來各方面的發展定調。

這些原則體現於國家2023年的發展成果和2024年的目標。面對經濟疲軟和國際地緣政治緊張，中國在2023年仍然表現良好，經濟增長達到5.2%。考慮到中央政府將2024年增長目標定為5%左右，她預料今年增長趨勢將會持續。

## 一國兩制

一如既往，工作報告中有篇幅談及香港發展。余鵬春憶述與中央港澳工作辦公室、國務院港澳事務辦公室主任夏寶龍和其他高官會面時，他們均帶出了簡單明確的訊息：「『一國兩制』將行穩致遠，言下之意是沒有任何期限。」

更重要的是，香港必須維持作為超級聯繫人的角色。他補充，香港是國內唯一實行普通法的城市，因此普通法制度至關重要。



The panel of speakers, from left, David Lie, Agnes Chan and PC Yu, HKSAR Members of the CPPCC National Committee, and Nick Chan, HKSAR Deputy to National People's Congress.

講者包括（左起）港區全國政協委員李大壯、陳瑞娟和余鵬春，以及港區全國人大代表陳曉峰。

陳曉峰認同這個觀點，並表示貫徹「一國兩制」已被寫入黨章，香港應對此有信心。「香港要維持獨一無二。如果我們與內地其他城市無異，那又有何意義呢？國家希望我們繼續發揮得天獨厚的優勢，促進香港和國家發展。」

## 國家安全法

國家安全方面，陳曉峰指出《基本法》第23條立法最近獲得通過，但坊間流傳大量虛假資訊。不過，法例在香港生效後，將有助維護安全和改善環境，讓所有人都能安心營商。

李大壯表示，在會面期間，國務院副總理丁薛祥強調《基本法》第23條立法已拖延27年，有必要盡快完成有關工作，讓香港集中精力全面拼經濟、謀發展。

就此，余鵬春提出：「良好的商業環境應具備甚麼條件？答案是法治。」隨着國家安全法現已生效，法治、商業和投資利益都可得到全面的保障。

## 香港角色

總理李強在工作報告中鼓勵香港發揮「自身優勢和特點」，積極參與大灣區建設，更好融入國家發展大局，足證中央政府對香港獨有優勢的肯定。

陳瑞娟說：「我們要了解本港作為國際金融中心和交通樞紐的優勢。我們可運用專業知識、基礎設施和創新精神，為國家發展新質生產力作出貢獻；尤其是任何創新發展都需要資金，我們作為融資中心，正好在這一領域發揮所長。」

李大壯指出，香港亦可加強發展現代航運、仲裁和法律服務，向高增值方向邁進，以滿足未來需求。為配合國家吸引外資的政策，講好中國故事亦至為關鍵。他總結道，人人都要各司其職，竭盡所能，共建美好香港。



# Kanpai Hong Kong and Japan! 為香港和日本乾杯！



**Highballs, sake, shochu and Japanese beer were the drinks of choice at our joint happy hour with the Hong Kong Japanese Chamber of Commerce and Industry (HKJCCI) on 21 March.**

We were honoured that Nishiumi Shigehiro, Deputy Consul General of Japan, also joined the event. Jonathan Lamport, Chairman of HKGCC's Asia, Africa & Middle East Committee and Akinori Kojima, Chairman of HKJCCI's Enterprise Support Group, proposed a toast for continued health and cooperation between Hong Kong and Japanese businesses.

總商會與香港日本人商工會議所（會議所）於3月21日合辦歡樂時光聚會，會員邊暢飲高球雞尾酒、清酒、燒酎和日本啤酒等佳釀，邊聯誼暢談。

當晚很榮幸邀得日本駐港首席領事西海茂洋出席，總商會亞洲、非洲及中東委員會主席林偉全與會議所企業支援部長小島章敬一起舉杯祝酒，祈願各位身心康泰、港日兩地企業合作更上層樓。



# Hong Kong's Many Splendored Futures

## 香港前途無限

In the latest 'CEO 123 Tell Me More' talk, HKUST Professor Christine Loh explained why the road ahead is bright with possibility for Hong Kong as a global city

在最近舉行的「CEO 123 Tell Me More」系列講座，科大教授陸恭蕙表示香港作為國際都會的前景一片光明，充滿無限可能

**Hong Kong has reached another crossroad in its journey as a special administrative region in China. The challenge is not just over domestic issues but having to cope with complex geopolitical shifts that affect the "global order."**

Professor Christine Loh, Chief Development Strategist, Institute for the Environment at The Hong Kong University of Science and Technology, and Scholar in Residence at Asia Society Hong Kong, posed some thought-provoking questions about the "possible futures" of

Hong Kong at the Chamber's "CEO 123 Tell Me More" talk on 10 April.

Discussing the city's current predicament and the possible paths forward, Loh pointed out that Hong Kong has gone through some remarkable chapters in its history, and we all can relate to a specific date or event which is etched on our memories and hearts. For her, it was the riots and bombs in Central from the cultural revolution post World War II.

From such chaos, Hong Kong rose into Asia's leading Tiger, demolished squatter huts

and built public housing to provide homes for 45% of the population. And from reunification and closer integration with the Greater Bay Area, Hong Kong's growth and development has been unstoppable. While critics may try to argue that the Covid-19 pandemic caused our population shrink and even represented the beginning of the end of Hong Kong, the city is transient, with a constant ebb and flow in the tides of people, much like other global metropolises. Today, Hong Kong's at 7.9 million-strong population continues to notch new highs.

As Hong Kong pursues development and growth, we must look to its SMEs and get to know these companies and the industries in which they operate, said Loh. "We have a lot of enterprises here that are successfully solving issues and have the potential to be business leaders. The future is about reindustrialization, circular economy, green business models and digital economy."

A former Undersecretary for the Environment in the HKSAR Government, Loh also talked about the importance of achieving environmental and social sustainability. The world is seeing a sustainability revolution, and businesses have to change. ESG is one of the many tools that requires people to start looking at their environmental and social performance. One important thing the Government has done is to push banks and listed companies to do ESG reporting. As the regulators have said they will follow

**"We definitely have many strengths, but we also must acknowledge our weaknesses to address these threats and reinforce our advantages."**





「我們擁有眾多優點，  
但亦要審視自身的弱  
點，設法應對威脅和  
鞏固優勢。」

ISSB international standards that will come into play by 2026, companies doing business with listed firms, such as SMEs, will be asked by their customers and banks to disclose information. In fact, many SMEs are already looking into what they need to do, she said, for which they need support and help.

For the next chapters in Hong Kong that will go down in our history, we are moments in time shaping our future. "We definitely have many strengths, but we also must acknowledge our weaknesses to address these threats and reinforce our advantages," Loh said.

香港作為中國的特別行政區，現正處於另一個十字路口，除了面臨本地挑戰，亦要應對地緣政治重塑「全球秩序」的複雜形勢。

總商會於4月10日舉辦「CEO 123 Tell Me More」系列講座，邀來香港科技大學環境學院首席發展策略師、亞洲協會香港中心常駐學者陸恭蕙教授，就香港可行未來選項提出引人深思的問題。

陸恭蕙探討香港現時面對的困境及可行的未來路向時，指出香港經歷了種種變遷，每人的回憶裡都有一些難以忘懷的重要日子或事件。對她來說，第二次世界大戰結束後，文化大革命期間於中環發生的暴動和炸彈襲擊最令人印象深刻。

香港在亂局之下崛起成為亞洲四小龍之首，政府清拆寮屋並

興建公共房屋，為45%的人口提供居所。香港回歸後與大灣區進一步融合，增長和發展勢不可擋。有評論認為新冠疫情導致本港人口流失，甚至標誌着香港開始走向沒落，但香港其實與其他國際大都會一樣，人口流動性高，人員不斷流入流出。今時今日，本港人口已達到790萬，屢創歷史新高。

陸恭蕙表示，香港要謀發展、拼增長，就得靠中小企業扛起這個重任，因此我們需要了解這些公司及其所屬行業的發展。她解釋：「許多本地企業積極解決問題，有潛力成為商業領袖。展望未來，再工業化、循環經濟、綠色營運模式和數碼經濟是大勢所趨。」

作為香港特區政府環境局前副局長，陸恭蕙還談及實現環境

和社會可持續發展的重要性。世界各地正發起可持續發展革命，企業亦需要作出改變。環境、社會及管治（ESG）是促使企業審視環境和社會績效的工具之一，而政府要求銀行和上市公司披露ESG報告，為ESG發展邁出重要一步。由於監管機構表示將遵守於2026年生效的國際可持續發展準則理事會（ISSB）國際準則，與上市公司經商的企業包括中小企屆時需要應客戶和銀行要求披露資訊。實際上，許多中小企已積極採取行動，並尋求所需的支援和協助。

我們正處於塑造未來的關鍵時刻，即將為香港寫下歷史新篇章。陸恭蕙指出：「我們擁有眾多優點，但亦要審視自身的弱點，設法應對威脅和鞏固優勢。」

# Town Hall Forum on Article 23

## 議事論壇：第 23 條立法

In support of the Government's campaign to spread awareness about Basic Law Article 23 Legislation, the Chamber organized a second Town Hall Forum on 12 April, where Secretary for Justice Paul Lam and Secretary for Security Tang Ping-keung provided further explanations about the various aspects of the law and addressed business concerns.

Held under Chatham House Rules, the event gave leaders from local and international businesses and chambers another opportunity to hear directly from the senior officials as they work to ensure that there is a clear understanding of the legislation.

The officials explained that more than 90 amendments were made to the Article 23 draft before the law was passed, taking into consideration the numerous suggestions made during the consultation process. They also urged the business community to spread the message among their networks, both locally and overseas,



to dispel any misunderstandings or misinformation about the legislation.

With the BL23 now in place, there was a strong feeling among participants that focus should shift back to business as usual and on revitalizing Hong Kong's economy.

為協助加深社會各界對《基本法》第 23 條的認識，總商會於 4 月 12 日再度舉辦「議事論壇」，邀得律政司司長林定國和保安局局長鄧炳強從各方面進一步闡釋法例，並釋除商界的疑慮。

是次論壇以閉門形式舉行，期間海內外企業和商會有機會直接聽取兩位司局長的解說，確保各方清楚明瞭法例內容。

兩位高官解釋，在第 23 條通過前，政府考慮到諮詢期間收集的眾多建議，再對草案作出超過 90 項修訂。他們亦邀請商界向本地及海外業務夥伴傳遞正確的訊息，以澄清任何誤解或不實資訊。

隨着《基本法》第 23 條現已生效，與會者認為各界應重新聚焦社會發展，全力提振香港經濟。





# Santé! 舉杯共歡

Over 40 members from the Chamber and the French Chamber in Hong Kong (FCCIHK) enjoyed a productive evening of networking at our happy hour at Tai Kwun on 17 April.

HKGCC Europe Committee Chairman Alfonso Ballesteros and FCCIHK Executive Director Stéphanie Dodin were the official hosts for the evening, and raised a glass to the growing France-Hong Kong ties and cooperation.



總商會和香港法國工商總會（FCCIHK）於4月17日假大館合辦歡樂時光聚會，40多名會員歡聚暢談，既熱鬧又充實。

當晚活動由總商會歐洲委員會主席歐方信和 FCCIHK 總監 Stéphanie Dodin 主持，兩人舉杯祝酒，祈願法國與香港的聯繫和合作日趨緊密。



# In Conversation with PC Yu

## 與余鵬春對談

**Chamber General Committee Member PC Yu gave an inspiring talk in the second instalment of our “Dialogue with the General Committee” on 22 March.**

As Director and General Manager of Yue Hwa Chinese Products Emporium Ltd, Yu shared with members the secrets to managing one of Hong Kong’s leading retail groups, as well as how the company has evolved to adapt to the changing market dynamics over time while remaining focused on offering Chinese and other quality products.

As a second-generation family business leader, Yu acknowledged that the retail business was very

challenging. “Starting a business is difficult, but maintaining it is even more difficult,” he said, quoting a Chinese saying. He added that in a family business, it is more difficult with a patriarch and founding elders, as they needed to be convinced that things are changing.

Sharing the company’s success story, Yu said it was all about evolving within the ever-changing business landscape. Recalling the environment in the 1960s and 1970s, Yu said it was probably the best time for the company in Hong Kong. With a high demand during those years for inexpensive, high-quality and durable goods, Chinese products played a key role in meeting local needs.

In the early 1980s, during China’s reform and opening up, demand for imported goods such as televisions, refrigerators and washing machines from Japan was huge in the country. Many overseas Chinese, including people in Hong Kong, used to bring these appliances when they visited their relatives and friends in the Mainland.

To cater to the rising demand, Chinese emporiums including Yue Hwa, Chinese Goods Center and the Chinese Merchandise Emporium set up an overseas Chinese department.

Going a step further, Yu’s brother worked out an agreement with Panasonic, under which the Japanese

electronics company would ship home appliances directly to the Mainland, while Yue Hwa would sell redemption tickets in Hong Kong. The arrangement was quite an innovation in those days as it allowed ticket holders to collect goods from collection points in Canton, Shanghai and other locations, without having to ferry the bulky items across the border.

In 1997, the Asian financial crisis broke out, which Yu said was the first major challenge the company encountered since the Cultural Revolution. On analyzing the various departments, he realized that despite sluggish demand for products across the board, sales of traditional Chinese medicine remained resilient. People were still concerned about their health in times of economic downturn.

The idea of opening up specialty stores sprang up from his findings, and Yue Hwa ventured into the health and wellness domain. Since then, the business has grown into an extensive network comprising over a dozen TCM outlets across Hong Kong that stock Chinese herbal medicines and healthcare products.

With its 60-year history, the group is also a pioneer in technology application,

“Whatever you do, give it your best. **Always put your heart into whatever you do.**”

「無論你做什麼，都要盡力而為。  
無論做什麼，都要全心投入。」



explained Yu. "We were the first Asian retail company to use computerized electronic cash registers in 1976," he noted, adding that they were also the first to introduce the OCR/barcode to Hong Kong in the 80s. With online shopping becoming more prevalent, the group launched an online store to supplement operations.

Despite the popularity of such digital platforms, Yu said there was still room for physical stores in the sector. "As a service industry, you can't completely rely on computers or the internet. When customers ask questions, you can't tell them to look up the answers on the internet," he explained. "We like customers to visit the shop, which allows us to sell more. For example, after buying a product like ginseng, we inquire if they would like to also purchase a double boiler. But if shopping goes online, you can't employ such sales practices."

In his long career, which includes both public positions as well as many volunteer services, Yu said he has wholeheartedly enjoyed working. Signing off with a few words of advice on achieving success, he said, "Whatever you do, give it your best. Always put your heart into whatever you do."



### 總商會理事余鵬春於3月22日出席本會第二場「與理事對談」講座，與會員進行啟迪人心的交流。

余鵬春作為裕華國產百貨有限公司董事總經理，分享管理本港大型零售集團之一的秘訣，以及該公司如何與時俱進，以迎合不斷轉變的市場需求，同時繼續專注提供各種優質國貨和其他特色商品。

作為家族企業第二代掌舵人，余鵬春坦承零售業充滿挑戰。他引用俗語：「創業難，守業更難」，說明守護家族業務更是難上加難——面對市場變化，他得說服父親和一眾元老調整業務，因時制宜。

余鵬春認為，裕華的成功之道在於靈活應變，不斷適應瞬息萬變的商業環境。他指出，上世紀60至70年代可能是該公司在香港的全盛時期。當年市場對價廉質優的耐用用品需求甚高，國產貨品在滿足本地需要方面起着重要作用。

1980年代初正值中國改革開放，國內對日本的電視、雪櫃和洗衣

機等進口貨需求甚殷，很多海外華人包括港人到內地探親時都會攜同這些電器過關。

為應對與日俱增的需求，裕華、華豐和大華國貨等國貨公司紛紛設立專屬部門，服務海外華僑。

其後，裕華更多走一步：余鵬春的哥哥與 Panasonic 達成協議，由該日本電器公司把家電直接送往內地，而裕華則在香港出售換領票。這個安排當時可說是創新先河，方便持票人在廣州、上海及其他地區的換領點取貨，而無需帶同大型物品過境。

1997年爆發亞洲金融危機，余鵬春形容是該公司繼文化大革命之後的另一大挑戰。他分析了不同部門的銷售額，發現各類產品的需求均全面放緩，唯獨傳統中藥的銷量維持堅挺。這個現象反映即使經濟不景，市民仍然注重健康。

有見及此，他萌生了開設專門店的想法，裕華亦開始涉足保健領域。此後，業務網絡逐步擴大，在全港多區設有十多間

保健專門店，提供各式各樣的中成藥和保健產品。

裕華歷史悠久，在港開業超過60年，在科技應用方面亦堪稱先驅。余鵬春解釋：「我們於1976年引入電腦化電子收銀機，是亞洲首家採用此系統的零售企業。」他補充，該集團亦於80年代率先在香港應用光學字元辨識/條碼系統。隨着網上購物日益普及，集團推出了網上商店，推進業務發展。

雖然電子平台廣受歡迎，余鵬春表示實體零售店仍有其價值。他解釋：「服務業不能單靠電腦或網絡；當客戶提問時，我們不能叫他們上網自己找答案。我們歡迎顧客到店選購，讓我們可以推銷更多產品。例如顧客購買人參後，我們會問他們是否需要加購燉鍋。」他說如果是網購的話，這些銷售技巧則無法派上用場。

余鵬春在漫長的職涯中，曾擔任多項公職，也參與過不少義工服務，他表示自己全心投入，享受工作的樂趣。最後，他寄語會員：「凡事全力以赴、全情投入。」



The delegation visited Fintech company Goldpac, which has made huge strides in smart encryption and identity verification technology. 金融科技企業金邦達在智慧安全加密及身份認證技術領域取得巨大進展。

## A Bridge to Business Opportunities

### 橋繫商機

Members learn more about opportunities brought by the Hong Kong-Zhuhai-Macao Bridge during a recent business trip to Macao, Hengqin and Zhuhai

會員最近考察澳門、橫琴和珠海，探索港珠澳大橋創造的機遇

**The 55km Hong Kong-Zhuhai-Macao Bridge (HZMB) – the longest bridge-cum-tunnel sea crossing in the world – connects Hong Kong, Macao and Zhuhai, creating a one-hour living circle between the three cities, and boosting economic and trade development within the Pearl River Delta Region.**

To foster economic and cultural exchange as well as integrated development,

the Chamber organized a mission to Macao, Hengqin and Zhuhai on 20-21 March to learn about the latest developments in these cities.

Briefing the visiting delegation about Macao's first systematic industrial development plan for economic diversification, Lei Wai Nong, Macao Secretary for Economy and Finance, said the city would continue to make full use of its unique advantages to contribute

to the development of the Greater Bay Area.

"As an international financial, trade and logistics centre, Hong Kong can complement Macao's strengths in tourism, entertainment, and the convention and exhibition [C&E] industries to create synergy," said China Committee Chairman Eric Fok. "This will foster cross-sectoral integration and synergistic development. It is hoped that both cities

will continue to leverage their competitive edges and deepen cooperation."

The 30-member delegation also called on Elaine Wong, Executive Director of Macao Trade and Investment Promotion Institute, to understand policies encouraging foreign trade, C&E, as well as economic and trade cooperation between China and Portuguese-speaking countries.





**Lei Wai Nong, Secretary for Economy and Finance, Macao, outlined the city's first systematic industrial development plan for economic diversification.**

澳門經濟財政司司長李偉農介紹該市首個全面系統的產業發展規劃，推進經濟多元發展。

Site visits during the two-day mission included the Guangdong-Macao In-Depth Cooperation Zone in Hengqin (HQCZ), where the authorities have introduced closed customs operations since 1 March to further facilitate free trade. Under the new system, trade conducted in the “first-tier” customs surveillance zone (the area between Hengqin and Macao) is generally tax free, while the “second-tier” zone (the area between Hengqin and the rest of the Mainland) is under strict customs control.

To learn about these new arrangements, members heard from Li Ziwei, HQCZ Director of the Economic Development Bureau, in a discussion that included local growth opportunities, the business environment and various preferential policies. They also exchanged ideas

with Su Kun, HQCZ Deputy Director of the Executive Committee, and Zhang Ge, HQCZ Deputy Director of the Economic Development Bureau, on topics such as trade and economic cooperation.

The development of HQCZ is an important initiative to promote appropriate economic diversification in Macao. To improve sustainability as well as the living environment for its residents, Macao has joined hands with Guangdong to develop the “Macao New Neighbourhood” project, the first comprehensive development of its kind in HQCZ. Peter Lam, Chairperson of the Board of Directors of Macau Urban Renewal Limited, led delegates on a tour of the residential project, which integrates quality living

spaces with education, health and social services.

On the second day, the delegation paid a visit to Xiangzhou Chuanggang Center – a testament to Zhuhai’s efforts to develop a high-end industry cluster and independent innovation pilot zone. They also toured Goldpac to learn about the fintech company’s milestones over the past 25 years, which include notable achievements in smart encryption and identity verification technology. Members also got the opportunity to create their own smart cards.

Giving an introduction to the overall economic and industrial development of Zhuhai, Peng Su, Deputy Secretary General of the Zhuhai Municipal Government, encouraged Hong Kong businesses to invest in the city. Zhuhai’s

GDP hit a record high of over RMB 400 billion last year, with private enterprises contributing nearly half of it and to over 60% of the city’s tax income.

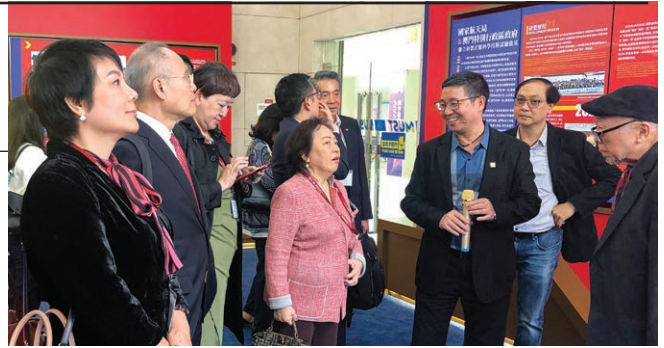
Petrina Tam, the Chamber’s GBA Working Group Convenor, pointed out that Zhuhai places great importance on the development of the private sector and is working to improve its business environment in order to attract foreign investment. She hoped that Hong Kong and Zhuhai enterprises would work to cooperate in various areas.

The mission also included visits to SJM Holdings Limited’s Grand Lisboa Palace Resort, the Macau University of Science and Technology, as well as the Hengqin New Area Exhibition Hall.



The delegation met with Joseph Lee, President of Macau University of Science and Technology.

團員會見澳門科技大學校長李行偉。



全長 55 公里的港珠澳大橋是全球最長的橋隧組合跨海通道，連接香港、澳門和珠海，為三地打造一小時生活圈，推動了珠三角地區的經貿發展。

為促進港珠澳的經濟和文化交流，推進三地融合發展，總商會於 3 月 20 至 21 日率團赴澳門、橫琴及珠海考察，了解當地最新發展。

澳門經濟財政司司長李偉農向代表團介紹澳門首個全面系統的產業發展規劃，旨在推進經濟適度多元發展，又表示澳門會繼續充分發揮自身的獨特優勢，助力粵港澳大灣區發展。

總商會中國委員會主席霍啟山指出：「香港作為國際金融、貿易和物流中心，可與澳門的旅遊、娛樂和會展產業相互補充，發揮聯動效應，促進跨界融合和協同發展，期望未來港澳兩地繼續發揮自身優勢，深化合作。」

一行 30 人亦拜訪了澳門貿易投資促進局執行委員黃伊琳，了解該局在促進對外貿易、會展業務及中國與葡語國家經貿合作等方面的政策。

為期兩天的行程包括到訪橫琴粵澳深度合作區（合作區）。橫琴



A visit to the 'Macau New Neighbourhood' project in Hengqin. The residential development integrates living spaces with education, health and social services.

考察橫琴「澳門新街坊」項目，該住宅發展項目旨在打造集教育、保健和社區服務於一身的生活空間。



Creating smart cards at Goldpac. 在金邦達製作卡片。

在 3 月 1 日開始實施封關運作，實行「一線」（橫琴與澳門之間）基本放開、「二線」（橫琴與內地其他地區之間）嚴格管住的監管模式，進一步實現貿易往來自由。

為深入了解這些新安排，團員與橫琴粵澳深度合作區經濟發展局局長李子蔚會面，雙方探討當地發展機遇、營商環境和優惠政策等話題。代表團亦與合作區執委會副主任蘇崑及合作區經濟發展局副局長張戈就兩地經貿合作交流意見。

合作區的建設是促進澳門經濟適度多元發展的重要舉措。為促進澳門的可持續發展及改善市民的居住環境，粵澳兩地攜手在合作區內興建首個綜合民生項目——「澳門新街坊」，打造集教育、保健和社區服務於一身的優質生活空間。澳門都市更新股份有限公司董事會主席林金城帶

領會員參觀該住宅項目。

行程第二天，考察團到訪香洲創港中心，該中心是珠海打造高端產業集聚區及自主創新示範區的重要載體。一行亦考察金邦達，探索該金融科技企業在過去 25 年的發展里程碑，包括在智慧安全加密及身份認證技術領域取得的卓越成就。團員還親身製作卡片，了解卡片的生產流程。

珠海市政府副秘書長彭甦介紹珠海整體經濟及產業發展，又鼓勵香港企業投資當地。珠海去年 GDP 首次突破人民幣 4,000 億元，其中民營企業貢獻了近半的地區生產總值及超過 60% 的稅收。

總商會大灣區工作小組召集人譚唐毓麗表示，珠海非常重視民營企業的發展，並積極優化營商環境，吸引外資。她期望港珠兩地企業在不同領域展開務實合作。

考察團此行還參觀了澳門博彩控股有限公司旗下的上葡京綜合度假村項目、澳門科技大學，以及橫琴新區規劃建設展示廳。

The mission included a tour of Macao's Grand Lisboa Palace Resort.

參觀上葡京綜合度假村。







# Cheers! HKGCC x Rotary Club Happy Hour

## 總商會與扶輪社合辦歡樂時光聚會

**We had an incredible time at the HKGCC x Rotary Club Business Networking Happy Hour on 19 April!**

Business professionals came together for an evening of great conversation and connections over canapés and free-flowing drinks. Highlights included overviews by Chamber CEO Patrick Yeung and Rotary District Governor Andy Li, and a presentation by Chairman of the Industry and Technology Committee Victor Lam on the Chamber's work, while The Peak Rotary President Andrew Wong shared about the club's recent service project. The exciting lucky draw prize added an extra dose of fun to the event!



Thanks to our partner, Rotary District 3450, for co-hosting the happy hour. The collaboration brought together a community of like-minded individuals, fostering valuable connections, and inspiring attendees to continue exploring growth opportunities for business and community projects in Hong Kong.

總商會於 4 月 19 日與扶輪社合辦歡樂時光聚會，雙方會員聚首一堂。

期間，商界精英一邊交流聯誼，一邊享用美酒小吃。總商會總裁楊偉添和扶輪社地區總監李兆民介紹各自機構的工作；工業及科技委員會主席林凱章簡介總商會的工作；太平山扶輪社社長黃棣彰則分享扶輪社最近的服務計劃。當晚亦設有緊張刺激的抽獎環節，增添熱鬧氣氛。

總商會感謝扶輪社 3450 地區與我們合辦是次歡樂時光聚會，讓志同道合的會員建立寶貴聯繫，共同探索本地商業和社區項目的發展機遇。



# On the Road to Smarter Technovation

**From the exciting discussions by distinguished guests and experts to the great audience, the Digital Economy Summit 2024 on 12-13 April showed how Hong Kong is realizing its overarching vision of becoming an innovation and technology hub. Many industries have been seizing the opportunities brought about by cutting-edge developments in the data-driven economy, such as AI, Web 3.0 and the Internet-of-Things.**

In his opening remarks at the Smart Economy & Business Innovation Forum, Chamber CEO Patrick Yeung said Hong Kong is at the forefront of this digital revolution, evidenced by the creation of a new Northern Metropolis, which will include the planned formation of a San Tin Technopole, and the establishment of an AI supercomputing centre this year. Wang Xiujun, President of the China Internet Development Foundation, and Bernard Chan, Under Secretary for Commerce and Economic Development, also gave speeches.

Keynote speaker Ricky Leung, Executive Director, Engineering & Technology, Airport Authority

Hong Kong, pointed out Hong Kong's potential in developing a future-proof sustainable business model in the digital economy and the Airport Authority's roles on this front.

The four panel discussions touched on business innovations brought about by immersive technologies, e-commerce transformations, digital infrastructure revolutions, and notable digital transformation strategies.

Peter Shum, Deputy Chairman of the Federation of Hong Kong Industries and Chairman of the Federation of Hong Kong Industries Group 25 (Hong Kong Information Technology Industry Council), delivered the closing remarks.

The Digital Economy Summit 2024 was led by the HKSAR Government and Cyberport. The Forum was organized by HKGCC, The Federation of Hong Kong Industries, Hong Kong Young Industrialists Council, The Chinese General Chamber of Commerce, The Hong Kong Electronic Industries Association, and The Chinese Manufacturers' Association of Hong Kong.







Smarter Technovation for All:  
**Forging a Sustainable Future**  
智創無限 ▶ 成就可持續未來



**Smart Economy &  
Business Innovation Forum**  
智慧經濟與商業創新論壇

香港工業總會  
HKI



## 智創無限

多位知名嘉賓和專家雲集於4月12至13日舉行的「2024 數字經濟峰會」，探討香港如何實現建成創新科技樞紐的宏大願景。各行各業正把握數據型經濟發展帶來的機遇，例如應用人工智能（AI）、第三代互聯網和物聯網。

總商會總裁楊偉添為「智慧經濟與商業創新論壇」致歡迎辭時表示，香港走在數碼革命的前沿，這可見於北部都會區的建設計劃，包括發展新田科技城，以及在今年成立AI超算中心。其後，中國互聯網發展基金會理事長王秀軍和商務及經濟發展局副局長陳百里為論壇致開幕辭。

香港機場管理局工程及科技執行總監梁永基

擔任主題演講嘉賓，講解香港在數碼經濟中發展可持續業務模式的潛力，以及機場管理局在這方面的角色。

四個專題討論環節分別探討沉浸式科技帶動的商業創新、電子商務轉型、數位基礎變革和數碼轉型策略。

最後，香港工業總會副主席及第25分組（香港資訊科技業協會）主席岑健偉致閉幕辭，為論壇畫上句號。

2024 數字經濟峰會由香港特區政府和數碼港主辦，而論壇由香港總商會、香港工業總會、香港青年工業家協會、香港中華總商會、香港電子業商會及香港中華廠商聯合會合辦。



# Mentoring Future Leaders

## 培育未來領袖

As part of the Pitch Perfect Programme 2024, the Chamber organized a Mentor Mentee Day on 18 April, marking the transition to the next stage of the competition.

Each mentor was paired with groups of five to six students, provided invaluable guidance while sharing personal experiences and offering support for career development. This crucial phase sets the stage for the upcoming pitching sessions in Stage Four, where students will showcase their innovative ideas and projects.

A total of 25 groups of mentors and mentees came together for engaging conversations and meaningful interactions, as the students gear up for the final pitching competition in late May.

Expectations are high for the students' presentations in the pitching sessions. The Pitch Perfect Programme is not only about developing ideas, but also about nurturing talent, fostering connections and empowering future leaders.



總商會於4月18日舉行「師友交流日」，協助學生為「完美求職計劃2024」的下一階段比賽做好準備。

活動期間，學生分成五至六人一組，由導師給予寶貴的專業指導，分享個人經驗和就業建議。這個關鍵階段正好讓同學為第四階段的匯報環節熱身，務求盡展個人創意。

合共25組師友投入討論，踴躍交流，為5月底舉行的決賽積極備戰。

密切期待決賽日各位同學的精彩發揮！「完美求職計劃」除了能鼓勵學生開發創新意念，還有助培育人才、促進聯繫和賦能未來領袖。







## MARK YOUR DIARY

**CEO 123 Tell Me More Series**

**KC Chan: Charting the Future of Hong Kong's Financial Markets**

8 MAY 2024  
12:30 - 14:00

**KC CHAN**  
Chairman, WeLab Bank

**HKGCC X SINGCHAM LUNCHEON**  
May 7 12:15 - 2:00 pm

## COMMITTEE MEETINGS

Check with secretariat for details

## LEGAL

The Law Society of Hong Kong on the city's legal sector and initiatives to support in-house counsels

May 13 4:00 pm

## ECONOMIC POLICY

Bridging the commercialization gap in Hong Kong

May 21 3:00 pm

## REAL ESTATE & INFRASTRUCTURE

May 23 4:00 pm

## TAXATION

Tax incentives for promoting green transformation

May 28 11:00 am

## TRAINING

Visit website for full details and to register

## ADOPTING GREEN SEARCH ENGINE OPTIMIZATION (SEO) TO REDUCE EMISSIONS

May 7 10:30 am - 12:00 pm

## DEALING WITH COMPANY LIQUIDATION AND BANKRUPTCY IN MAINLAND CHINA

May 9 2:30 - 5:30 pm

## MASTERING HUMAN RESOURCES OPERATIONS: HOW TO AVOID LEGAL PITFALLS

May 17 9:30 am - 5:30 pm

## ELEVATE YOUR WRITING: MASTERING WORKPLACE COMMUNICATION

May 21 2:00 - 6:00 pm

**HKGCC**

**ANNUAL GENERAL MEETING**  
May 10 5:00 - 7:00 pm

## WORKSHOPS & SEMINARS

Visit website for full details and to register



## DIGITAL TRANSFORMATION SUPPORT PILOT PROGRAMME: UNLOCKING SME POTENTIAL

May 7 2:00 - 5:00 pm



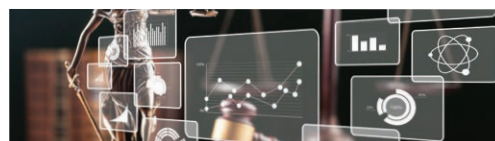
## DETECTING TRADE FRAUD AND DEFAULT PAYMENT SIGNALS IN INTERNATIONAL TRADE

May 8 3:00 - 5:30 pm



## ENHANCING MARKET TRANSPARENCY AND EFFICIENCY IN THE PAPERLESS LISTING REGIME

May 9 9:30 am - 11:30 pm



## EXPLAINER: RELAXATION OF OUTBOUND DATA TRANSFER FROM CHINA

May 10 11:00 am - 12:00 pm



## INTEGRATIVE THERAPY FOR LONG TERM SURVIVAL OF PANCREATIC AND OTHER GASTROINTESTINAL CANCER TREATMENTS

May 13 10:30 am - 12:00 pm



## ELEVATE BUSINESS GROWTH: EMBEDDING ESG PRINCIPLES IN BUSINESS STRATEGY

May 21 9:30 am - 12:00 pm



## TRANSFORMING AND SECURING THE DIGITAL WORLD - POWERED BY AI

May 24 12:30 - 2:00 pm



# TRAINING & DEVELOPMENT

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




## Mastering Human Resources Operations: How to Avoid Legal Pitfalls


In today's complex business environment, HR management can face controversial issues that sometimes lead to legal complications. To address operational problems effectively while safeguarding the interests of employers, HR managers must handle these issues both efficiently and legally.

This seminar will focus on examining corresponding HR strategies by referencing typical court cases from the past. The speaker will explain and analyze a total of 32 human resource operational issues that are prone to legal entanglements. While it is impossible to exhaustively document all HR operational issues prone to legal pitfalls, the seminar will cover the following key areas:

- Onboarding Process and Management
- Compensation Management
- Welfare and Leave Management
- Performance Management Disputes
- Employee Departure Management

**Who Should Attend:** Business Owners, HR Managers and Professionals, Legal Advisors and Consultants

 17/5/2024 (9:30 a.m. – 5:30 p.m.)

 Cantonese 廣東話

 Member 會員 \$1,800  
Non-member 非會員 \$2,300

**Trainer 導師:**  
Raymond Fung  
Principal Consultant,  
Strategic Consulting Ltd  
卓思管理顧問有限公司  
首席顧問



## 掌握人力資源運作：如何避免法律陷阱

面對現時複雜的商業環境，人力資源管理不時涉及具爭議的議題，有時甚至引起法律糾紛。為有效應對這些營運難題，保障僱主的權益，人力資源經理必須依法有效地處理這些議題。

本研討會將參考過去典型的法庭個案，集中探討相應的人力資源策略。講者將詳細講解及分析32個人力資源營運難題，避免誤墮法網，內容重點如下：

- 入職程序及管理
- 薪酬管理
- 福利及假期管理
- 工作表現管理爭議
- 僱員離職管理

**課程對象：**企業家、人力資源經理及專業人員、法律顧問

## Elevate Business Growth: Embedding ESG Principles in Business Strategy


With growing awareness and demand for corporates to embrace ESG, it has become essential for global businesses to demonstrate their commitment to ESG principles and sustainability. The concept of corporate sustainability has evolved from greenwashing and branding to creating innovative products and services, which in turn helps to generate revenue.

This seminar aims to provide insights and practical examples of how to integrate sustainability into an organization's operational business strategies. The speaker will explore the fundamental principles of sustainable development and its impact on companies. Participants will acquire skills that enable them to better uphold ESG principles to help their organizations achieve business growth while creating new opportunities.

### Outline:

- Overview of ESG performance and its significance for investors and stakeholders
- Benefits of establishing a strong ESG proposition across the organization
- Top tips for integrating ESG principles into business strategies

**Who Should Attend:** Senior management, ESG investors, sustainability professionals

 21/5/2024 (9:30 a.m. – 12:00 p.m.)

 Cantonese 廣東話

 Member 會員 \$380  
Non-member 非會員 \$560

## 推動業務增長：如何將環境、社會及管治原則融入商業策略

隨著社會對環境、社會及管治 (ESG) 的意識和要求不斷提升，全球企業能否履行ESG原則和實現可持續發展變得十分重要。近年，企業可持續發展的概念已由「漂綠」和品牌推廣，演變成新品研創，有助創造收入。

本研討會旨在透過實際案例，講解如何把可持續發展融入機構的商業營運策略。講者將探討可持續發展的基本原則及其對公司的影響，協助參加者掌握有效遵守ESG原則的技巧，以達致業務增長，創造商機。

### 大綱：

- ESG表現概覽及其對投資者和持分者的重要性
- 機構建立周全ESG計劃的好處
- 在商業策略中融入ESG原則的要訣

**課程對象：**高管、ESG投資者和可持續發展相關的專業人員



**Trainer 導師:**  
Joyce Lau 劉家儀  
Executive Director, Vistra  
卓佳香港執行董事



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



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People  
and  
Planet  
before  
Profit





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



## CERTIFICATE OF BUSINESS IDENTITY

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

### WE CERTIFY

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

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

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